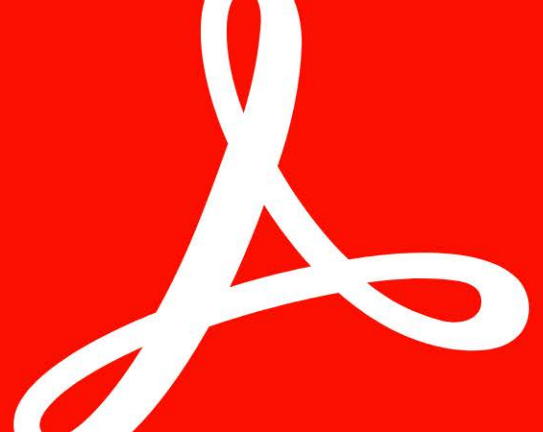![Adobe Acrobat Sign]

Adobe Acrobat Sign and Icertis Contract Intelligence (ICI)

Supercharge ICI with legally binding and secure e-signatures while saving time and money.

Digital transformation is no longer a nice-to-have—it's a must-have. To survive, businesses must find innovative ways to replace outdated and inefficient processes with 100% digital workflows, enabling remote teams to get work done anywhere. But the stakes are high when transforming contract management processes. Contracts have a significant financial impact on businesses. Contract risk management is complex, and speeding negotiation and contract completion is increasingly important.

Consequently, organizations must take a holistic approach to contract lifecycle management to optimize business performance, minimize risk, and meet compliance requirements. They need an all-digital solution that's designed from the ground up to maximize business intelligence, collaboration, security, and efficiency. By combining the Icertis Contract Intelligence (ICI) platform with Adobe Acrobat Sign e-signatures, organizations can transform the way they do business, simplify contract management and approvals, increase compliance and security, and elevate the customer experience across every major business function.

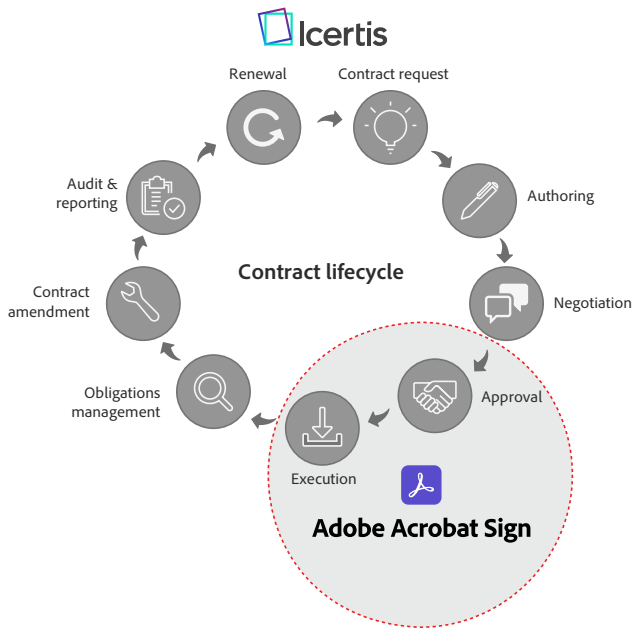## Propel purchasing processes while minimizing business risk.

From NDAs and RFPs to SOWs and renewals, contracts play a critical role in procuring the suppliers, goods, and services your business relies on. And every contract needs at least one signature. Icertis and Acrobat Sign are each leaders in complementary solution categories: contract lifecycle management (CLM) and e-signatures. Icertis helps companies digitally transform the contract management process with intelligent contract setup, streamlined contract operations, comprehensive governance and compliance, and advanced analytics. Acrobat Sign excels in digitally transforming the contract approval and execution process. Acrobat Sign integration within the ICI menus lets employees add e-signature capabilities, track e-signature status, and access documents without ever leaving the ICI application.

Reduce business risk with leading contract intelligence, security, and compliance.

Your digital CLM solution must provide the contract intelligence-driven agility needed to accelerate your contract management process and respond to changing conditions—without sacrificing compliance or security. The combination of Acrobat Sign and ICI accomplishes both goals.

ICI proactively identifies, assesses, and manages all contract risks and helps ensure the fulfillment of contractual obligations based on proactive insights from powerful compliance tools. Key features include the ability to create flexible, rule-based content based on approved templates and contract relationships, intelligent contract negotiation tracking and dynamic approval workflows, and powerful collaboration tools. And ICI has leading artificial intelligence (AI) capabilities that power identification, assignment, and fulfillment tracking for all obligations.

Complementing ICI, Acrobat Sign reduces legal, compliance, and security risks—adhering to rigorous security regulations at every step of final contract review, e-signature, and storage processes. At all times, data in transit is protected, and all documents and data are securely stored at rest in the Acrobat Sign cloud. And Acrobat Sign complies with global e-signature laws as well as with processes, standards, and regulations concerning data security and data privacy.

Acrobat Sign and the ICI platform deliver a holistic 100% digital CLM solution that extends and enhances all phases of the contract signing process.

By integrating Acrobat Sign with the ICI platform, you can reduce business and compliance risk by creating templates that include all the required elements for different types of agreements. Using the templates, anyone in the organization can confidently create preapproved agreements for common tasks, like NDAs, without hands-on legal help. You can set up predefined, paperless approval workflows to help ensure agreements are automatically routed to the right approvers in the right order. And continuous monitoring and smart rules automatically help ensure compliance and minimize risk.
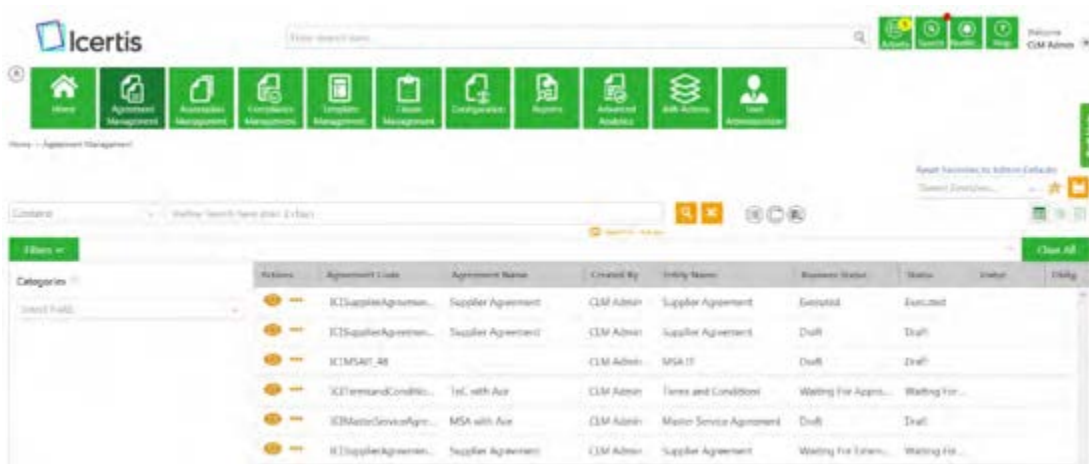
Increase financial visibility.

Financial executives need insights into the transactions, financial liabilities, and compliance exposure that impact the bottom line. Get crystal-clear visibility with Acrobat Sign and ICI. Automatically monitor all outstanding financial agreements in real time—so you always know where they are in the approval process and when they have been signed. Easily access archived contracts, which are stored with a tamper-evident seal and an audit trail that logs each step of every transaction. With increased visibility, financial executives can get a better understanding of the company's contractual rights and risks, negotiate better contracts, and see the big picture to maximize opportunities.

Speed up sales, eliminate costs, and improve productivity.

When it comes to making the sale, timing is everything. Empowering your sales team to capitalize on opportunities faster can give your company a competitive advantage.

Together, ICI and Acrobat Sign provide your organization with tremendous efficiency gains driven by an end-to-end digital workflow.

You can accelerate the sales process by making it easier to create proposals and contracts, and get them approved right away. The Acrobat Sign self-service contract wizard lets users quickly create agreements that incorporate intelligent fields, helping ensure contracts are completed correctly the first time, improving data quality, and removing the need to contact the signer for clarification.

Acrobat Sign capabilities are embedded into ICI menus, so users can instantly trigger e-signature workflows and view real-time document status, without leaving the ICI application.

Employees can trigger intelligent e-signature workflows from within ICI to automatically route documents to multiple signers in the proper sequence and upload signed documents to the ICI platform. And the ability to view and sign contracts easily any time and from any mobile device supports quick completion and increases signer satisfaction. Acrobat Sign has been proven to reduce contract e-signature cycle time by 96%.* And users can monitor their sales pipeline in real time, so they always know where every deal stands.

Acrobat Sign also helps you save money and further improve productivity by eliminating costs such as printing, scanning, mailing, and long-term storage of paper documents. With 100% paperless processes, customers can save a total of US$28 per signed document by eliminating paper, printing, faxing, and storage costs, and through productivity gains achieved by saving 90 minutes per transaction.[†]

Quickly develop customized digital workflows.

Most organizations want to customize their CLM workflows to match the procedures they're accustomed to. In the past, development of customized workflows required special technical skills and lots of time. With Icertis and Acrobat Sign, this process is faster and easier.

ICI is known for its flexible and highly configurable workflow capabilities and a wizard-based approach to contract creation. These strengths have helped ICI succeed in sectors with complex regulations that require customized workflows like life sciences and financial services. Dynamic approval workflows help ensure that contracts are only approved after the right reviews.

With Acrobat Sign, organizations can tailor contract signing workflows to help ensure compliance with process steps that can be followed consistently, making it ideal for regulation-driven segments. Easy-to-use visual design tools let employees build reusable workflow templates and end-to-end business processes without IT.

Acrobat Sign: the fastest way to the digital dotted line*

Adobe has been a trusted leader and innovator in secure digital document technology for more than 25 years. That's why organizations of all sizes rely on Acrobat Sign to transform manual processes into all-digital experiences and speed every transaction in every department.

The Acrobat Sign top-rated integrations are prebuilt to run directly inside the enterprise applications that today's businesses rely on. And Adobe's e-signatures comply with the broadest range of legal requirements, the most demanding industry regulations, and the most stringent security standards around the world. This is why Acrobat Sign is Microsoft's preferred e-signature partner and Icertis' recommended e-signature partner.

ICI: A trusted platform

With unmatched technology and category-defining innovation, Icertis pushes the boundaries of what's possible with CLM. The AI-powered, analyst-validated ICI platform turns contracts from static documents into strategic advantage by structuring and connecting the critical contract information that defines how an organization runs. Today, the world's most iconic brands and disruptive innovators such as Microsoft, Airbus, Daimler, and Johnson & Johnson, among others, trust Icertis to fully realize the intent of their combined 7.5 million+ contracts worth more than US$1 trillion, in 40+ languages and 90+ countries.

For more information

Contact us to learn more about the benefits of integrating Acrobat Sign and Icertis Contract Intelligence.

View a demo of the integrated ICI and Acrobat Sign solution.

* The Total Economic Impact of Adobe Sign, a commissioned study conducted by Forrester Consulting on behalf of Adobe, August 2019.
[†] Assumes US$30 hourly rate