



Why Adobe Sign?



Adobe is the trusted, leading platform for enterprise e-signing and business automation. Adobe Document Cloud, including Adobe Sign, delivers the easiest signing experience, top-rated integrations and complete digital document lifecycle workflows. Adobe Document Cloud is the only end-to-end digital document automation solution that transforms document processes and **builds great customer experiences.**

Top 5 Reasons to Choose Adobe Sign

1. Simplest signing and superior workflow

- 30% faster than the competition—less clicks and a better signing experience
- Adobe Sign has phenomenal app store ratings and design awards. Easily send, sign, track and manage from any device
- Unsurpassed enterprise branding, for customizing with your organization's look and feel
- Automate end-to-end processes that go beyond signing and approvals with advanced document routing and workflows
- Visual, easy-to-implement workflow design solutions—from template customization to building stand-alone web apps
- Automate and simplify any kind of form using innovative tools such as auto-form field detection and adaptable forms

2. Unparalleled integrations

- #1 e-signing for Salesforce and the first to innovate with Workday integration
- Most prebuilt integrations for enterprise applications, with no programming required—including Salesforce, SAP, Microsoft Sharepoint and Dynamics CRM, Workday, Saba, Apttus, Box, Dropbox, Google Drive and more
- Superior integration capabilities including open, flexible REST APIs, with usage at no extra charge
- More than just e-signing capabilities, Adobe Sign, as part of Adobe Document Cloud, is the world's leading and only end-to-end digital workflow solution to transform digital document processes
- Integrated into Adobe Acrobat, Adobe Reader, Adobe Creative Cloud, and Adobe Experience Cloud

3. Trusted and experienced

- One of the most trusted SaaS providers with 6+ billion signature transactions and 71 trillion Adobe Experience Cloud transactions annually
- Adobe invented PDF and has a history of creating and supporting globally adopted open standards—PDF, digital signatures in PDF, and cloud-based digital signatures
- Profitable, stable \$62 billion company with R&D budget of \$976M and over 1000 patents in digital documents
- Superior uptime—our goal is 99.99% uptime. Hosted in high availability, top-tier data centers around the globe
- Recognized as one of world's most ethical and green companies

4. Globally legal and secure

- Adobe has extensive cloud management experience, a worldwide presence and a significant customer and partner ecosystem
- At Adobe, security is our top priority. Adobe Document Cloud is compliant with ISO 27001:2013, PCI DSS and SOC 2 Type 2 and meets many additional industry-specific compliance requirements such as HIPAA, FERPA, GLBA, and FDA 21 CFR Part 11
- Adobe Document Cloud delivers the highest levels of compliance and choice. Customers can choose from over 200 digital ID providers globally, and work with open, cloud-based digital signatures on web and mobile
- Custom storage and retention to satisfy your policies and compliance regulations

5. Best-in-class enterprise service and support

- Global enterprise service and support, at no extra charge. Up front, transparent pricing for support, onboarding or integrations
- Most extensive training material—videos, projects and articles
- Enterprise onboarding and customer success resources that are included with license
- Worldwide infrastructure, offices in 30+ countries and 34 fully localized versions for senders and signers
- Global security team, reporting to Adobe's Chief Security Officer, dedicated to building, deploying and monitoring secure applications and services

Document automation and signing for every department

Sales

- Contracts and agreements
- Proposals and quotes
- Application forms

Human Resources

- Benefits enrollment
- New hire onboarding forms
- Policy acknowledgements

Procurement

- Vendor contracts
- RFP and bid packages
- Onboarding forms

Legal

- Non-disclosure agreements (NDA)
- Contract management

Strategic IT

- Asset documentation and tracking

Customer Results

300%

A medical waste services company is using automated workflow to reduce administrative tasks and has reduced the time to create a sales contract by 300%

80%

A state government committed to paperless workflows, reduced their time to process new hires by 80%

20X

Fortune 500 pharmaceutical company achieved ROI in < 10 months and sped product returns from 2 months to 3 days

>250%

Leading financial services company accelerated turnaround time for applications from several days to 17.3 minutes

80%

A global nonprofit reduced the time to sign off on recruiting evaluations by 80%—from 5 days to 1

\$100K

Premier multi-modal transport service provider reduced overall agreement processing from 3 weeks to 16 hours, saving \$100,000+ in first year



Adobe provides unparalleled integrations with:

- Salesforce
- Microsoft
- Workday
- SAP
- Oracle
- Conga
- SAP
- Apttus
- Custom apps

Our integrations provide seamless signing experiences that are native to the enterprise application. Built for ease of implementation, these integrations are out-of-the-box and require no additional programming, which gets you up and running quickly.

