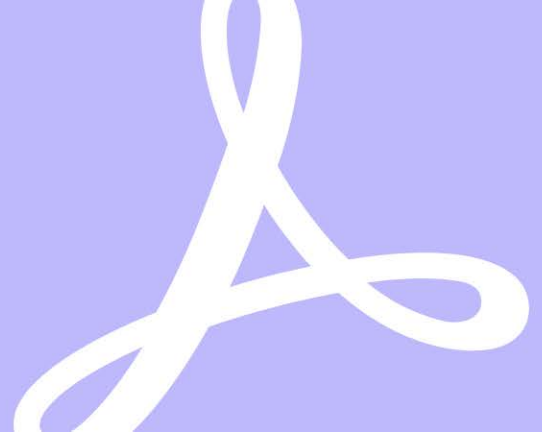


# Adobe Sign for life sciences.

The leader in secure digital documents delivers speed, efficiency, compliance, security, and instant global access.



Today, life sciences companies are in a state of disruption, facing more competition, regulation, and pressure to control prices than ever before. As the industry turns the corner and looks for growth opportunities, those companies face many challenges, including how to improve patient experiences, boost efficiency, reduce costs, and increase business speed through automation. Simultaneously, they must meet internal and external standards for security, compliance, and privacy.

## Transform document workflows.

Paper-based processes—like patient informed consent, agency filings, supplier contracts, and order processing—introduce significant delays, errors, and costs into daily operations. Organizations are looking for ways to modernize their outdated document processes and improve business results. Digital document solutions bridge the gap between existing paper and digital document processes, streamlining patient interactions. Adobe Sign is uniquely designed to help simplify document workflows in a single solution, both inside and outside the organization, while maintaining compliance, reducing costs, and speeding up business.







In addition to faster business speed, patients are also demanding access to real-time status data anywhere, on any

device. Life sciences companies today need to provide secure, differentiated experiences without compromising compliance. To meet these challenges, it is critical that they convert their paper-based processes into compelling digital experiences.

## The cornerstone of improved business returns.

Today, e-signature solutions have evolved to encompass much more than just collecting signatures electronically—leading solutions automate the entire process, from document creation and assembly, to collaboration and execution, to archiving. 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.

**Adobe Sign can help life sciences companies automate signing and approvals across a wide range of business processes, such as:**

					
<p><b>Clinical trials</b></p> <ul style="list-style-type: none"> <li>• R&amp;D documentation</li> <li>• Quality inspections</li> <li>• Clinical trial enrollment</li> <li>• Patient consent forms</li> <li>• Clinical trial protocol</li> <li>• Investigational new drug (IND) applications</li> <li>• New drug applications (NDAs)</li> </ul>	<p><b>Manufacturing</b></p> <ul style="list-style-type: none"> <li>• Electronic batch records</li> <li>• Lot traceability</li> <li>• Recall notifications</li> <li>• Incident reporting</li> <li>• Adverse event reporting</li> <li>• Safety inspections</li> </ul>	<p><b>Sales contracts</b></p> <ul style="list-style-type: none"> <li>• Order processing</li> <li>• Partnership programs</li> <li>• Chain of custody</li> <li>• Sample management</li> <li>• Patient assistance programs</li> <li>• Field service reports</li> </ul>	<p><b>Legal and compliance</b></p> <ul style="list-style-type: none"> <li>• Standard operating procedures (SOPs)</li> <li>• Nondisclosure agreements (NDAs)</li> <li>• Patent submissions</li> <li>• Audits</li> <li>• Outside counsel agreements</li> <li>• Internal compliance</li> <li>• Trademark registrations</li> </ul>	<p><b>Procurement</b></p> <ul style="list-style-type: none"> <li>• RFPs and bid packages</li> <li>• Purchase orders</li> <li>• Master service agreements</li> <li>• Vendor onboarding</li> <li>• Renewal agreements</li> <li>• Invoices</li> <li>• Supplier contracts</li> </ul>	<p><b>Human resources</b></p> <ul style="list-style-type: none"> <li>• Candidate recruitment</li> <li>• New hire onboarding</li> <li>• Contractor agreements</li> <li>• Policy acknowledgments</li> <li>• Training compliance</li> <li>• Benefits enrollment</li> <li>• Compensation agreements</li> </ul>

Adobe Sign, an Adobe Document Cloud solution, is a foundational technology for all types of life sciences companies. It provides everything needed to create all-digital document workflows—quickly and securely in the systems businesses are already using. With Adobe Sign, you can reduce signing and approval processes from days to minutes, improve staff collaboration and mobility, and create great patient experiences. Adobe Sign offers comprehensive digital capabilities for meeting the demands of today's ever-changing marketplace.

- **Minimize risk**—Ensure the right steps are followed every time by automating and standardizing compliant PDF documents. Route sensitive documents directly to signers and add security features such as passwords or digital signatures.
- **Deliver the simplest signing experiences**—Save time and costs while creating seamless experiences critical to patient retention with real-time access to data. Make it easy to sign up, view, or transact anytime, anywhere, on any device, even mobile.
- **Cut costs and streamline processes**—Lower the cost and reduce the risk associated with maintaining, training, and managing multiple e-signature solutions. Use a single, scalable solution to create end-to-end signing processes.

## Compliant, simple, and secure.

Adobe Sign transforms paper-based processes into end-to-end digital capabilities—from creation, to collaboration and execution, to archiving—delivering secure, reliable digital documents and workflows. It delivers compliant e-signatures across desktop, web, and mobile. With it, organizations can automate and standardize document-based processes in a trusted and secure ecosystem.

- **Legal and compliant e-signatures**—Adobe Sign is SAFE-BioPharma certified and meets strict regulatory standards including U.S. Federal Regulation Title 21, Chapter 1, Part 11—commonly referred to as 21 CFR Part 11, the strict, globally accepted standard for electronic records and signatures. It complies with the Electronic Signatures in Global and National Commerce (ESIGN) Act in the United States and the eIDAS e-signature regulation in the European Union.
- **Enterprise-strength security**—Paper documents are vulnerable to loss or theft. Document Cloud protects sensitive patient and product information, contracts, and agreement documents, increasing transaction security. Adobe Sign is certified compliant with the industry's most rigorous security standards including ISO 27001, SOC 2

Type 2, Payment Card Industry Data Security Standard (PCI DSS), and SAFE-BioPharma. For more information, visit the [Adobe Trust Center](#).

- **Robust audit trail**—Automated routing and tracking of critical documents provides a clear audit trail that details when documents were delivered, signed, and opened—to help you meet compliance regulations.
- **Automatic archiving**—Improperly stored or lost documents expose organizations to business and legal risk. With Adobe Sign, every step of the process is recorded, and securely signed documents are sent to all parties. Additionally, documents may be stored, along with the audit trail, online or in the repository of your choice.
- **Authenticated and tamper-evident**—Adobe Sign helps ensure the authenticity and integrity of digital documents and helps prevent the inadvertent exposure of sensitive information. Each key step in the signature process is logged, and documents are digitally sealed to confirm their integrity.

## Anytime, anywhere, any device.

Adobe Sign simplifies the signing experience with secure and compliant mobile capabilities and an intuitive user experience on any device. It enhances operational efficiency, reduces the cost of paper-based processes, and improves the visibility of critical documents across the organization. Expedite transactions by staying connected and productive wherever you go.

- **Improve mobile productivity**—Simplify the signing and contracting experience with mobile capabilities and an intuitive user experience on any device. Patients can sign consent forms, enroll in clinical trials, or apply for assistance programs anywhere—all in real time. Employees can start a transaction on a mobile device, continue on a desktop, and complete it on a tablet—picking up seamlessly wherever they left off. Whether they're creating, editing, or signing PDFs; collecting signatures in person; or managing the signing process, they can stay connected and productive wherever they go.
- **Increase operating efficiency**—Tracking and managing paper-based document processes across complex operations requires significant administrative overhead. Adobe Sign helps life sciences companies transform manual and paper-based processes into comprehensive digital capabilities. Digital documents decrease transaction times and the risk associated with human error, improve transparency and security, and increase the speed of business.

- **Improve the patient experience**—Avoid the frustrations and delays associated with paper processes. Digital documents enable content to be reliably consumed on any platform, making it easy for patients to sign from anywhere, on any device, even mobile. Adobe Sign will delight your customers with its ease of use and fast response times.
- **Grow revenue**—The ability to distribute digital documents from anywhere, on any device, reduces the delays inherent in any document-intensive process. Organizations no longer need to wait for the right person to be in the office, the fax to be returned, or the paperwork to be processed to move business forward.
- **Track and manage progress**—Always know the current status of a document—when it is opened, viewed, and signed—which is key in time-sensitive transactions.

## One solution for all e-signature requirements.

Adobe Sign is the world's best single solution for all types of standards-based [electronic signatures](#) on any device, while complying with the most stringent electronic signature laws and compliance requirements like 21 CFR Part 11.

- **Maximum flexibility**—Whether you need the multifactor authentication that our e-signature process provides or the more rigorous certificate-based authentication that comes with our [digital signature process](#), Adobe's real-world solutions are easy to use and easy to deploy. Digital signature processes in Adobe Sign work with industry-leading digital ID and timestamp providers, such as Trans Sped. Adobe Sign is uniquely designed to support the broadest range of electronic and digital signature requirements, so you can choose the best approach for each of your business processes.
- **Future-proofing your business**—Adobe and leaders in the [Cloud Signature Consortium](#) (CSC) are transforming the industry with a new open standard for "remote" or cloud-based digital signatures that work on mobile devices and the web, while complying with the most stringent electronic signature laws and regulations. Open standards eliminate compatibility issues and deployment limitations—and ensure that businesses everywhere can create consistent, interoperable experiences across all their software applications and devices.

- **Integration with your business systems**—Extend investments already made by adding Adobe Sign to existing applications or business processes using our robust APIs. Prebuilt integrations for Salesforce, Workday, and Microsoft SharePoint seamlessly incorporate e-signatures into your most valued business applications. Or you can use our APIs to create custom applications for patients, pharmacies, and distributors. Once built, Adobe Sign integrations allow the signing experience to begin from the external application.

## Adobe—a global leader in secure digital documents.

With Adobe Sign, you can transform how your organization engages with your patients, employees, and vendors by eliminating manual, paper-based document processes. Adobe Sign provides a trusted and secure ecosystem for documents, signatures, and business processes that is supported by a comprehensive network of technology, people, and strategic partnerships. Seamlessly integrating with your existing enterprise systems and business applications, Adobe Sign empowers departments across your organization to increase operational efficiency, reduce the risks associated with human error, and create intuitive end-to-end digital experiences on any device.

Life sciences companies are seeking growth in the face of rising operational costs, increasingly complex compliance and security requirements, and more competition for customers. And they are realizing a cloud-based digital document solution can reduce the high cost and risk of paper, giving them a competitive edge. With Adobe Sign, companies gain the ongoing support and reliability of Adobe, one of the world's largest Software as a Service (SaaS) companies. Adobe has been a leader in secure digital documents for over 20 years. Adobe solutions are used by global Fortune 1000 companies across a broad range of industries because Adobe's global leadership, innovation, and reliability translate into cost savings, increased efficiencies, and peace of mind.

## For more information.

To learn more about how Adobe Sign can benefit your organization, visit <https://acrobat.adobe.com/us/en/industries/life-sciences.html>.

