



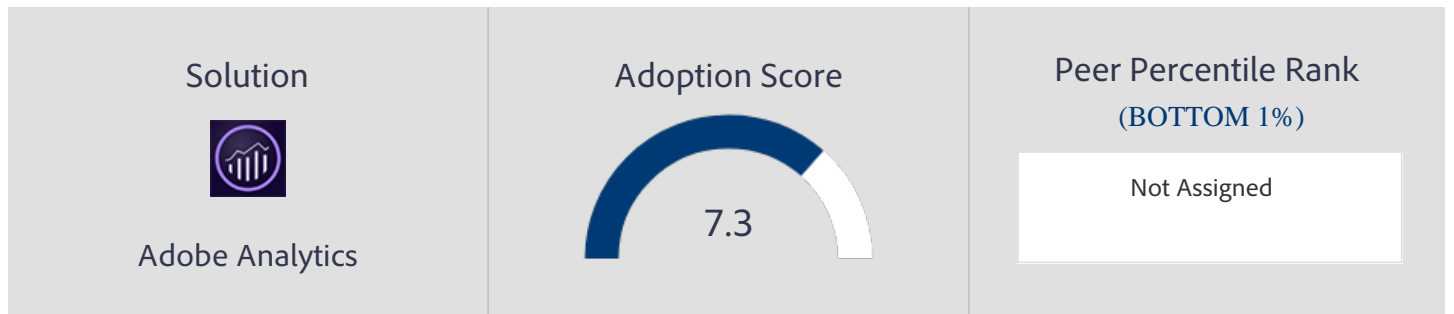
## What do the scores represent?

Adobe created product Adoption Scores to identify your level of maturity with Adobe solutions. The scores will help pinpoint areas of opportunity to improve adoption of Adobe solutions across your organization. Your CSM and Account Team will work with you to create a customized plan to help improve your score.

## How were the scores created?



Product adoption scores were built by understanding the maturity of our customers across each solution and defining what basic, intermediate and advanced adoption looks like for our customers across each Adobe solution.

## Score



\* Score as of Jan 18

## Observations

 <p>Opportunities</p> <ul style="list-style-type: none"><li></li></ul>	 <p>Strengths</p>
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## What should I do next?

Talk to your CSM about what's driving your adoption score. They can provide additional insight into areas that are working well and focus areas to improve your score. Also, talk to your CSM about benchmarks and what your performance looks like against your peers.

