

# How to *win* IT buy-in for Exclaimer



**You know Exclaimer is the right choice. Now it's time to bring IT on board.**

Identifying Exclaimer as the best solution for managing email signatures is only step one. Step two is helping IT see the same value you can see.

Here's how to make that happen.

## 1. Understand why IT teams choose Exclaimer

IT teams want tools that are risk-free, fast to deploy, secure by design, and simple to control at scale. Exclaimer delivers on those priorities, making it a trusted choice for thousands of IT leaders.

### **Fast, frustration-free setup**

Exclaimer is designed for minimal disruption. Most IT teams are up and running in under an hour, freeing them from ongoing email signature requests. With industry-leading support, any issues are quickly and smoothly resolved, keeping time-to-value short and stress-free.

### **Enterprise-grade security and compliance**

Security is a dealbreaker for IT. That's why Exclaimer is built on Microsoft Azure with enterprise-grade data protection and regulatory compliance baked in. So IT can sign off with confidence.

### **Seamless integration with existing infrastructure**

No need to rip and replace. Exclaimer integrates smoothly with existing email platforms, automating signature management and ensuring brand and legal consistency across every message.

### **Control without risk or bottlenecks**

IT stays in control while empowering other teams. Role-based access control (RBAC) lets HR, Marketing or Legal manage their own updates, without raising tickets or introducing risk. The drag-and-drop editor makes it easy and safe for anyone to create compliant, on-brand signatures.

### **An enabler for digital transformation**

IT teams increasingly play a strategic role across the business. Exclaimer helps them lead digital transformation efforts by automating routine processes like HR onboarding, legal disclaimers, and campaign execution. Supporting teams without increasing support overhead.

## 2. Make IT part of the process early

Involve IT from the start. Ask for their perspective. Acknowledge that compliance, data handling, and scalability are core to the decision. Early engagement saves time and makes IT a stakeholder, not an afterthought.

## 3. Schedule a demo with IT present

**Invite IT and other stakeholders to an Exclaimer demo. A live demonstration will effectively showcase:**

- ✓ How Exclaimer simplifies email signature management
- ✓ The security and compliance measures built into the platform
- ✓ How departments can independently manage signature updates with minimal IT intervention

Seeing the product live answers more questions in 30 minutes than a dozen internal threads.

## 4. Clarify budget and procurement requirements

**Work closely with IT and Finance to determine:**

- ✓ **Budget:** What's available? Who approves?
- ✓ **Legal:** Does Exclaimer meet procurement standards?
- ✓ **Vendor approval:** Who owns the checklist internally?

## 5. Pilot and proof of concept

**If IT wants to test before full rollout, suggest a small-scale pilot of Exclaimer, so they can:**

- ✓ Test signature control across a team or region
- ✓ Validate security and data flow
- ✓ Get stakeholder feedback before scaling

Remember that it takes **less than an hour** to set up and test Exclaimer.

## Final step: Bring everyone together

Once IT, Finance, and other stakeholders are aligned, set up a call with your Exclaimer representative to answer final questions and confirm next steps.

Exclaimer helps over 70,000 companies simplify email signature management with less overhead, more control, and full compliance.

Book your call with  
Exclaimer today

[Book now](#)

We'll walk your team through everything you need to help you go live faster.

In the meantime, [send this guide](#) to your IT team to help them understand how they could benefit from Exclaimer.

