Take your business digital.

Get the most out of your Microsoft investment with Adobe Sign.

Adobe ✕ Microsoft

IT: The driving force behind digitalization initiatives.

Adobe and Microsoft have come together to help IT teams drive strategic and technological change even faster. Our innovations will help IT deliver business efficiencies and all-digital signing experiences to customers and employees.

Save time and money, and elevate experiences by adding e-signatures to the Microsoft applications your teams are using every day. The integrations are already built, so all you need to do is download and go.

This eBook explores how:

- Adobe Sign integration with Microsoft Dynamics 365 helps your sales teams close business faster.

- Hitachi cut contract turnaround time by 80%.

- Adobe Sign integration with Microsoft 365 and SharePoint automates digital document workflows.

- Iowa State University Foundation cut contract signing time by 13 days.

- Adobe Sign integrates with Microsoft Teams, Power Apps, Azure Active Directory (Azure AD), and more to maximize the overall performance of your business.

Accelerate sales with e-signatures and automated workflows.

Adobe Sign integrated with Dynamics 365 makes it easy.

While most departments have minimized paper-based processes, sales teams still rely heavily on paper. Even if contracts, quotes, and proposals are tracked in a CRM system, many are still printed, delivered to clients, and physically signed with a pen. Not only does this waste time and money, but it also reduces visibility into signature status and increases legal and compliance risks.

Adobe Sign eliminates inefficient, manual tasks by seamlessly connecting with existing IT systems, including Microsoft Dynamics 365. With Adobe Sign, your salespeople can send, track, and sign documents without leaving the Dynamics 365 application. That helps keep everyone productive, and it reduces the IT involvement needed to set up, manage, and maintain a smoothly running system. Adobe Sign is embedded in multistep Dynamics 365 workflows and accelerates time to revenue by completely automating the process.

Because so much of the process—from managing contacts to signing the contract—can happen in Dynamics 365, no additional management is needed, and no new accounts need to be set up. The same Dynamics 365 sign-in credentials enable users to access Adobe Sign and send out documents for signature, including documents from Microsoft SharePoint. Once documents are signed, the Dynamics 365 records are automatically updated as PDFs and sent to all parties. In a matter of minutes, you can complete an entire closing, approval, or other process.

E-signatures empower sales.

These innovations can have a huge effect on the business direction and culture of the whole organization. When users, stakeholders, and decision-makers see the benefits of IT innovation, they will be more likely to support future innovative strategies.

Adobe Sign and Microsoft Dynamics 365 work together to:

Accelerate approvals.

- Shorten the sales cycle by automatically sending contracts from Dynamics and allowing recipients to e-sign documents remotely.

- Send contracts to multiple recipients in any order, including sequentially, in parallel, or a hybrid of the two.

- Have customers easily sign documents from any device— including from the Dynamics 365 mobile app—to eliminate overnighting, scanning, faxing, and printing.

Increase visibility.

- Monitor the progress of all Adobe Sign documents directly in Dynamics 365, so everyone knows which proposals, quotes, and contracts are out for signature and where they are in the approval cycle.

- Empower representatives to know exactly when their documents have been opened, viewed, or signed.

- Gain real-time visibility into contract status across your organization for better forecasting and more productive planning.

Reduce legal and compliance risk.

- Verify the recipient's name, company name, and job profile using LinkedIn Sales Navigator (seamlessly integrated with Adobe Sign) before sending the contract for e-signature.

- Maintain a complete audit trail for every transaction.

- Make documents tamper-evident, thanks to a digital seal that ensures contract integrity.

Hitachi Solutions

How Adobe Sign integrated with Microsoft Dynamics 365 cuts contract turnaround time by 80%.

Situation: Hitachi takes its own advice to heart.

Hitachi Solutions is one of the world's largest consulting firms specializing in Microsoft and Adobe solutions, particularly Microsoft Dynamics 365 and Adobe Sign. The company saw how Microsoft Dynamics and Adobe Sign benefited its own customers with increased efficiencies and ease of use through integrated technologies. Hitachi Solutions realized that it could take advantage of the Adobe Sign and Microsoft Dynamics integration to improve its own processes with fully digital contract and agreement workflows.
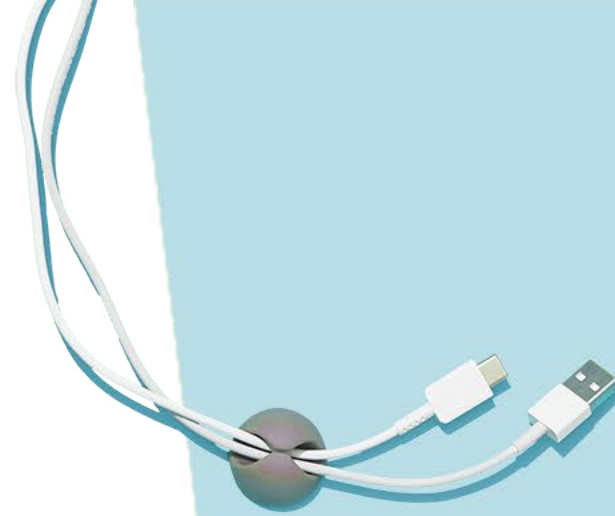
Solution: Accelerate time to value.

Hitachi Solutions deployed its own internal implementation of the Adobe Sign integration with Microsoft Dynamics 365 in just a week. According to Kyle Hill, a former solution architect at Hitachi Solutions Europe, Ltd., "The whole process of deploying Adobe Sign was extremely easy. We had great dedicated support from Adobe and responsive presale resources that helped us achieve our goals."

"Our customers are getting a much more efficient, auditable, and professional experience than they did before, thanks to the integration between Microsoft Dynamics 365 and Adobe Sign."

Simon Drake
Senior vice president and UK general manager,
Hitachi Solutions Europe Ltd.

Hitachi Solutions

Result: Billable hours increased while contract turnaround time dropped by 80%.

Hitachi Solutions put the Adobe Sign and Microsoft Dynamics 365 solution to work and saw rapid returns.

- Cut contract turnaround time by 80% and start projects sooner

- Reduce paperwork by 50% using Dynamics 365 and automated workflows

- Increase billable hours by accelerating contract finalization

- Contract tracking and management streamlined their audit and compliance process. Automated workflows reduced paperwork by 50%.

After deploying the Adobe Sign integration with Dynamics 365:

80% reduction in contract turnaround time

50% reduction in paperwork

Increased billable hours

Reduced legal and compliance risk

Empower employees throughout the organization.

Adobe Sign integrated with Microsoft 365 apps helps everyone work faster, smarter, and safer.

Beyond the sales organization, there are still plenty of inefficient paper processes at play in human resources, procurement, legal, and more. Adobe Sign can help in those areas too. By integrating Adobe Sign with the Microsoft 365 apps your team is already using, you can eliminate paper-based signature processes and deliver all-digital signing experiences.

Adobe Sign tools are built right into Microsoft 365, so everyone in your organization can transact business and collaborate faster without leaving their Microsoft apps. It's a barrier-free process to go from drafting, say, a nondisclosure agreement (NDA), to routing and editing it internally, to getting client sign-off. This full integration allows your team to easily execute and track deals, projects, and communications. All-digital workflows make it all seamless and simple. Even folder organization and naming is automated, so important information can be viewed on any document from any location.

In addition to enjoying smoother workflows, users can move faster to keep track of data with Microsoft SharePoint and Adobe Sign. Because SharePoint is part of Microsoft 365, you can simplify your processes by easily merging data from a SharePoint list right into a file template. Using SharePoint workflow logic, sales teams can configure who approves and when, based on document type or value. They can see any document's status right in the SharePoint folder or list, and store signed documents wherever they choose.

For organizations using Microsoft Teams, Adobe Sign lets collaborators send documents for signature via a simple tab. A bot allows team members to manage, track, and get notifications for the status of important documents like a contract or agreement. The Adobe Sign integration with Teams is also certified as part of the Microsoft 365 certification program, which ensures that enterprise data privacy and security are protected from the introduction of third-party applications into Microsoft 365.

Adobe Sign advantages by the numbers.

A recent Forrester study* documented the cost and time savings of using Adobe Sign with Microsoft applications.

1.5 hrs and US$6

saved on every signing transaction
by going digital and reducing costs for shipping,
paper, ink, printers, and scanners

28x

faster turnaround for getting documents and contracts signed

US$1.2M

in savings of hardware and paper over three years

* "The Total Economic Impact of Adobe Sign," a commissioned study
conducted by Forrester Consulting on behalf of Adobe, September 2019.

"With Adobe Sign, we're saving more than 13 days on the average turnaround time. Rather than spending their time tracking and following up on agreements, teams can focus their time on working with more donors and completing more agreements."

Dave Thalacker

Former senior director of IT operations and network security,
Security, Iowa State University Foundation

Iowa State University Foundation

How the Adobe Sign integration with Microsoft 365 cut turnaround time by 13 days.

Situation: More than a fundraising organization.

The Iowa State University Foundation raises funds that support students, faculty, buildings, and programs at Iowa State University (ISU). "We also work with donors and the university to make sure that donors' generous gifts are used in a way that is meaningful to them," said Dave Thalacker, PhD, former senior director of IT Operations and Network Security.

The key to developing and ensuring meaningful gifts is clear communication with donors, ISU, and other stakeholders. As a result, each donation involves a lot of unique paperwork. Before Adobe Sign, compliance documents and approvals were printed on paper and individually mailed to each stakeholder. The average turnaround time for approvals was 81 days.

Solution: Speed up the flow with Adobe and Microsoft.

The foundation decided to implement an e-signature solution to modernize and streamline this workflow. Adobe Sign quickly fit into existing workflows, improved turnaround times and compliance, and reduced waste.

With Adobe Sign and Microsoft 365, the donor compliance team now sends electronic copies of agreements directly to a stakeholder's email inbox. Signers can view and sign agreements in minutes, without downloading more apps or setting up a special account. Agreements can be sent to multiple signers simultaneously, reducing turnaround times if one signer is delayed. That's just the beginning.

Switching to Adobe Sign and using Microsoft 365, the ISU Foundation has:

- Cut approval times by 13 days, getting funds to recipients faster

- Reduced errors and manual administrative tasks by leveraging Microsoft integration

- Lowered costs and paper waste by reducing the need for printing

- Deployed painlessly without a lot of retraining, thanks to flexible workflows running through the familiar Microsoft suite

State of Hawaii

How the state saved money, improved citizen services, and got rid of paper.

With the people of Hawaii spread across multiple islands, the state government has adopted digital processes to reach all 1.4 million citizens quickly and efficiently.

Providing faster service.

Using Adobe Sign for its electronic signature needs, the state can now deliver exceptional and intelligent services faster than ever before. The approval process for documents related to new citizen services now takes a matter of hours rather than two weeks or more. People can sign documents on their laptops, tablets, or even mobile phones in seconds.

Enhancing efficiency, transparency, and accountability.

Hawaii has saved its taxpayers millions, made the signature process more efficient, and improved both the security and traceability of sensitive documents. This is thanks in part to the seamless integration between Adobe Sign, Microsoft Outlook, and Microsoft SharePoint.

The Hawaii Department of Health uses Adobe Sign to manage signed immunization forms for 180,000 students in K–12 schools. Parents and guardians can sign the forms electronically, making it faster and easier to comply with this annual process.

Likewise, the Adobe Sign integration has dramatically improved the workflow associated with travel reimbursements. What once involved paper documents and three levels of approval signatures is now a streamlined, integrated workflow.

State of Hawaii

Keeping Hawaii beautiful.

Since launching its eSign Service initiative that uses Adobe Sign instead of paper-based filings, citizen services and state workforce management have reduced paper use by roughly 24,000 pages per day.

Results:

- **80% less time** to process new hires

- **64,000+ electronic signature transactions** in the first year

- **Signed approvals returned in hours**, not weeks

- **Employees empowered to sign anywhere** on mobile devices

"Using Adobe Sign as part of Hawaii's eSign Service, we eliminate much of the time previously spent preparing and routing documents. Being able to integrate Adobe Sign within existing SharePoint environments and department workflows gives state employees more options for an integrated solution to send and track documents."

Todd Nacapuy

Former chief information officer, State of Hawaii

Adobe and Microsoft across your organization.

Deep integrations bring e-signatures to even more of the Microsoft apps your teams use every day.

Microsoft SharePoint

Customers can create and embed digital forms, such as time-off requests, that can be filled, signed, and reused indefinitely. This update is perfect for collecting information from large numbers of people inside and outside the company, including brand-new users. This information can be automatically saved to SharePoint folders, and the data from form fields can be mapped back to a SharePoint list.

Microsoft Power Apps and Power Automate in the Government Community Cloud (GCC)

When a new file is uploaded in SharePoint, federal, civilian, state, local, tribal, and territorial government employees can include signing workflows, route final documents, and create an audit trail to OneDrive or SharePoint.

Microsoft Azure

Adobe Sign is available on Microsoft Azure in the United States and Europe, helping businesses meet EU data protection and privacy laws by storing all data, content, and information in the EU.

Microsoft Azure AD

With the Adobe Admin console, Microsoft Azure AD enterprise customers can now enable single sign-on to securely deliver Adobe Sign to their employees in less than 30 minutes. This central location for managing Adobe solutions across the organization allows secure seamless access by employees.

Adobe × Microsoft: Partnering to accelerate your digital transformation.

Adobe and Microsoft are committed to helping organizations with their digital transformation. Our combined solutions drive business efficiencies and deliver end-to-end digital experiences for millions of users around the world.

Find out more about how we can help your organization take the next step in its digital transformation journey.

Contact us