



Accelerate your business with trusted, legal electronic signatures from Adobe

Adobe Sign speeds signature processes, integrates easily with your business systems, and delivers the highest levels of security and compliance.



Adobe Sign includes:

- Cloud-based e-sign services
- Web and mobile apps
- Enterprise administration and workflow control
- Integration with enterprise apps and office productivity tools

Adobe Sign customers include:

- AmerisourceBergen
- Diners Club
- Foursquare
- Foxtons
- Groupon
- Jaguar Land Rover
- Kia Motors
- KLM Airlines
- NetApp
- Northstar Travel Group
- Penton Media
- Ricoh
- Time Warner Cable
- TiVo

Electronic signatures are quickly becoming the way businesses get documents signed and close deals faster. Today, *e-signature* solutions have evolved to encompass much more than just collecting signatures electronically—leading solutions automate the entire process, from document creation, collaboration and execution, to archiving and management. These solutions replace the traditional, manual steps of getting signatures and approvals with the advantages of working in the cloud—delivering speed, efficiency, compliance and instant global access.

Leading organizations are embracing *e-signatures* as a way to create competitive advantage and complete business transactions faster, both locally and globally, taking advantage of the fact that a majority of countries have granted e-signatures the same legal equivalence as wet signatures. Customers are comfortable conducting business using web and mobile devices, and they're demanding digital experiences so that they can conduct business anytime, anywhere.

Automate signing and approvals across your entire organization

With *Adobe Sign*, you can reduce signing and approval processes from days to minutes, improve staff productivity and mobility, and create great customer experiences. Customers choose Adobe Sign because of its remarkably simple user experience, robust capabilities and superior integrations that minimize deployment time. Adobe Sign is a solution in *Adobe Document Cloud*, an end-to-end digital document communications platform that extends beyond e-signature transactions to let team members securely create, manage, track and publish critical business documents from anywhere—across desktop, mobile and the web.

Adobe Sign can help you automate signing and approvals across a wide range of departments and business processes. Here are a few examples of how Adobe customers are using Adobe Sign.

Sales

- Contracts and agreements
- Proposals and quotes
- Application forms

Legal

- Non-disclosure agreements
- Contract management
- Policy management

IT & Operations

- Asset documentation and tracking
- Change authorization

Human Resources

- Benefits enrollment
- New hire onboarding forms
- Policy acknowledgements

Marketing

- Marketing contracts
- Communications approval
- Release forms

Facilities

- Lease and facilities agreements
- Request-for-service forms
- Facilities planning

Procurement

- Vendor contracts
- RFP and bid packages
- Onboarding forms

Product management

- Roadmap approval
- Requirements acceptance
- Change authorization

Customer service

- Service and work orders
- Field service acknowledgements

Create exceptional experiences for everyone

With Adobe Sign, team members can send digital documents out for signature with a single click, and recipients can *e-sign* agreements from anywhere using a web browser or mobile device. Documents are stored in your business system, a repository of your choice, or Adobe Sign—and backed by strict security, so that your workers can store, access, track and manage documents from anywhere in real time. Adobe Sign also include turnkey integrations and robust APIs, so you can embed e-signature processes into enterprise systems and apps.

“Since implementing Adobe Sign, 70% of media purchase contracts are returned within one day, and of those, one-third are returned in less than an hour.”

Cynthia Wittig
Project services manager,
Northstar Travel Group

With Adobe Sign, your workers can:

- **Prepare documents for signature**—Use predefined document templates or quickly prepare new documents for e-signing or approval. Add signature and form fields and use intuitive tools to make it look just right.
- **Request signatures from others**—Send to one or more recipients. Let people sign in parallel or serial order, or a combination of the two. Recipients get an email telling them it's time to sign. With a few quick clicks, they can review and e-sign—anytime, anywhere, on any device.
- **Track and manage**—Keep real-time track of document status. Get notified when people sign—or send reminders when they don't. Find documents in a flash. And maintain an audit trail automatically.
- **Request signatures from many people at once**—Send one document to many people. Each recipient gets a personalized version to sign.
- **Work from favorite apps and devices**—Work conveniently from web or mobile, or take advantage of integrations to work from enterprise apps or office productivity tools, including *Adobe Acrobat DC*, Microsoft Word and PowerPoint.

With Adobe Sign, your IT or operations teams can:

- **Add e-signing to your business systems**—Easily add e-signatures to your business workflows. Our turnkey integrations work seamlessly within leading apps including Salesforce, Workday, Microsoft Dynamics CRM, Ariba, SAP, Apttus and more.
- **Work with APIs**—Embed e-signature processes into your custom business applications and update data in back-end systems automatically with comprehensive APIs.
- **Customize signing workflows**—Use the intuitive Workflow Designer to create easy-to-follow workflow templates for senders so signature process steps can be followed consistently every time.
- **Build self-serve web apps**—Use Advanced Workflows to automate complete business processes—including steps that come before, during or after the signing process.
- **Embed signable forms into a web page**—Post signable documents or forms on your own website so that customers can sign agreements easily—and you can route for countersignatures, if needed.
- **Create a branded experience**—Easily specify your company's logo, tagline, and key messages to customize the signing experience for your customers.
- **Enhance security with two-factor authentication**—Add an extra level of verification to your workflows. Request a password, use phone authentication, require login with a social identity or use Knowledge-Based Authentication (KBA)*.
- **Work with advanced digital signatures**—Flexibly deploy workflows that meet advanced signing requirements in the EU and regulated industries with certificate-based *digital signatures*.
- **Build customized reports**—Gain complete visibility into your document-signing process and your team's productivity.

“Credit applications are signed and returned in an average of 17.3 minutes—a huge gain compared to paper applications.”

Jonathan Back
Chief financial officer and operations
director, Diners Club UK and Ireland

*KBA available in the United States only

“Adobe Sign works in line with our culture of innovation. We didn’t expect such a rapid rollout and adoption rate. The implementation was an immediate success, and it exposed the easy-to-use solution across the organization, leading to new ideas to further streamline other contracting processes.”

Connie Brenton
Director of Operations and Chief of Staff in the legal department, NetApp

Work with the digital document leader

From the global leader in secure digital document solutions for more than 20 years, Adobe Sign is trusted and used by Fortune 1000 companies, healthcare organizations and financial institutions to accelerate critical business processes. The highest rated e-signature app in the Salesforce community since 2006, Adobe Sign is used by businesses of all sizes—including Fortune 1000 companies, government, financial, and healthcare organizations—to accelerate critical business processes in Sales, HR, Legal, Operations, and more. Groupon, Jaguar Land Rover, Kia Motors, KLM Airlines, Ricoh and many other industry leaders use Adobe Sign to accelerate signature processes, improve tracking and centralize management of signed documents.

By removing the friction created by paper-based signatures and disconnected systems, Adobe is helping businesses create competitive advantage, grow revenue and improve customer acquisition and retention. Plus, Adobe’s global client success team is on hand to deliver onboarding help and best practices so that you stay ahead of the curve. Using Adobe Sign, your organization can now:

- **Accelerate critical signing processes by 500% or more**—Adobe helps you save time and money by reducing or eliminating manual or paper-based processes—plus all of the cost, errors and delays that go with them. With real-time tracking and management, you can increase process transparency, improve turnaround times and take a huge administrative workload off of your staff so that they can focus on more productive tasks.
- **Delight customers**—Adobe solutions let you delight customers with fast response times and speedy contract signing processes. Customers can sign from anywhere without printing or faxing documents, installing software, creating new log-ins or scanning anything. The entire process can take just minutes from start to finish, so everyone can finish quickly and get on with their day.
- **Meet demand for mobile solutions**—With Adobe solutions, workers can connect and stay productive wherever they go. Using a smartphone or tablet, they can access stored documents, collect signatures in person, send documents for signature electronically and manage the signing process quickly and easily.
- **Protect sensitive information and transactions**—Backed by hundreds of security features, processes and controls, Adobe Sign is certified compliant with rigorous security standards, including SOC 2 Type 2, ISO 27001, and PCI DSS v3.0 used in the Payment Card Industry. Adobe Sign can also be configured to support compliance with industry-specific regulatory requirements, such as HIPAA, FERPA, GLBA, and the Food and Drug Administration (FDA) 21 CFR Part 11 regulation in the United States.

To learn more about how Adobe Sign can benefit your organization, contact your Adobe sales representative today.

For more information

<https://adobe.com/go/adobesign>



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