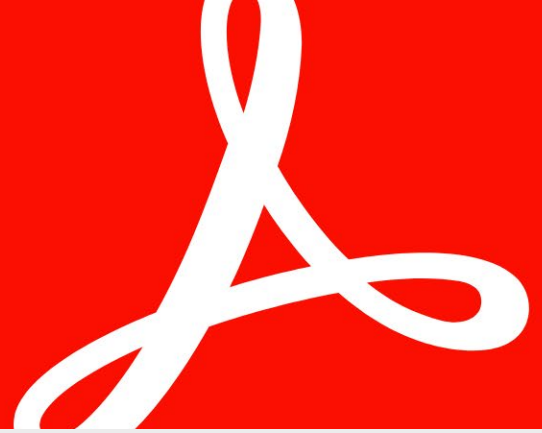




Drive digital engagement while maintaining compliance.

Use Adobe Acrobat Sign Solutions for enterprise to deliver cost-effective, seamless experiences for clinical teams, commercial operations, and regulatory adherence.



IDC Adobe named a Leader in Worldwide eSignature Software

Life sciences companies have set internal and external digital engagement—all of which must occur in a secure and compliant environment—as a strategic priority. While developing new compounds, drug applications, and medical devices that require years of R&D investment, life sciences companies must also negotiate value-based contracts to ensure the long-term sustainability and profitability of product lines. To help achieve these strategic priorities, life sciences companies are realizing great benefits by using **electronic signatures** (e-signatures) to replace time-consuming, paper-based signing. Adobe Acrobat Sign Solutions delivers all-digital experiences that are fast, efficient, and mobile friendly, and can support FDA 21 CFR Part 11 and other regulatory requirements across the globe.

Automate signing and approvals.

Acrobat Sign Solutions helps digitize entire signing processes, including document creation, collaboration, and execution, as well as archiving and management—speeding up **signature workflows** and reducing costs. With Acrobat Sign Solutions, you can reduce signing and approval processes from days to minutes, improve efficiency—and let internal and external parties sign documents on any device that supports 21 CFR Part 11 and other regulatory requirements, such as Annex 11. **Life sciences companies** choose Acrobat Sign Solutions to help transform signing processes because of its intuitive user experience, robust capabilities, cloud signatures, and support for privacy and security compliance, as well as its flexible APIs and out-of-the-box integrations.



Use cases

Example: Acrobat Sign Solutions use cases in life sciences:

- Clinical trials setup and documentation review
- Patient consent and documentation
- Audit and compliance paperwork
- R&D documentation
- Sales contracts
- Human resources documentation, i.e., employee contracts

Acrobat Sign Solutions includes:

- Legal e-signatures that support life sciences companies' security and regulatory requirements
- Support for certificate-based digital signatures
- Administration and workflow control
- Integrations and APIs

Create exceptional experiences for everyone.

With Acrobat Sign Solutions you can send digital documents for e-signature with a single click, and recipients can sign documents from anywhere using a web browser or mobile device. Documents are protected with strict security measures and can be accessed, tracked, and managed from anywhere in real time.

- **Prepare documents for signature**—Quickly turn paper into Microsoft 365 documents, or static PDF forms into fillable, signable forms with the help of artificial intelligence, powered by Adobe Sensei.
- **Request signatures from others**—Send to one or more recipients, in any order. With a few quick clicks, recipients can review and e-sign—anytime, anywhere, on any device. Documents can be sent for e-signatures directly from the systems where content is initially created, such as Veeva Vault, for quality documentation.

- **Track and manage**—Track document status in real time. Get notified when people sign. Set reminders and maintain an audit trail automatically.
- **Send a single document to many people**—Each recipient gets a personalized version to sign.
- **Work from your favorite applications and devices**—Work conveniently from the web or mobile apps, or work within other applications—including Microsoft 365.

Acrobat Sign Solutions speeds up e-signature processes.

With Acrobat Sign you can:

- **Embed signable forms into a web page**—Post signable documents or forms on internal or public-facing websites so that patients, healthcare providers, and employees can sign agreements easily—and you can route them for countersignatures and request signatures from others, as needed.
- **Support life sciences companies' security and privacy infrastructure** for complying with regulations such as 21 CFR Part 11 and other regulatory requirements.
- **Extend existing business systems with e-signatures**—Easily add e-signatures (electronic and digital) using our out-of-the-box integrations for leading applications.
- **Simplify and speed signature workflows**—Use intuitive visual design tools to create easy-to-follow custom workflows with templates or deploy standalone, self-serve web applications for signature-based business processes.
- **Include signatures from vendors, employees, patients, and healthcare providers**—Use e-signatures with new or existing signer identity verification solutions and incorporate highly secure cloud signatures with government-issued IDs.
- **Get APIs and out-of-the box integrations**—Use our flexible APIs to incorporate e-signatures into enterprise systems and applications.

Adobe Acrobat Sign x Microsoft

With Adobe Acrobat Sign and Microsoft, enjoy powerful capabilities that are easy to use:

- Enable digital applications with Microsoft Power Automate and SharePoint.
- Realize the benefits of Microsoft's preferred e-signature solution.

Adobe Acrobat Sign x Veeva Vault With Acrobat Sign Solutions and Veeva Vault, easily support life sciences document processes:

- Meet rigorous security and compliance requirements for non-Vault users with prebuilt electronic and digital signatures integration.
- Enable non-Vault users to electronically view and sign Vault content with cloud-based e-signatures that are legally binding and compliant with regulations such as 21 CFR Part 11.

Biotech company Illumina chose Acrobat Sign Solutions because of its full integration with Workday. Illumina sees Acrobat Sign Solutions as their long-term e-signature platform because of its mobile-friendly features, ease of use, and compliance capabilities.

Proof points :

- **\$120K saved annually** on mailing and labor costs—ROI for Acrobat Sign Solutions
- **600 documents** automatically distributed each month, saving hours of organization and tracking
- **Improved compliance** with visibility, auditability, and document integrity

"It's amazing how well Acrobat Sign Solutions works with Workday on mobile devices. Because it's such a fast and easy experience, documents are returned in hours instead of weeks. And we're saving more than \$120,000 annually on mailing costs and labor alone. With that, our ROI for Acrobat Sign Solutions is less than a week."

HILARY DORR
Staff HRIS Analyst
Illumina

Enhance the experience and efficiency for everyone. Work with the digital document leader.

As the global leader in secure digital document solutions for more than 20 years, Adobe solutions are trusted by life sciences companies globally and used by most Fortune 100 companies. By removing the friction and delays created by paper-based signatures, Acrobat Sign Solutions helps companies of all sizes streamline services—providing internal employees, external parties, and patients with efficiency gains and better signing experiences while reducing the costs and resources involved with signature processes

Use Acrobat Sign Solutions to:

- **Accelerate critical signing processes**—Acrobat Sign Solutions helps save time and money by reducing or eliminating manual or paper-based processes—plus the cost, errors, and delays that go with them. Helps increase process transparency, improve turnaround times, and free your internal employees, external partnerships, and patients to focus on more important tasks.
- **Increase patient, healthcare provider, and employee engagement**—Acrobat Sign Solutions transforms the signature process across all key stakeholders, ensuring fast response times. Entire signing experiences can be completed in minutes from the receipt of an email to receipt of an e-signature.
- **Invest in a platform that integrates with your current IT infrastructure**—Acrobat Sign Solutions integrates with technology platforms where employees spend their days; robust APIs also improve workflows.
- **Make it mobile**—Internal employees, external parties, and patients want to stay productive wherever they go. Life sciences companies are also collaborating with external research partners, which means mobility is key. 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 strong security features, processes, and controls, Acrobat Sign Solutions supports compliance with life sciences companies' privacy and security infrastructure.

Adobe named a Leader in the IDC MarketScape: Worldwide eSignature Software*



"Consider Adobe if you are looking for a robust, global, enterprise-class signing solution that can be integrated with a broad range of applications and support a large number of use cases."

One of biopharma company AbbVie's most pressing challenges was achieving regulatory compliance, particularly related to 21 CFR Part 11. Compliance with this regulation helps ensure that AbbVie follows strict protocols for patient safety. Enter Acrobat Sign Solutions, AbbVie's e-signature platform, which supports the company's requirement for documents with e-signatures that must be accurate, legible, and permanent.

abbvie

"When the COVID-19 pandemic hit and much of the workforce began working remotely, the e-signature option gained rapid adoption. The project team started onboarding a mind-boggling 2,000 new users every week...In just over a year, we expanded our user base from 8,000 employees to 35,000. The volume of e-signature transactions has grown 330%."

LORI CRANE
Senior Manager of Research &
Development Quality Assurance
Quality Systems Group
AbbVie

* IDC MarketScape: Worldwide eSignature Software 2021 Vendor Assessment, Doc # US46742320, September 2021.

E-signatures dramatically reduce costs and turnaround time while providing enhanced experiences for everyone.[†]



30% faster

Average time to complete transaction



US\$21.5 million

Financial benefits in present value over three years



519% ROI

Total benefit over three years and less than three months to break even

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

For more information

<https://www.adobe.com/documentcloud/industries/life-sciences.html>

[†] "The Total Economic Impact of Adobe Acrobat Sign," a commissioned study conducted by Forrester Consulting on behalf of Adobe, January 2022.

