



Adobe

Moving Digital Signatures into the Cloud

A Webinar for Trust Service Providers



Adobe

Thank you partners!

Together, we process billions of signature transactions every year!

Adobe Approved Trust List members

Approved Trust List MEMBER

Current AATL Members

Country Code	Headquarters Country	Company Name	Company Logo	Cloud Signature Consortium TSP*
DE	Germany	D-TRUST		
FR	France	Almerys		
FR	France	Atos Worldline		
FR	France	BNP Paribas		
FR	France	CertEurope		
FR	France	Certnomis		
FR	France	ChamberSign		
FR	France	Conseil Supérieur du Notariat		
FR	France	universign		



Why Adobe / Adobe Sign Trust Center / Why Adobe

European Union Trusted Lists

We're the first global vendor to provide comprehensive support for European Union Trust Lists (EUTL), enabling organizations across Europe to comply with the most rigorous requirements of the EU eIDAS electronic signature regulation. With a digital ID from one of the accredited Trust Service Providers (TSPs) below, individuals can sign securely, while businesses can add electronic seals and time stamps to documents.

[Learn more about eIDAS](#)

Get your digital ID from one of the providers below, and start signing documents securely with Adobe Acrobat Reader DC, Acrobat DC, or Adobe Sign.

- AT - Austria

Trust Service Provider	Qualified Certificates	Qualified Time Stamps
A-trust Gesellschaft		
Bundesamt für Eich*		
Datalcom Austria*		
e-Commerce monitoring GmbH		
PrimeSign GmbH		

Agenda

- The Experience vs Compliance Challenge
- Adobe Document Cloud and Cloud Signatures
- Cloud Signature Consortium
- Moving Digital IDs into the Cloud
- Q&A

ADVANCE
STATE OF THE ART
FOR CONTENT

DRIVE
DIGITAL TRANSFORMATION
OF INDUSTRIES

POWER
EXPERIENCE
WITH INTELLIGENCE

EXPERIENCES

MATTER MORE THAN EVER

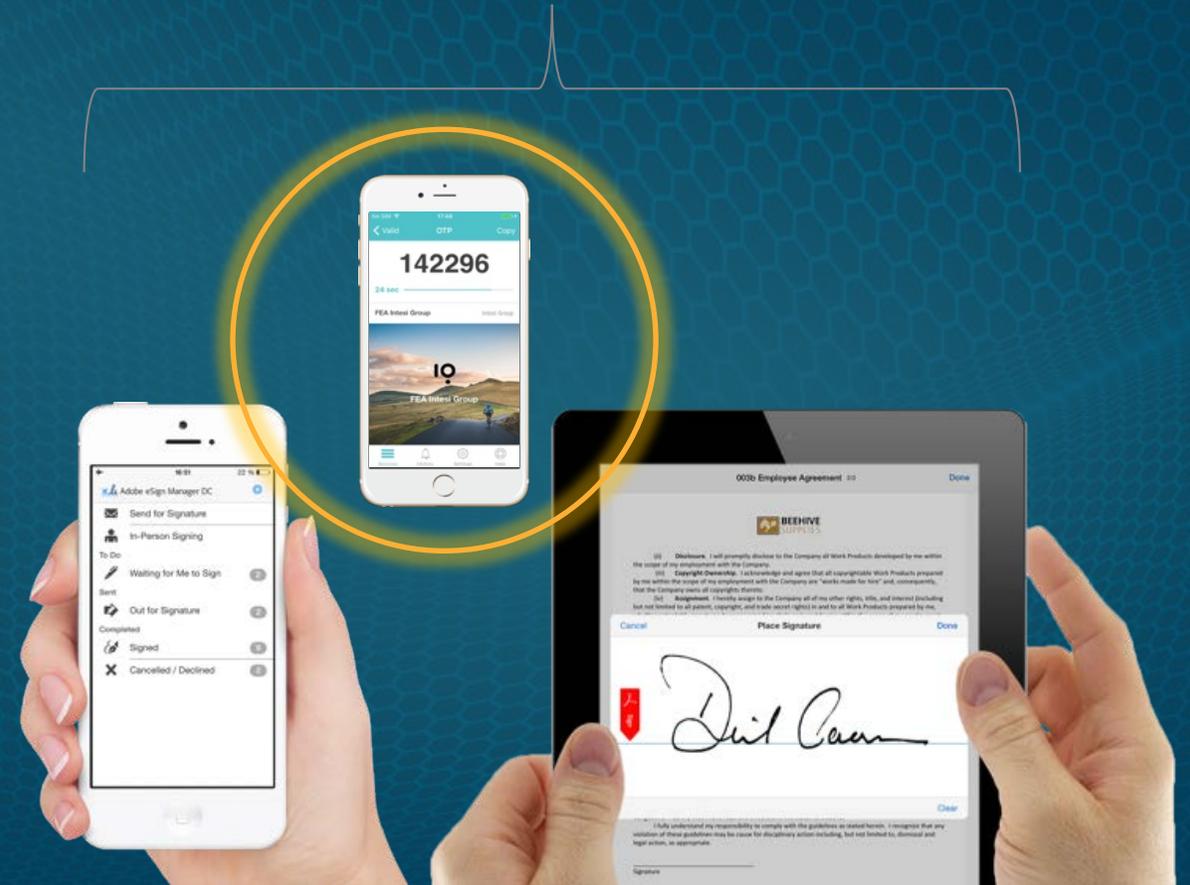
Together, we built the first digital signature standard for PDF.

- ✓ 1B Acrobat Reader desktops
- ✓ Meeting today's most rigorous compliance requirements

And now, it's time for a new standard on mobile and web.



CLOUD
SIGNATURE
CONSORTIUM





**CLOUD
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Adobe and the Cloud Signature Consortium are leading the way toward an **open standard for cloud-based digital signatures** that will:

- Bring secure signatures to 7 billion mobile devices, web apps
- Improve the customer experience
- Accelerate business
- Expand worldwide adoption of digital signature



The CSC specification is a candidate for contribution to the **ETSI remote signature standard development project**

A blue-tinted background image showing a business meeting. In the upper left, two hands are shaking. In the center, a person's hand is pointing at a tablet held by another person. Below the tablet, there are several documents with charts and graphs, including a bar chart and a pie chart. The overall scene suggests a professional collaboration and digital document management.

Adobe Document Cloud and Cloud Signatures

Adobe Document Cloud



ADOBE SIGN



ACROBAT DC



ACROBAT READER DC



WEB AND MOBILE APPS

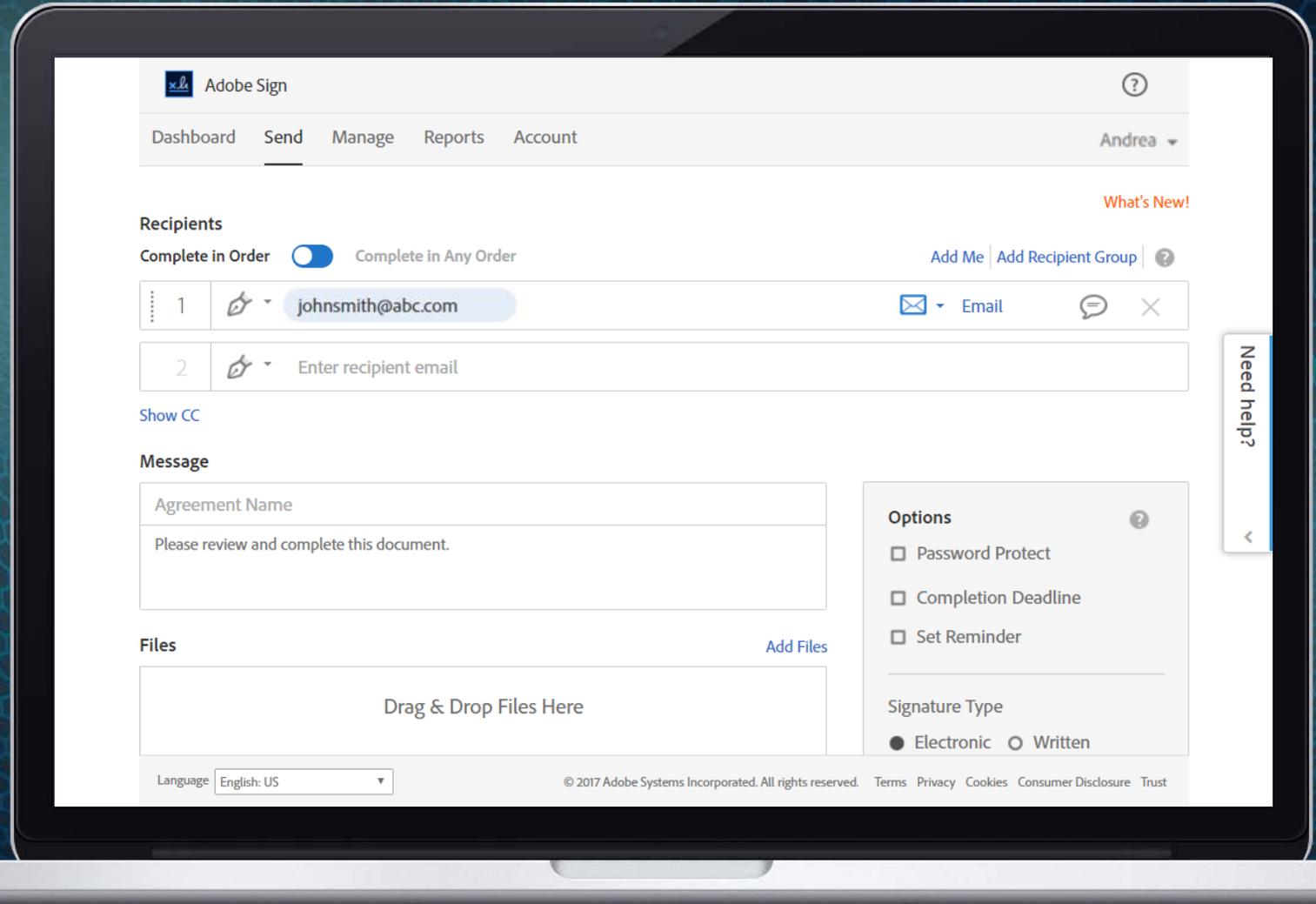


INTEGRATIONS

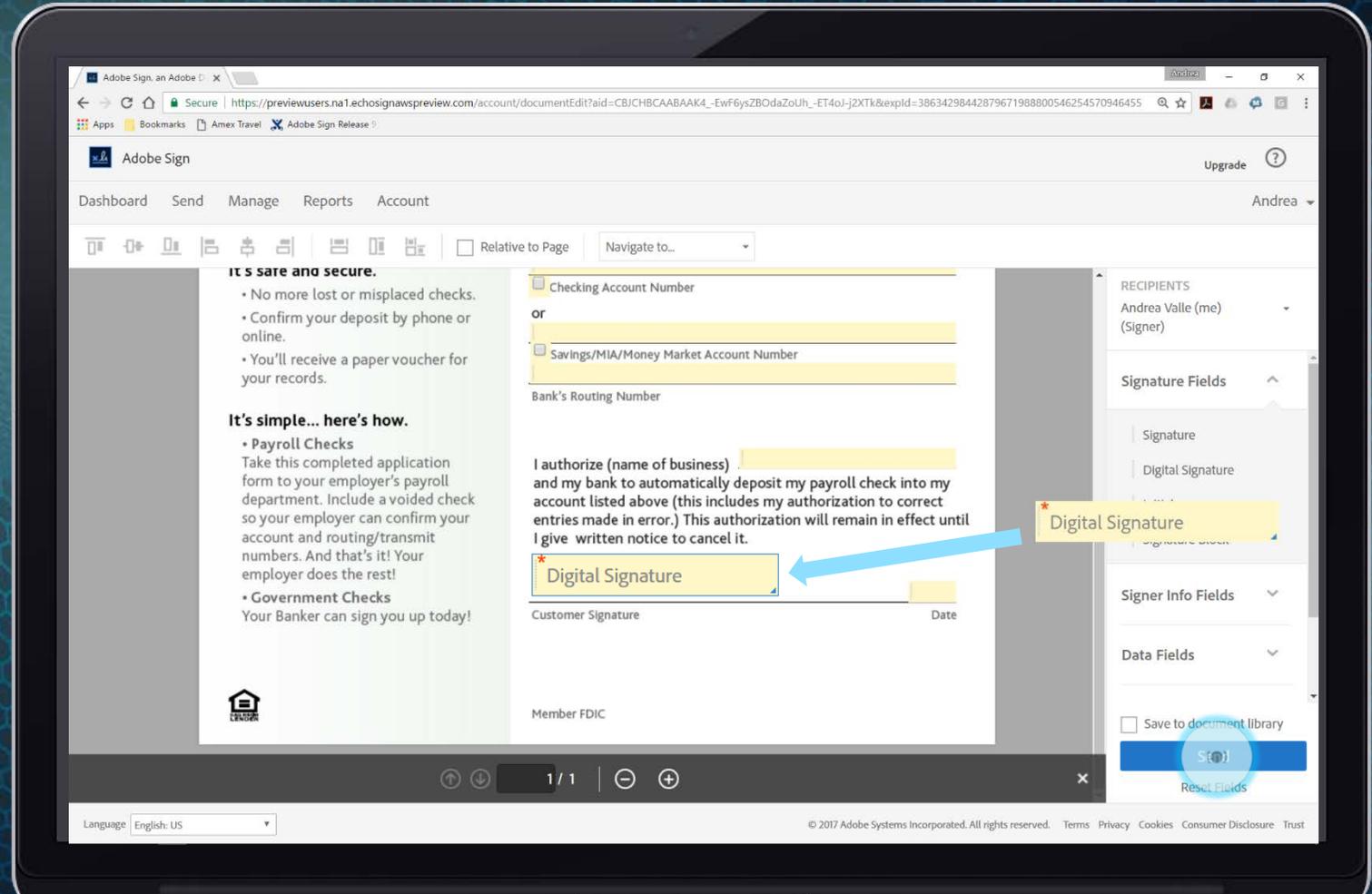
Deliver **stand-out digital experiences** by making manual, paper-based processes fully digital

DEMO

Adobe Sign makes it easy to send documents for signature.



Drag and drop to add form and signature fields to the layout before sending a document.



Signers get an email and click on a link to sign in a browser on any device.



Andrea Valle Has Sent you **direct-deposit** to sign.

Christy Hubbard (Adobe Sign) says:
"Please review and complete Direct-Deposit."

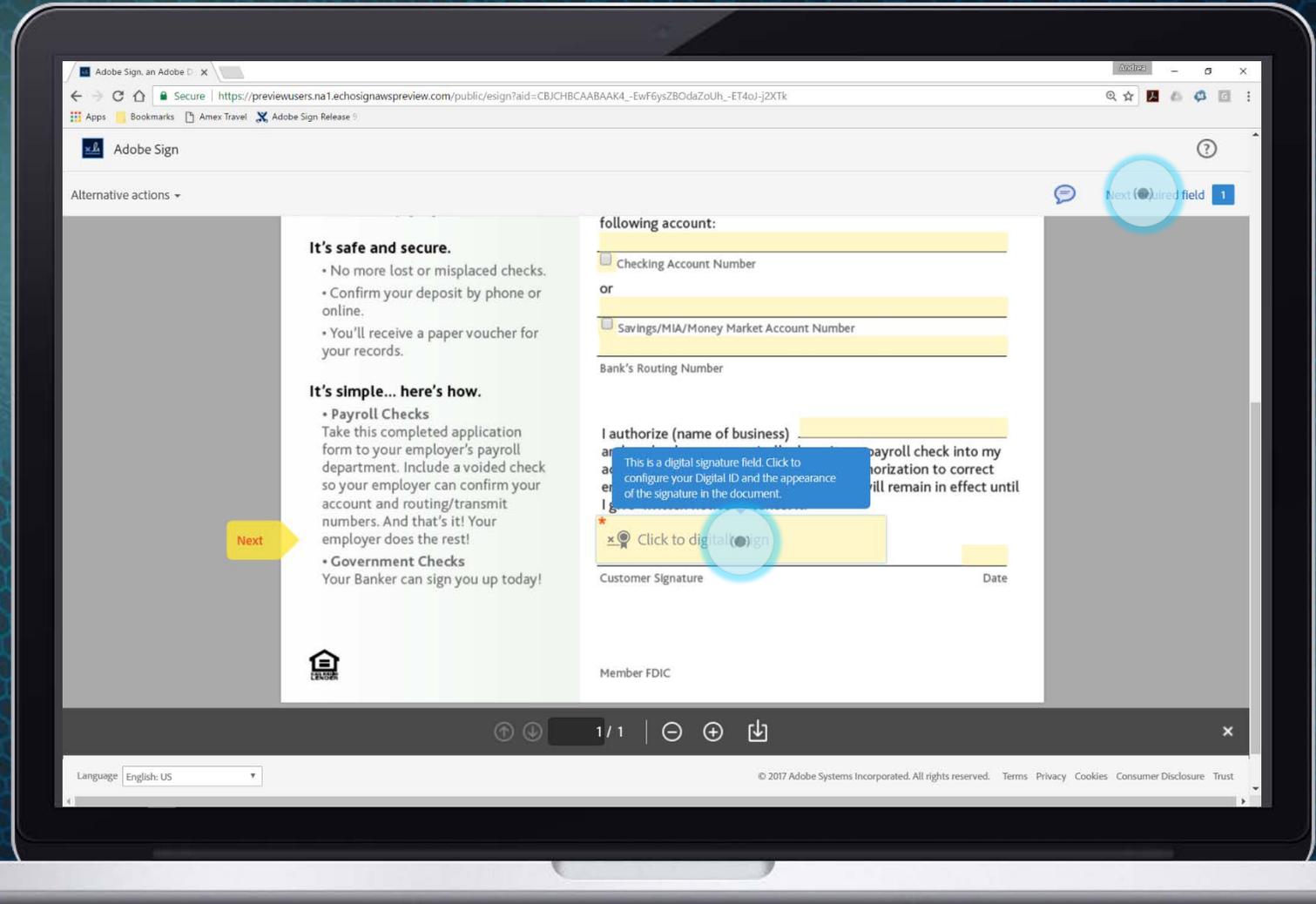
[Click here to review](#) (📄) [sign Direct-Deposit.](#)

After you sign **Direct-Deposit**, all parties will receive a final PDF copy by email.

If you need to delegate this document to an authorized party for signature, please do not forward this email. Instead, [click here](#) to delegate.

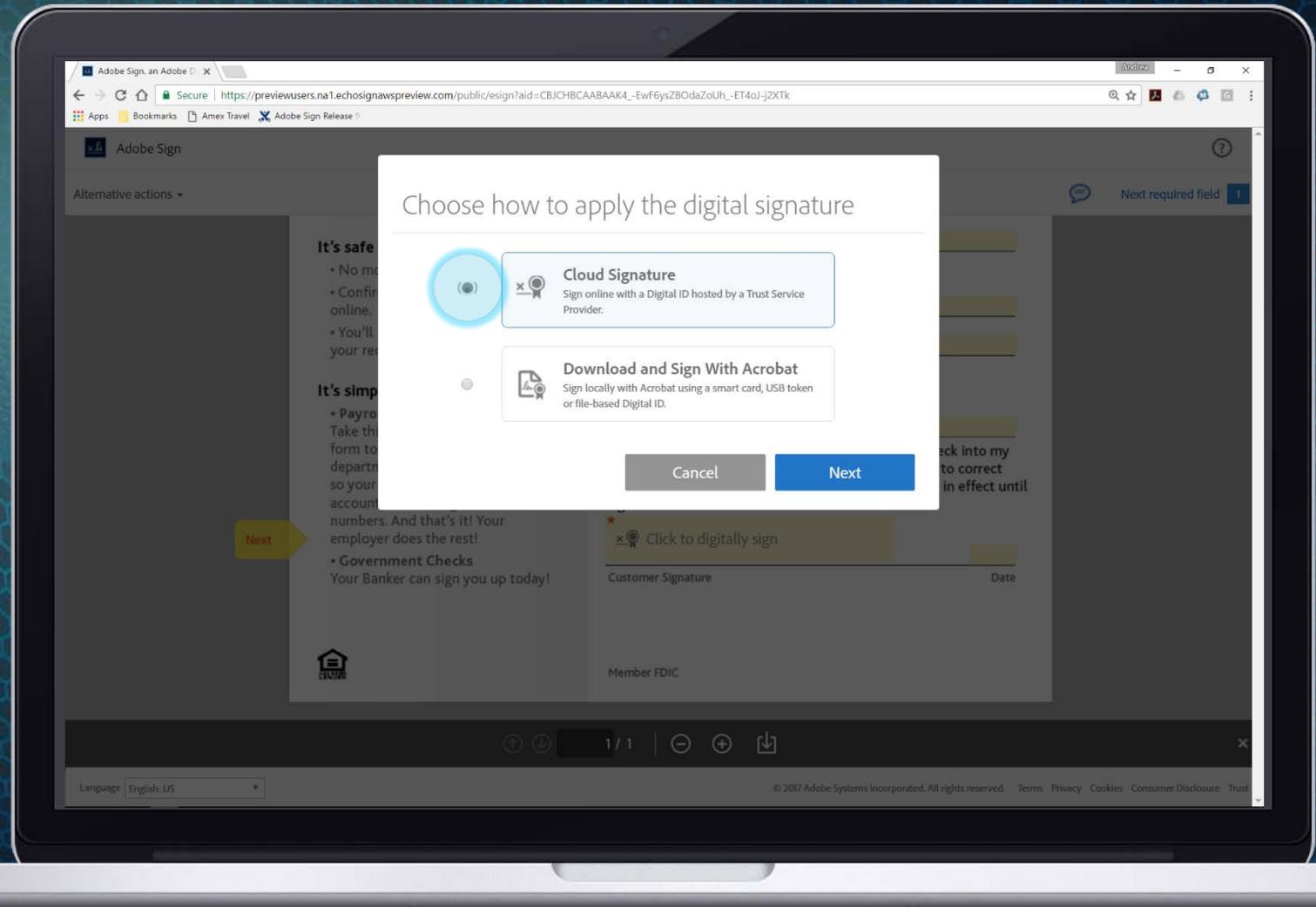
To ensure that you continue receiving our emails, please add echosign@echosign.com to your address book or safe list.

Signers are guided to complete the form and click the signature field to begin signing.

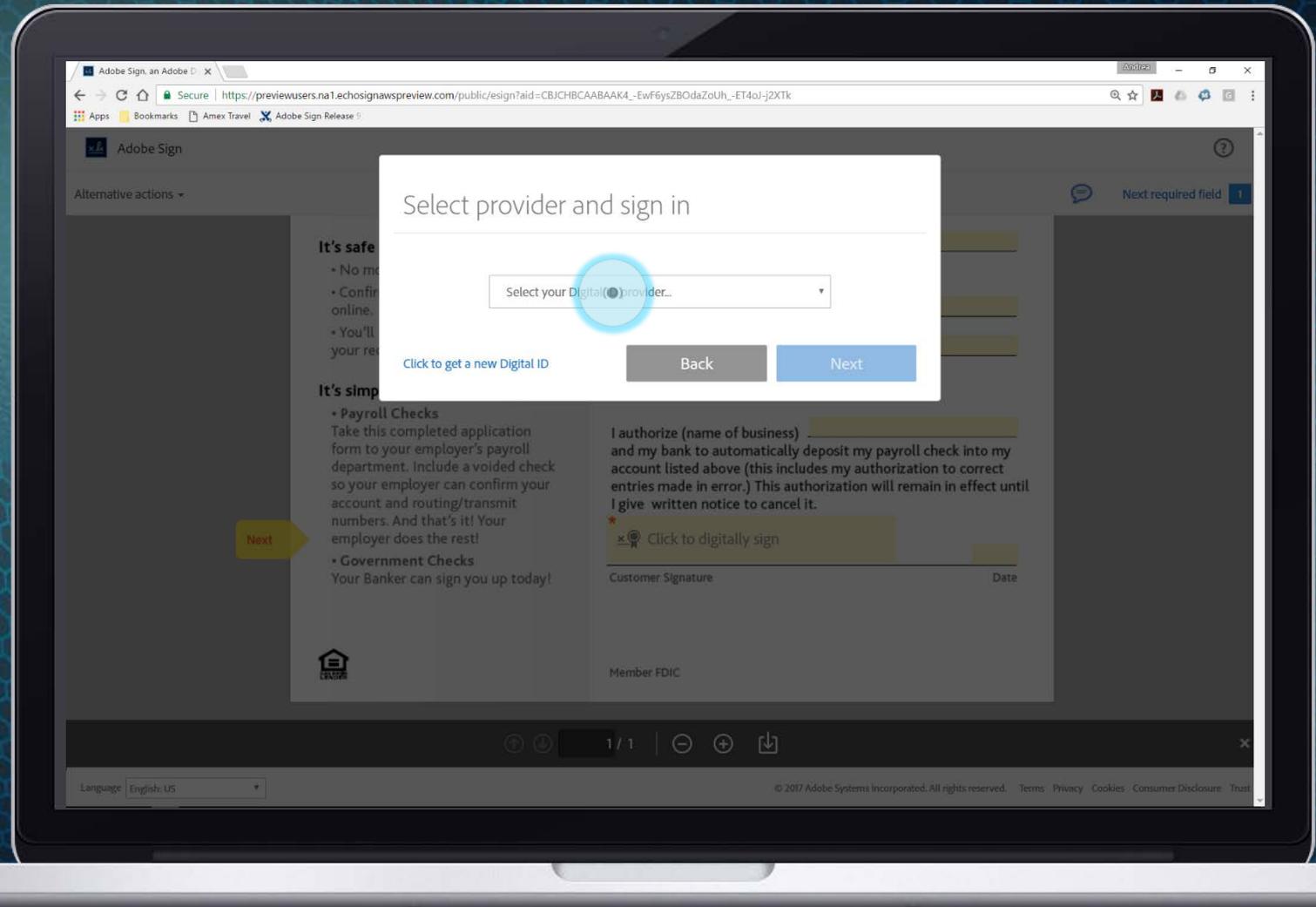


Choose to sign on any device with a Cloud Signature.

Or, download and sign with free Acrobat Reader software and a USB token or smart card.

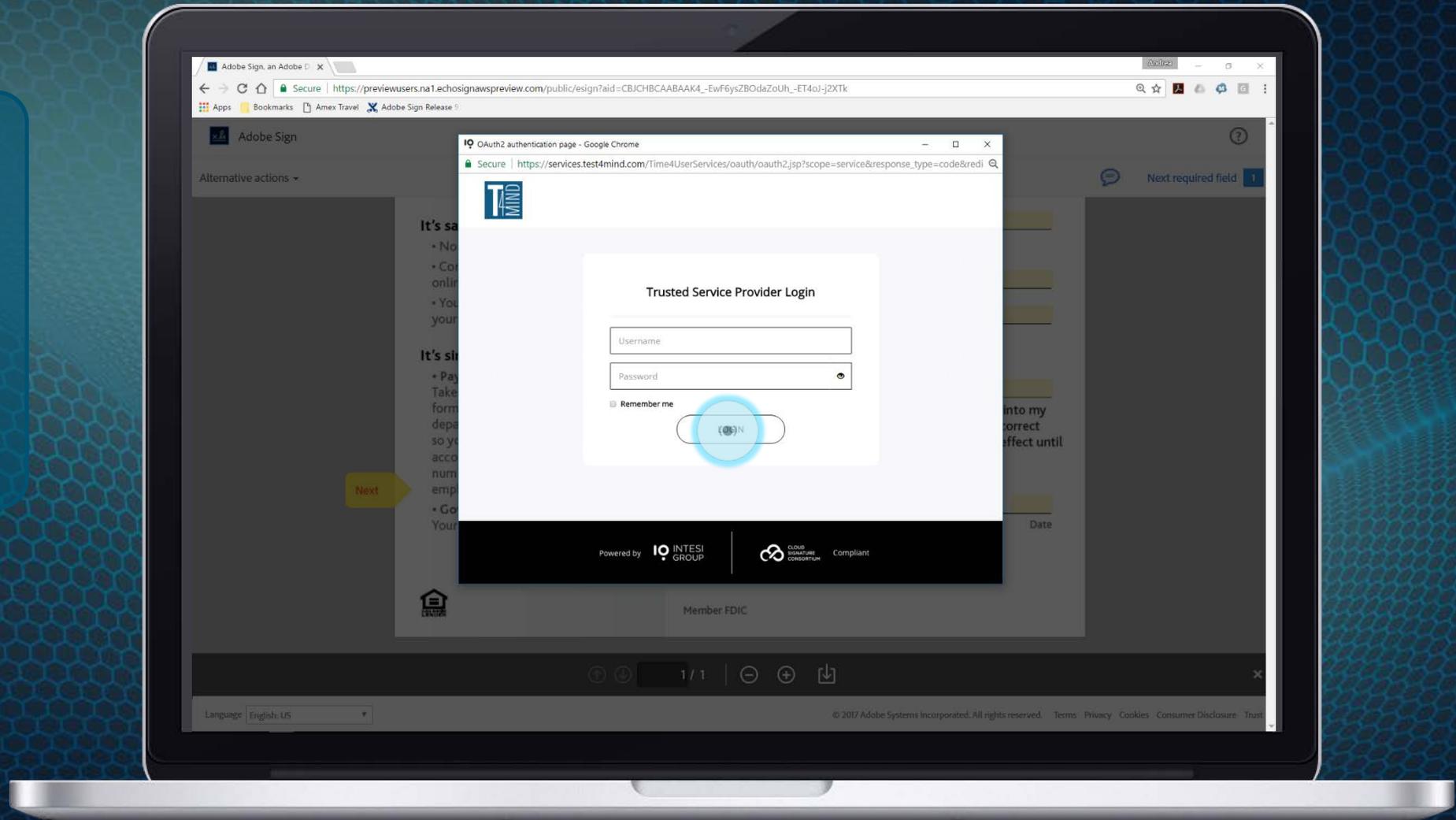


Adobe Sign works with leading digital ID providers. Recipients pick their provider to begin signing.

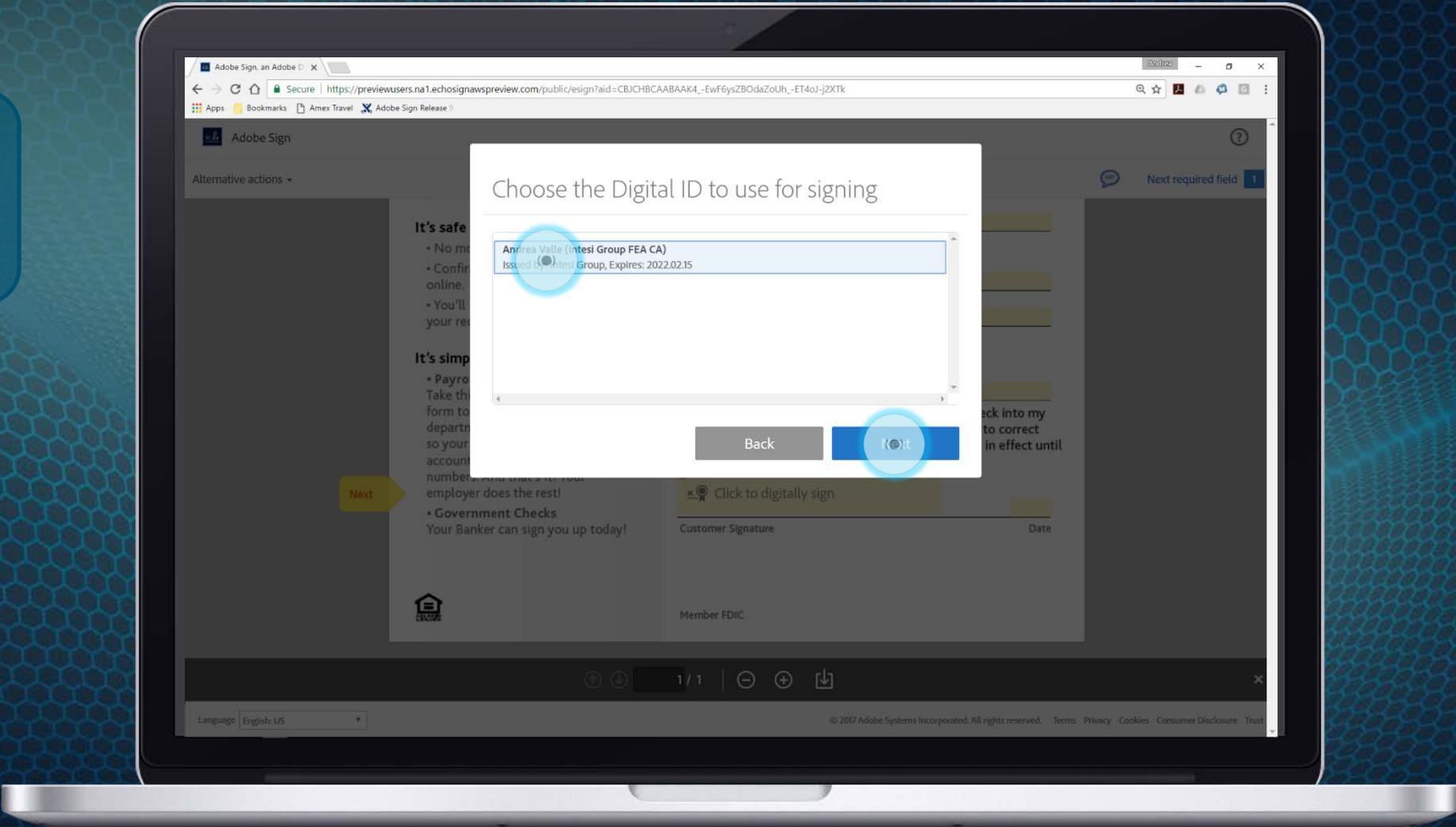


Signers authenticate with their provider.

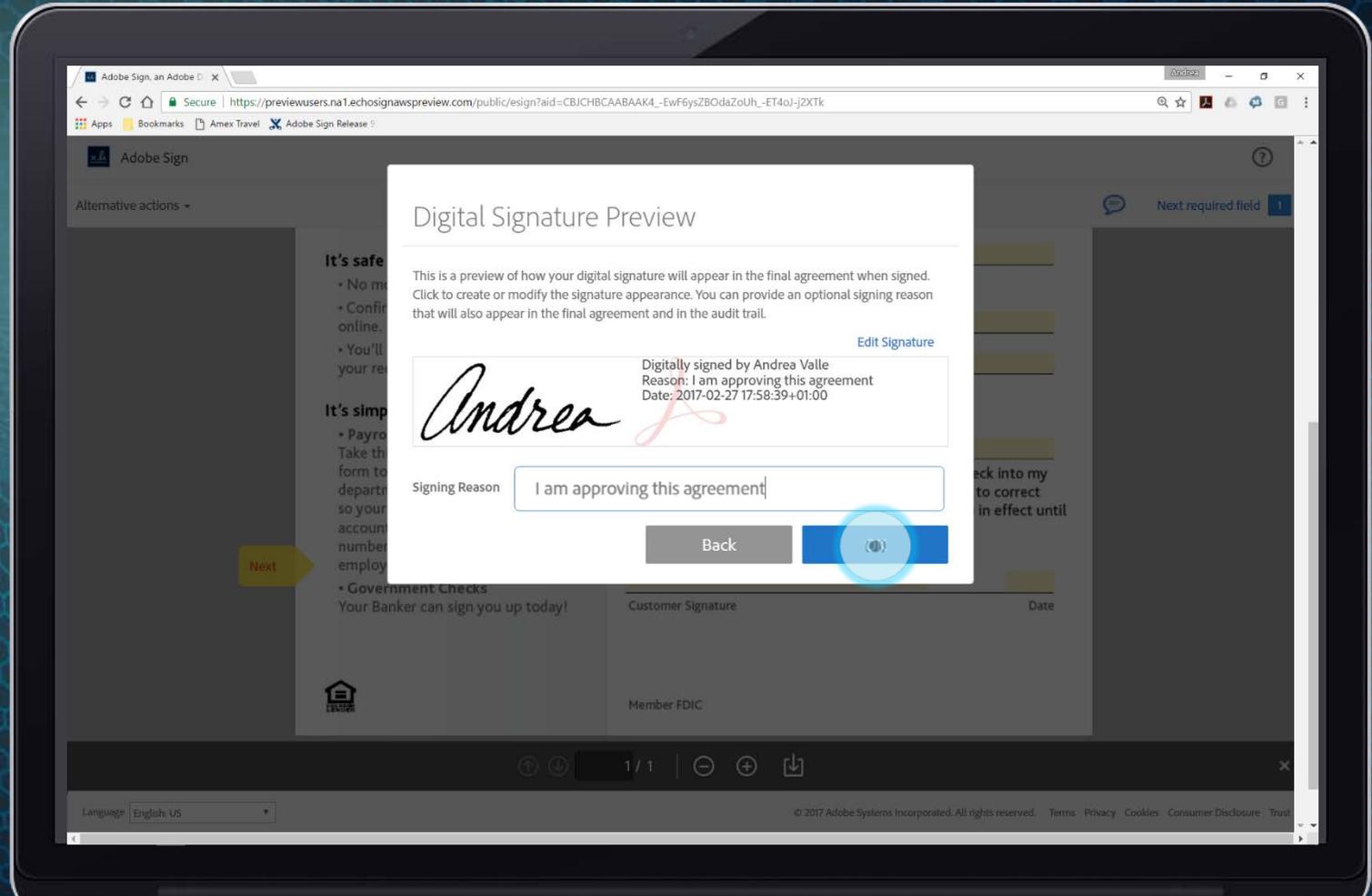
Optionally - this experience can be replaced with a corporate identity login or Single-Sign-On.



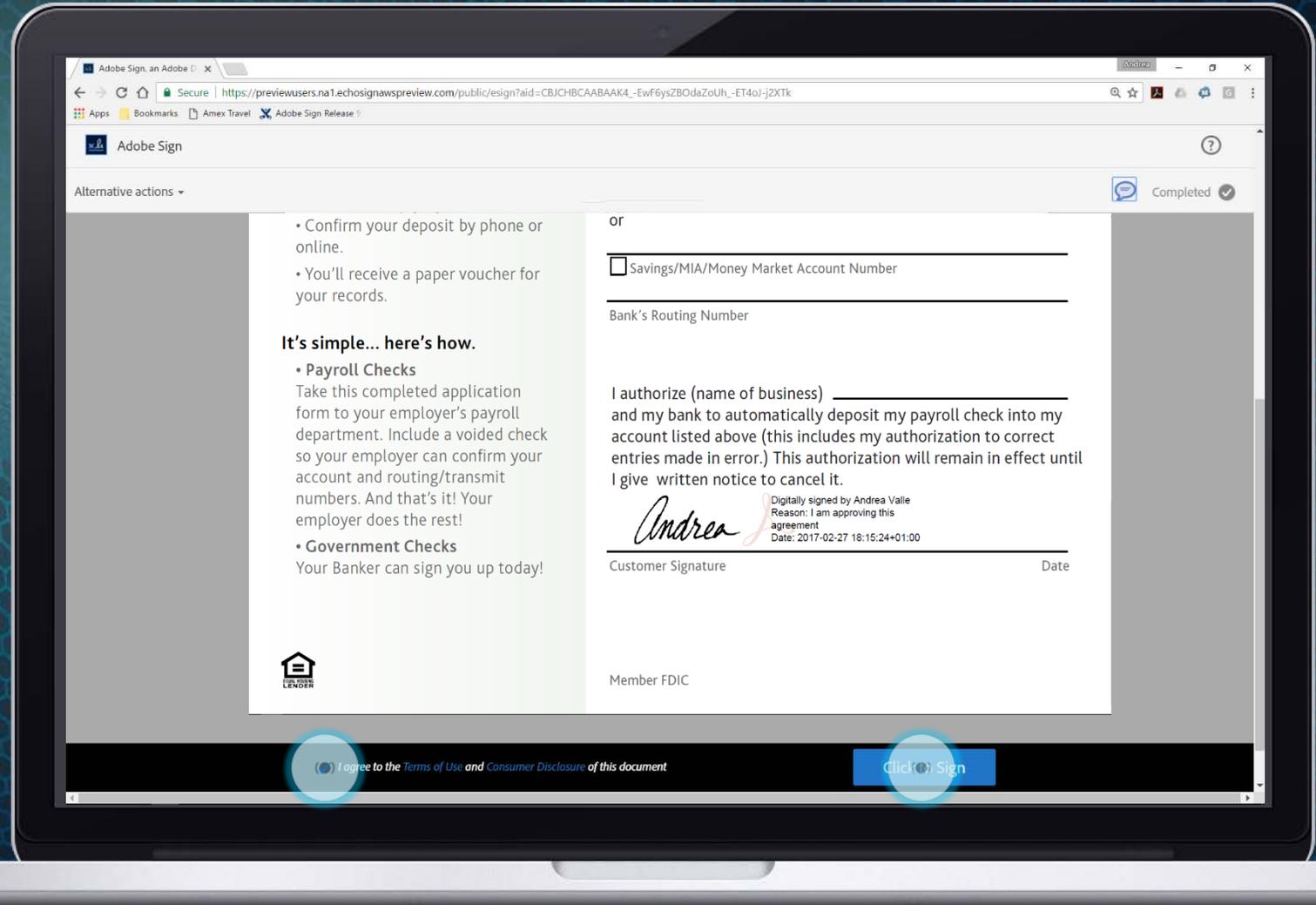
It's possible to have more than one digital ID. Signers pick one to use.



Adobe Sign lets you preview the signature and add a reason for signing.

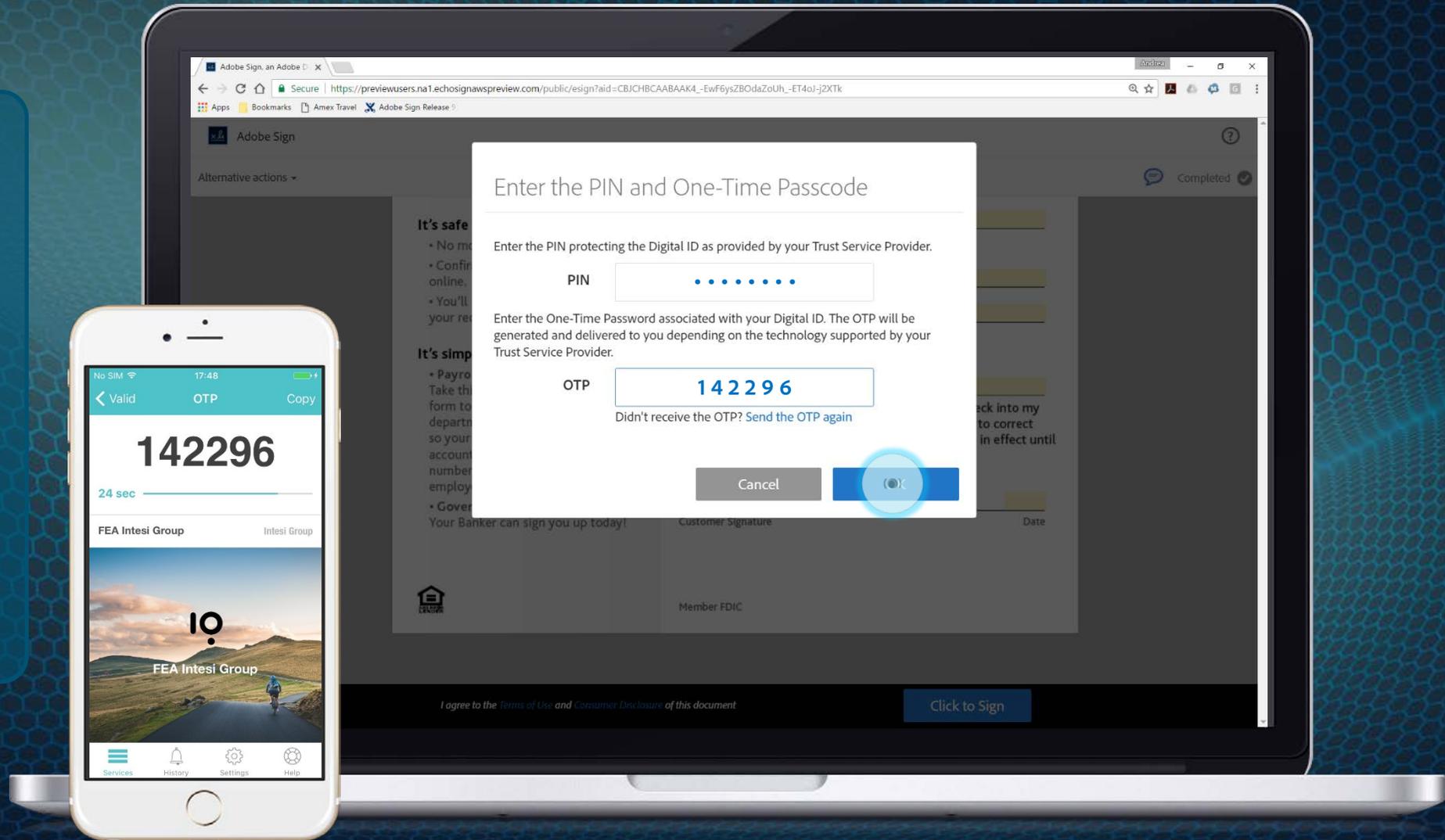


Signers click to finalize the appearance of the signature in the document.



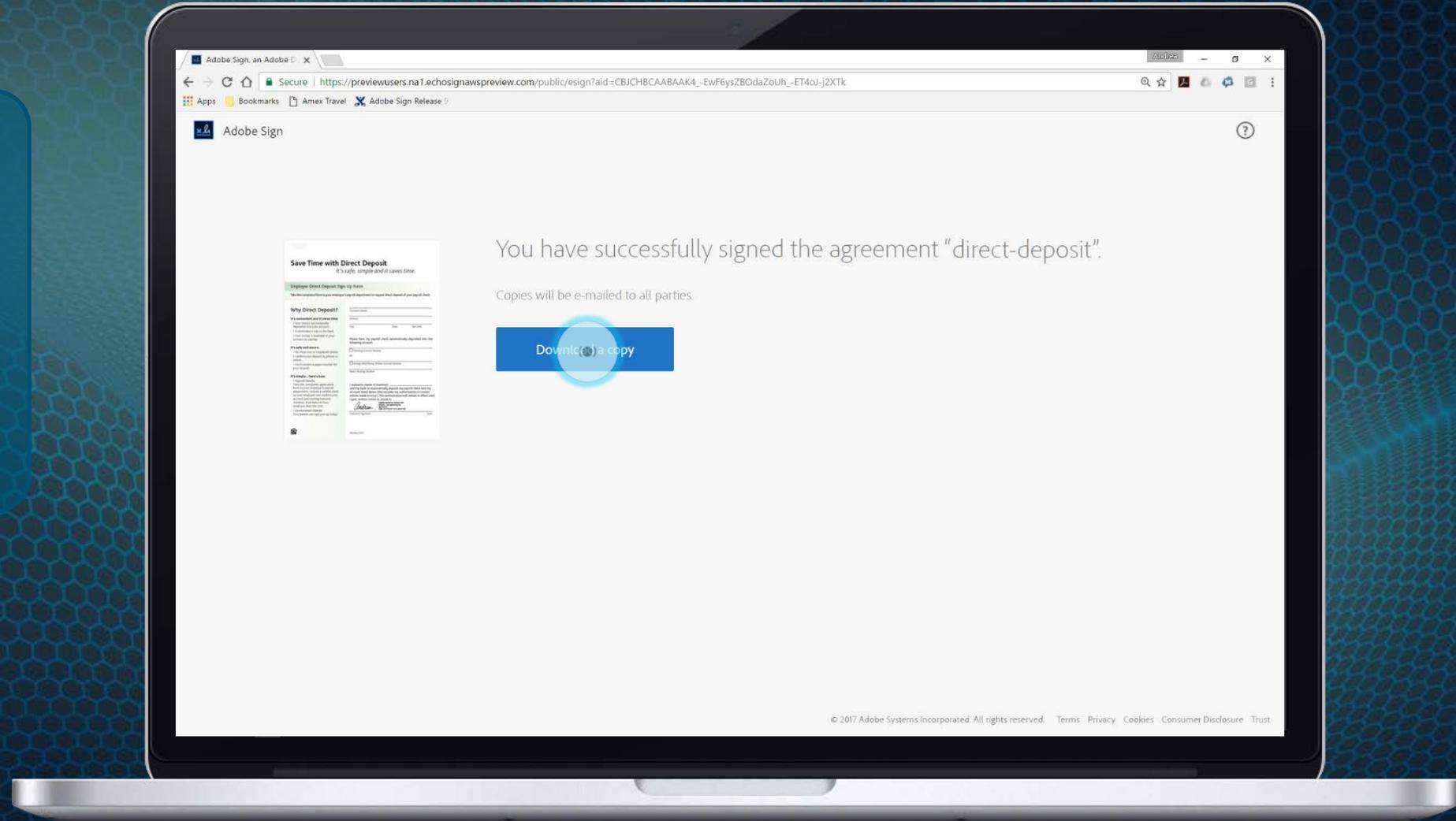
To validate the signer's identity with high assurance, Adobe Sign requests a unique PIN, plus One-Time Passcode.

This method may vary depending upon the Trust Service Provider's unique requirements.



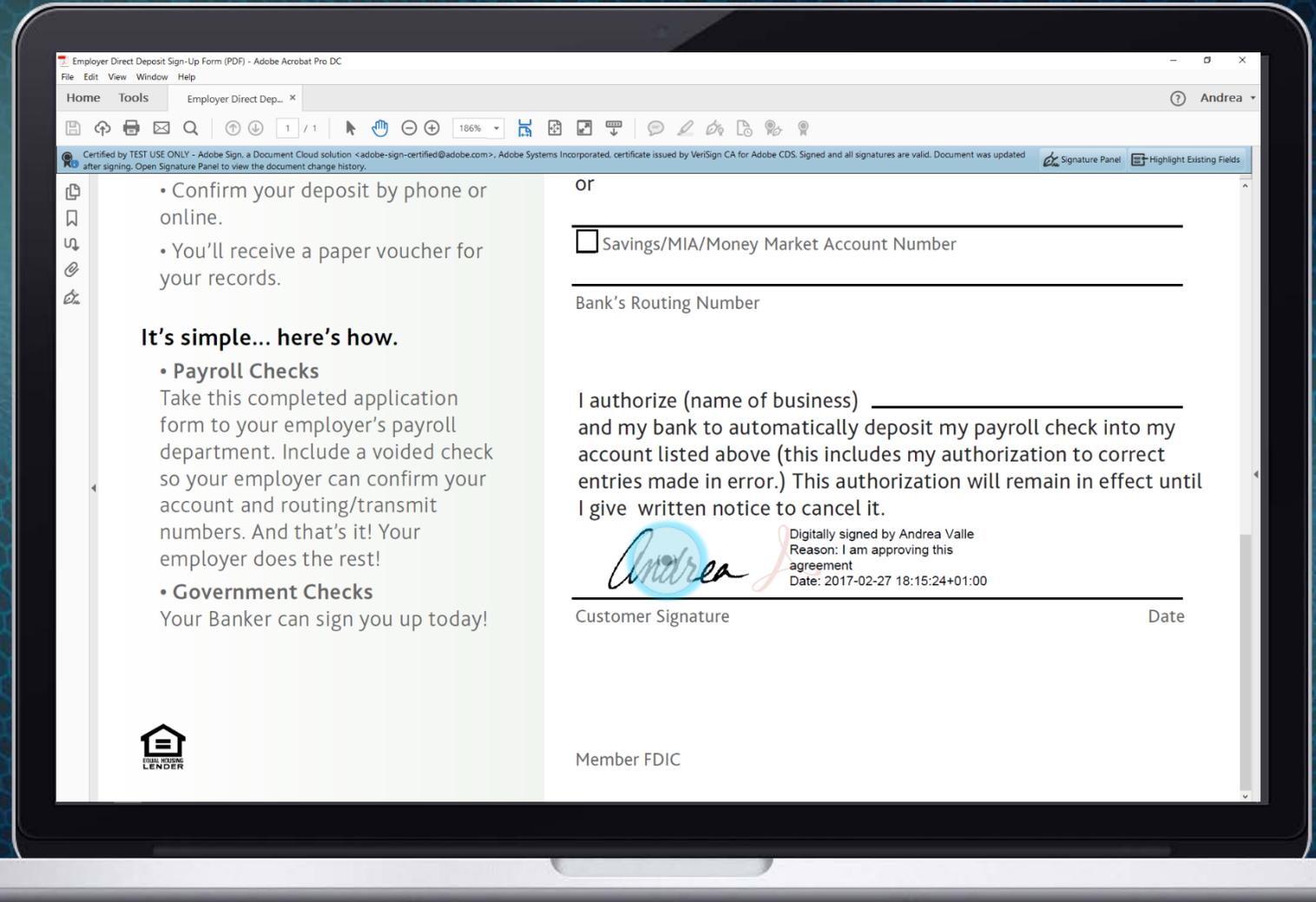
It's easy to download a copy of the signed document.

Final documents are distributed to all parties automatically.

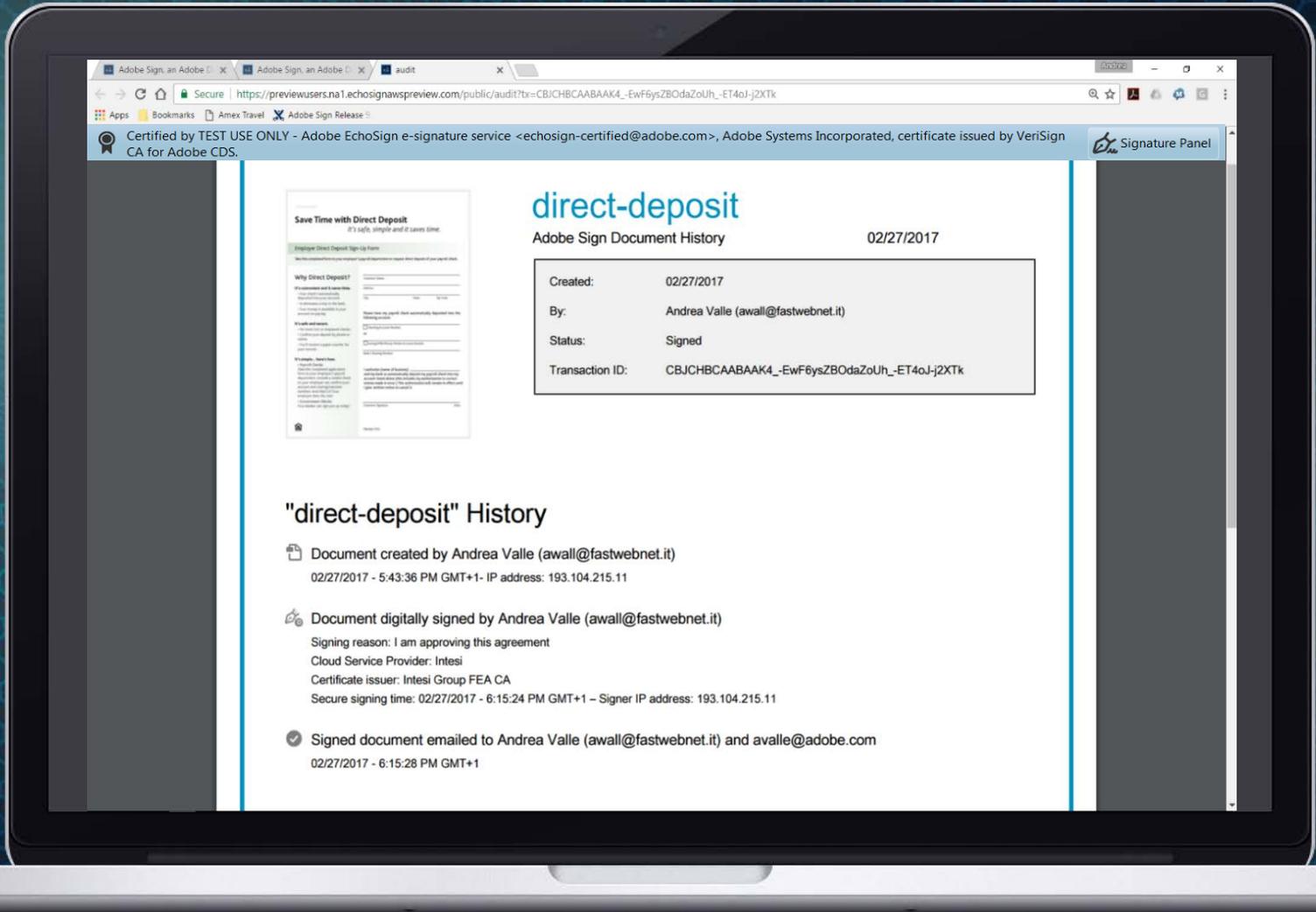


Final documents are certified with a tamper-evident seal.

Signatures are checked and validated when displayed in Adobe Acrobat Reader software.



The Audit Report shows each step taken during the signing process.



A blue-tinted background image showing a business meeting. In the upper left, two hands are shaking in a firm handshake. In the center-right, a person's hand is pointing at a tablet computer held by another person. Below the tablet, there are several documents with charts and graphs, including a bar chart and a pie chart. The overall scene suggests a professional collaboration or presentation.

Cloud Signature Consortium

Advancing the Digital Signature Landscape



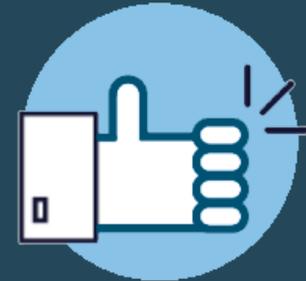
Secure transactions,
on the go



Cloud storage, no
downloads



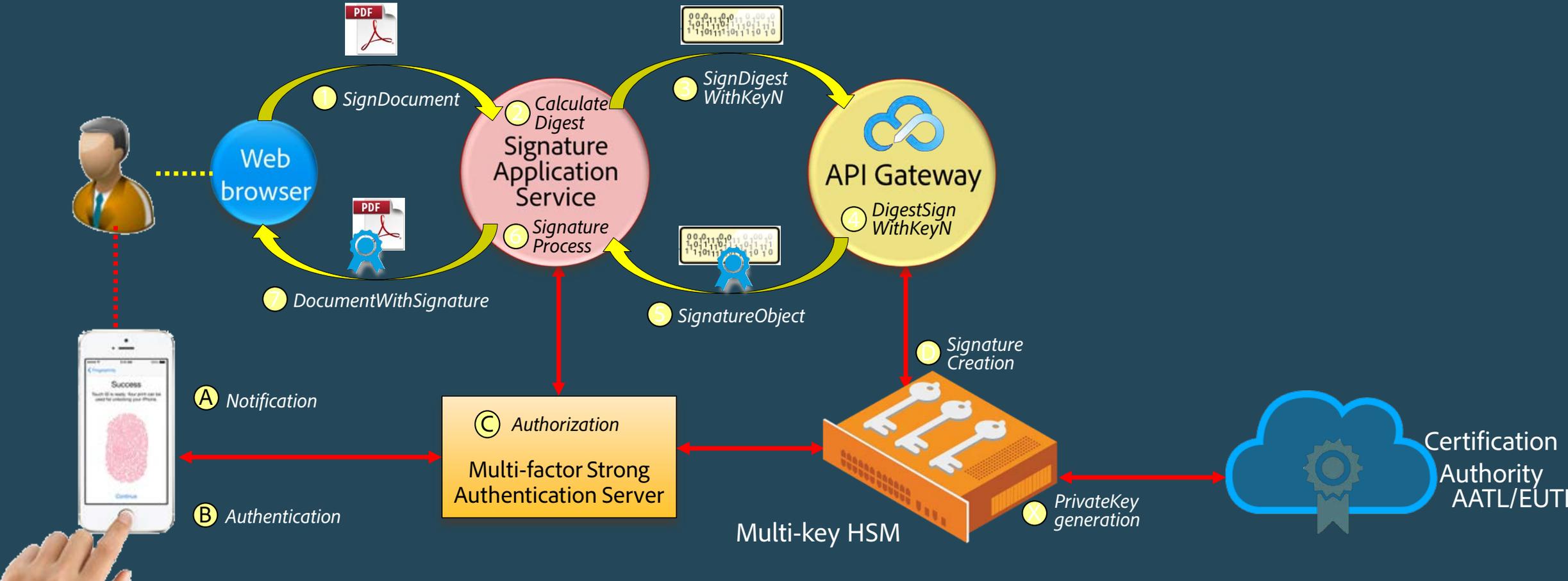
Simple certificate
ownership



Easy deployment
for end users

Architecture of a Cloud Signature Service

Cloud Signatures are created through multi-user HSM as a centralized signature device hosted by a Trust Service Provider. They offer a secure access to applications via multi-factor strong authentication.



Specifications

- **Supports the most demanding digital signature standards like ETSI and CEN**
 - Web services API based on REST and JSON. Modern and easy.
 - Support the broadest range of requirements, in the EU and beyond.
- **Compliant services provide self discovery**
 - Designed to support modular services in line with the mission/capacity of the provider.
 - Services may implement only a particular subset of the API methods. Clients can discover the supported APIs.
- **Complete support for client and user authentication**
 - Covers any contexts: cloud and on premise services, desktop and mobile apps.
 - Supports password-based, OAuth, SAML, Open-ID Connect, SSO, federated authentication.
- **Flexible support for credential authorization mechanisms**
 - Static PIN, synchronous and asynchronous OTP, OAuth, SAML, Biometric, etc.
 - Multi-Factor-Authorization can be obtained by combining multiple mechanisms.
- **V1 Specification covers architectures, protocols and API for Remote Signature creation.**
 - Flexible hash-based signature API



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Next Steps

CSC Standardization Roadmap

- Signature creation services
- Signature validation services
- Certification enrollment services
- Gateway services for personal and mobile signature devices
- Long Term Preservation and archiving services
- Notarization services
- Electronic Registered Delivery services



A blue-tinted background image showing a business meeting. In the upper left, two hands are shaking in a firm handshake. In the center-right, a person's hand is pointing at a tablet computer held by another person. The background also features a desk with various documents, including a bar chart and a pie chart, suggesting a professional or financial context.

Moving Digital Signatures into the Cloud

Taking Action

1

Adopt the Cloud Signature Consortium specifications.

2

Work with industry-leading Adobe applications.

3

Evaluate your options.

- Build?
- Buy?
- Partner?

Taking Action

1

Adopt the Cloud Signature Consortium specifications.



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- ✓ Get the technical specifications
<http://www.cloudsignatureconsortium.org/specifications>
- ✓ Join the Cloud Signature Consortium
ask@cloudsignatureconsortium.org

Taking Action

2

Work with industry-leading Adobe applications.



- ✓ Join the Adobe Cloud Signature Partner program
<https://acrobat.adobe.com/us/en/why-adobe/cloud-signature-partners-program.html>
- ✓ Sign up for the Cloud Signature Preview
<https://adobe.allegiantech.com/cgi-bin/qwebcorporate.dll?idx=K5AGJ4>

Work with the global leader

- Reach 1B devices through Acrobat Reader
- Work with Adobe Sign. Clear market leader, per Forrester*
- Get in-product visibility for your cloud signature offering
- We're not in the digital ID business. You are!

Taking Action

3

Evaluate your options.

- Build?
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Cloud Signature Consortium Technology Providers

- ✓ Intesi Group
<http://www.intesigroup.com/en>
- ✓ Intarsys
<http://www.intarsys.de/>

Tech Different!

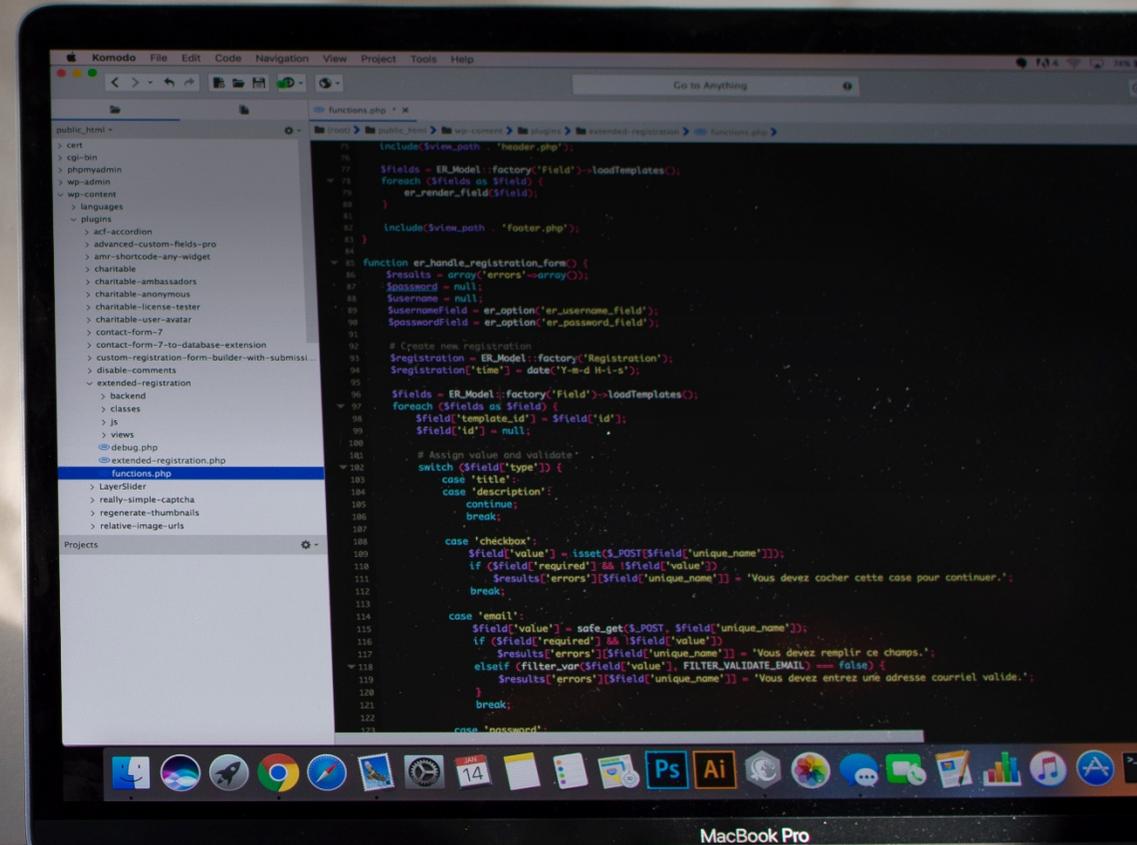
Unconventional thought, innovative proposals and innovative solutions that will transform the market of logical security, digital signature and encryption.

Cloud Platform

- 2 million signatures per month
- 1 million active users

On Premise

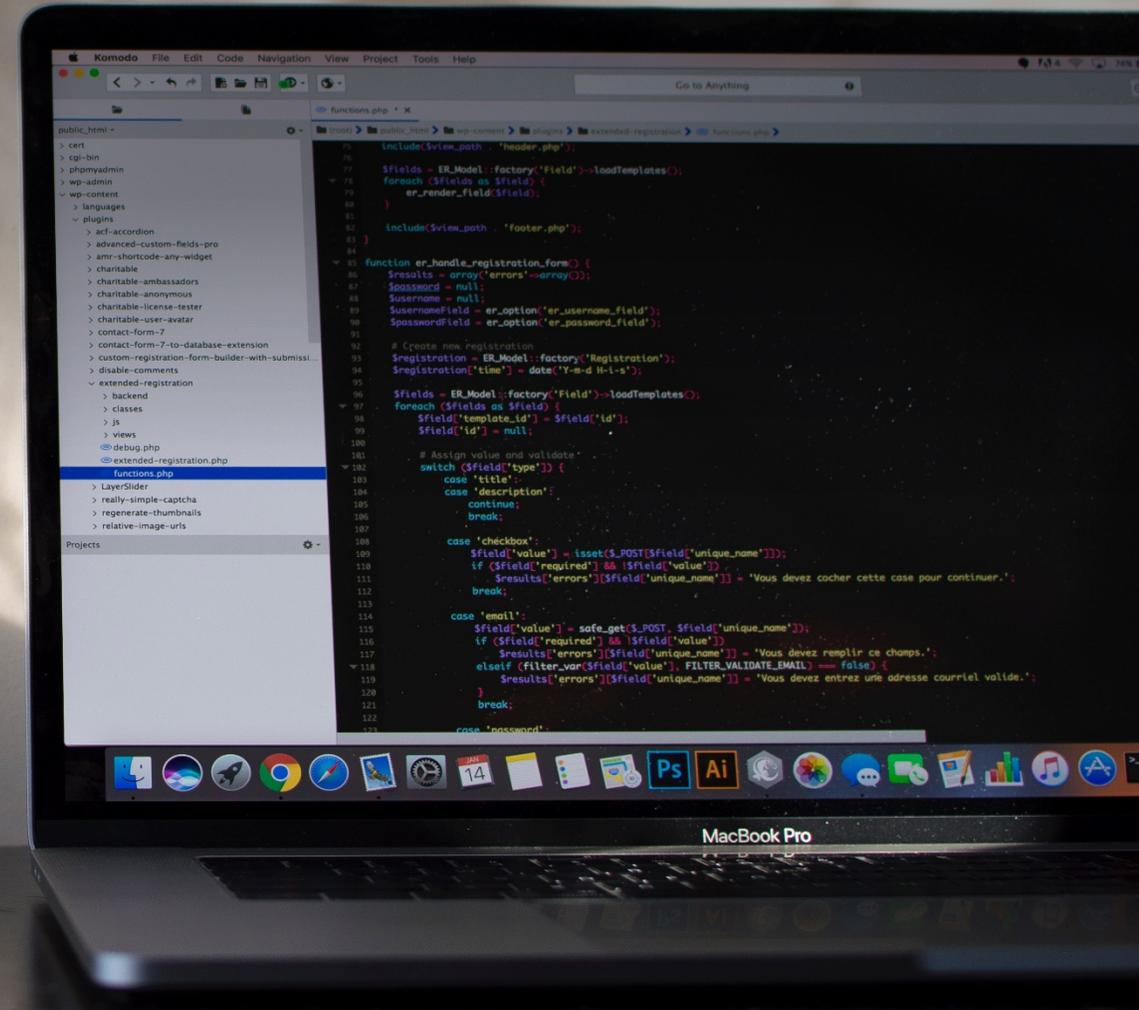
- > 10 million certificates
- 0 downtime
- Up to 500 signatures per sec



Intesi Group: a Technology provider



- ✓ 2009 First Remote Signature project in Italy
- ✓ 2011 IdenTrust certification
- ✓ 2015 Qualified Secure Signature Creation Device
- ✓ 2016 Gartner Electronic Signature Market Guide
- ✓ 2017 Intesi Group Cloud Signature integrated in Adobe Document Cloud



On-Premise infrastructure

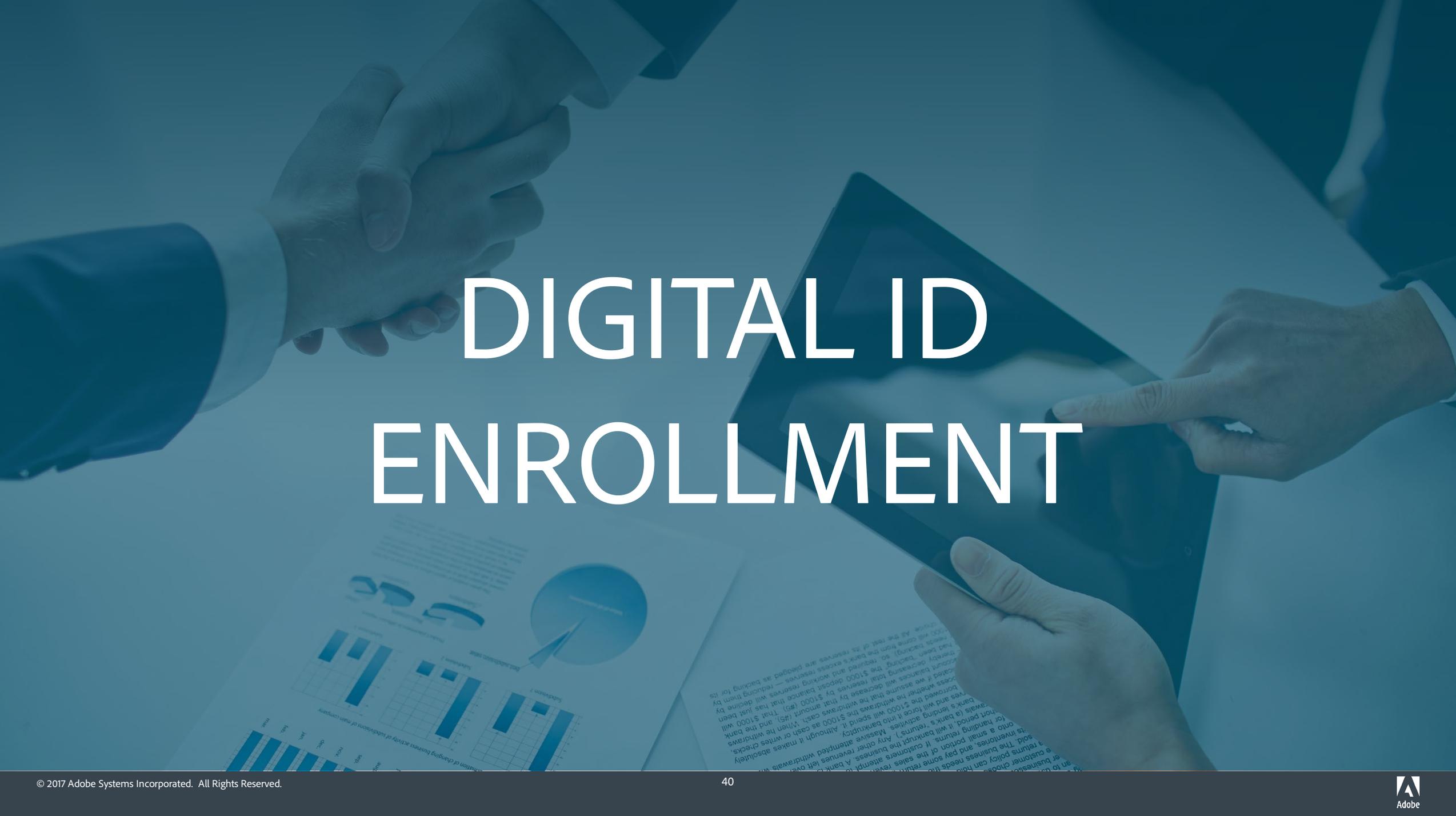


- Qualified SSCD
- CSC compliant
- CA independent
- Scalable performance
- Business continuity
- Simple Integration
- Multi OTP provider
- Electronic Signature/Strong Authentication/Encryption

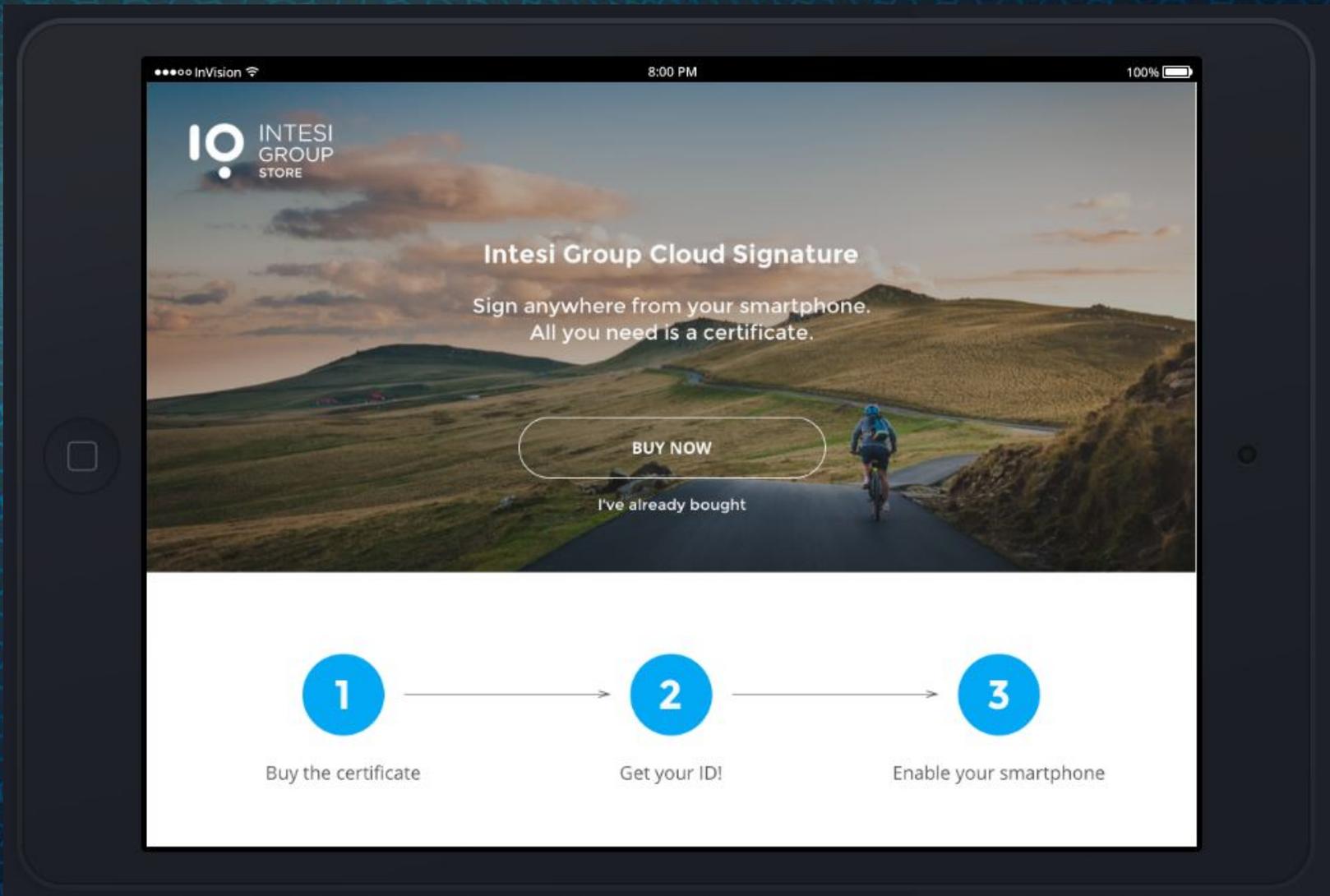
Cloud services

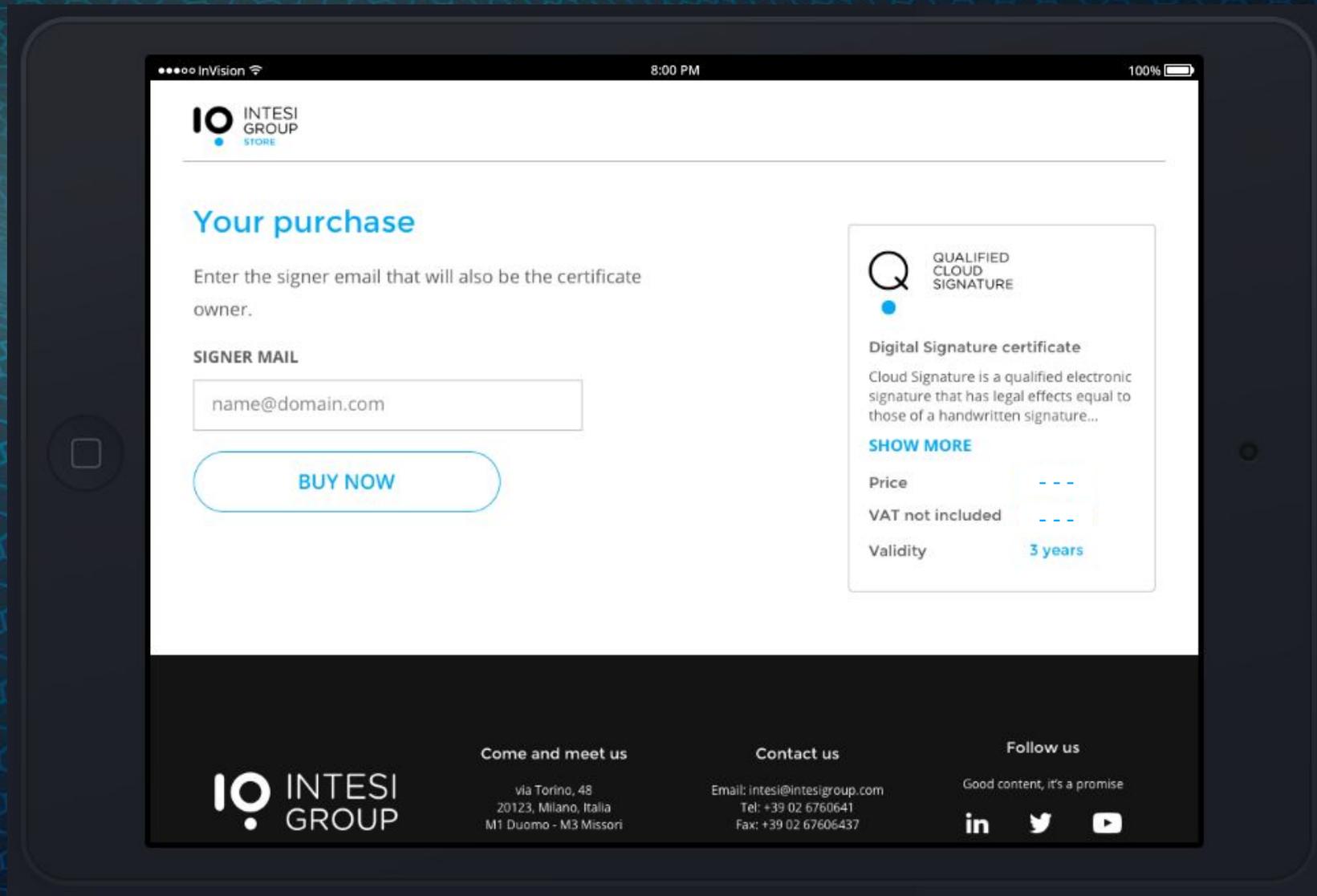


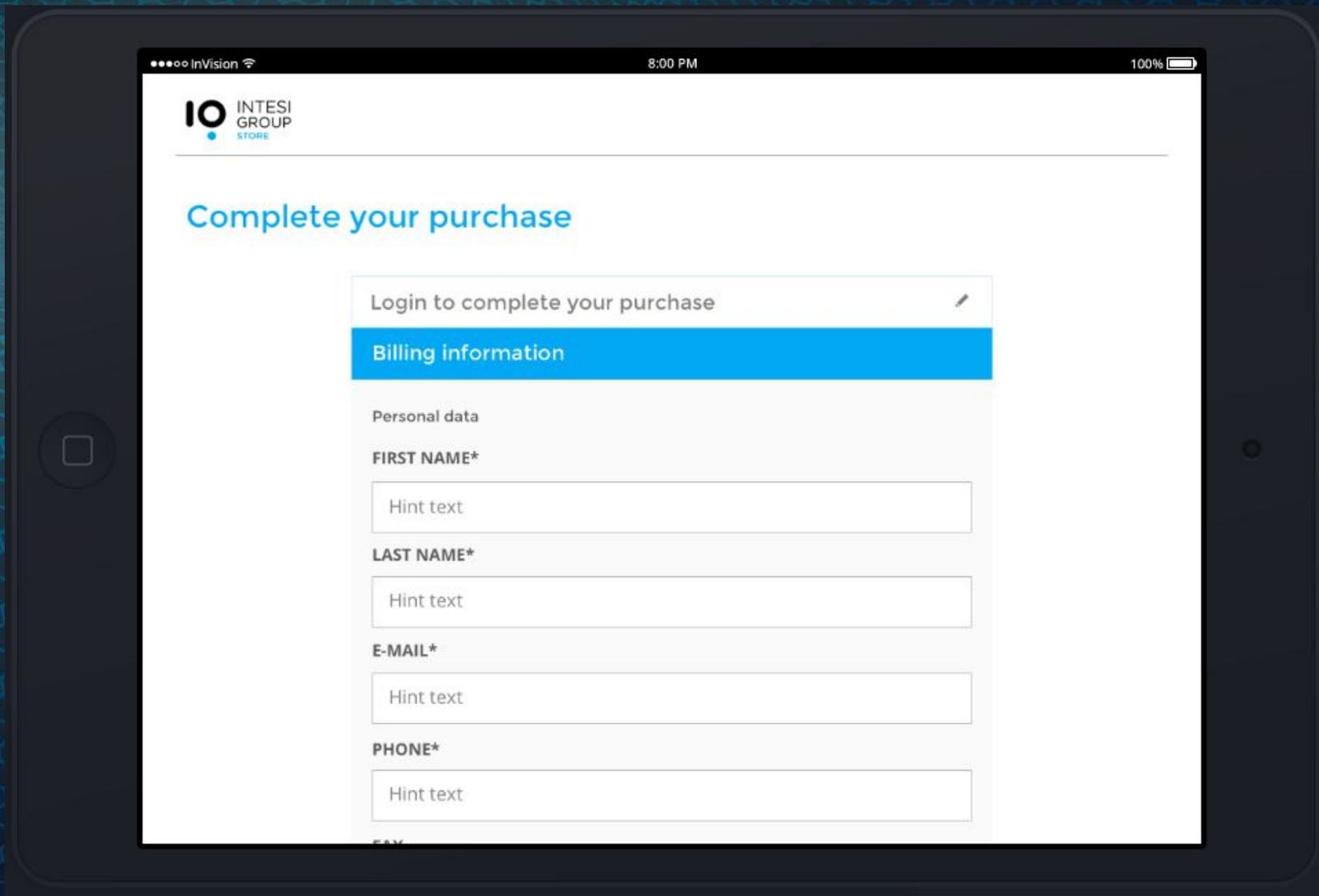
- Based on PkSuite products
- Transparent migration to on premise infrastructure
- Multi CA connectors
- High availability (Multi site installation)
- Web portals
- Mobile Apps
- OEM offer
- No initial investment
- Fast adoption

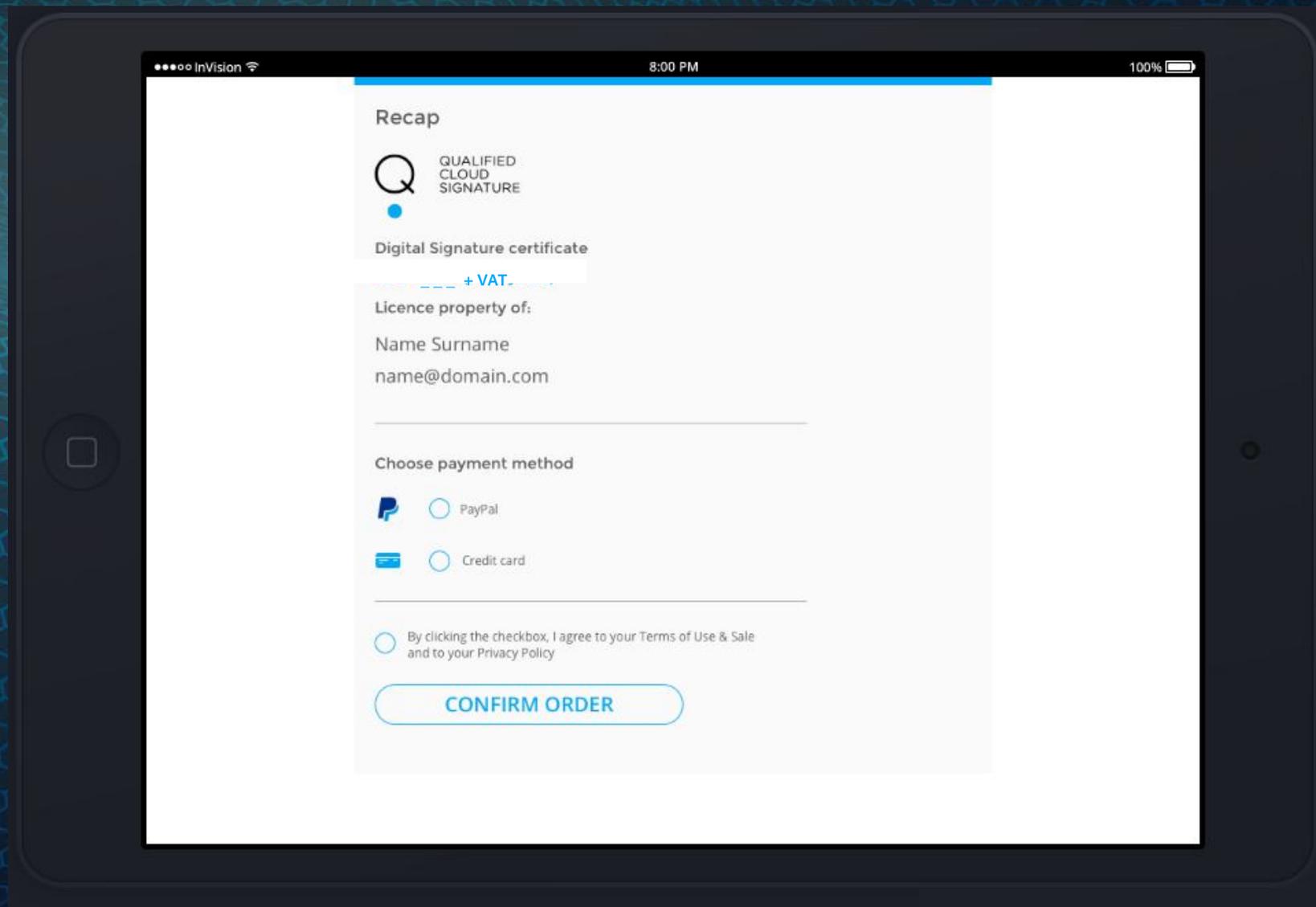
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DIGITAL ID ENROLLMENT









InVision 8:00 PM 100%

Recap

 QUALIFIED CLOUD SIGNATURE

Digital Signature certificate

[+ VAT.](#)

Licence property of:

Name Surname
name@domain.com

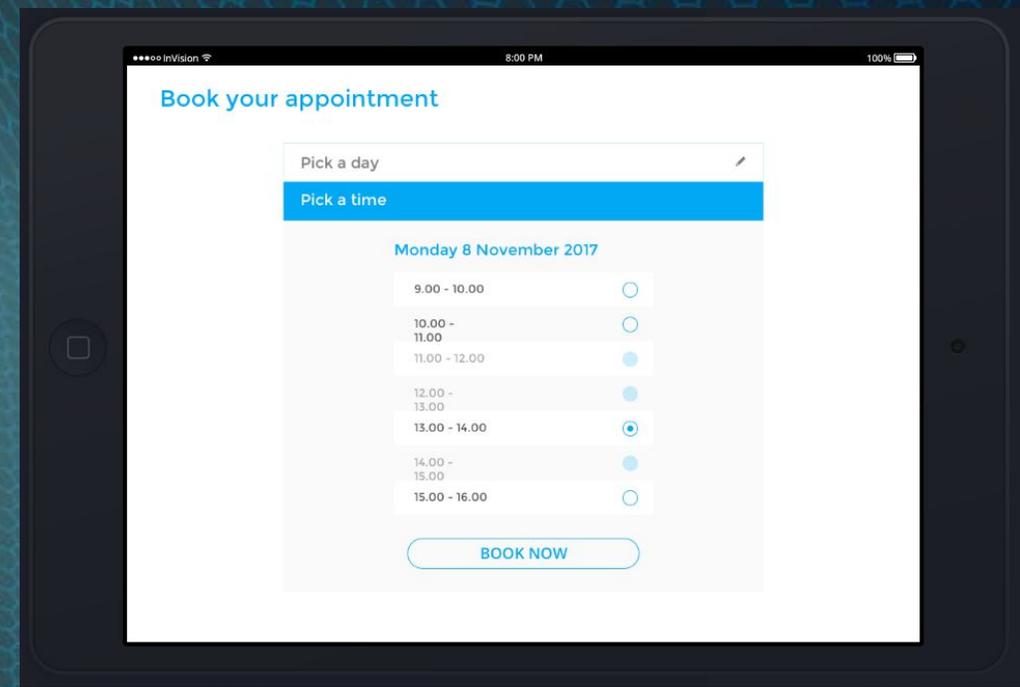
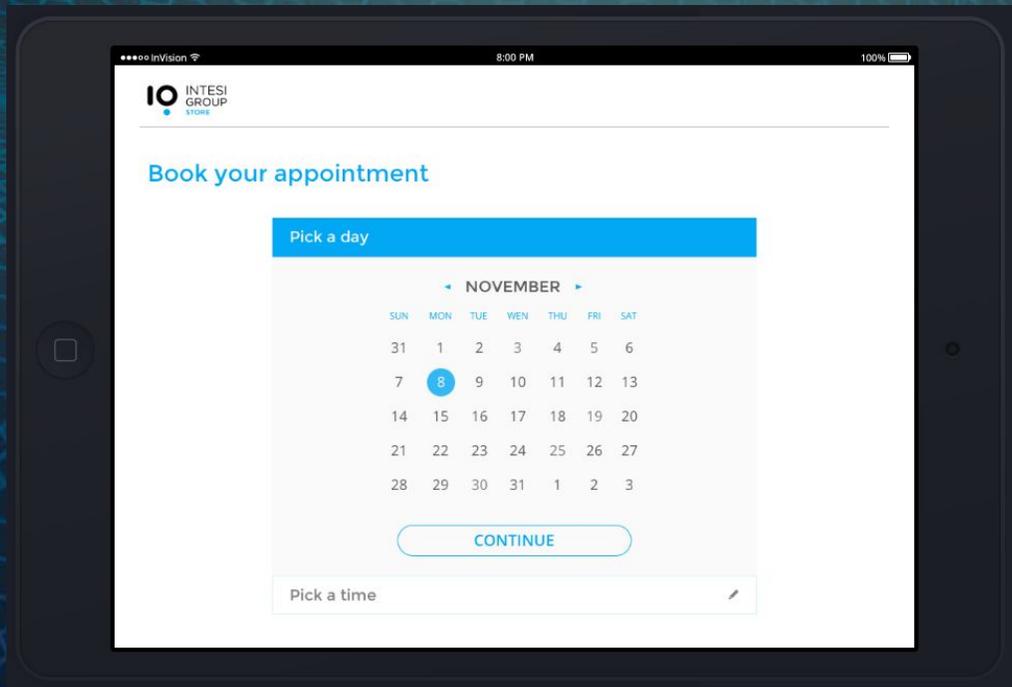
Choose payment method

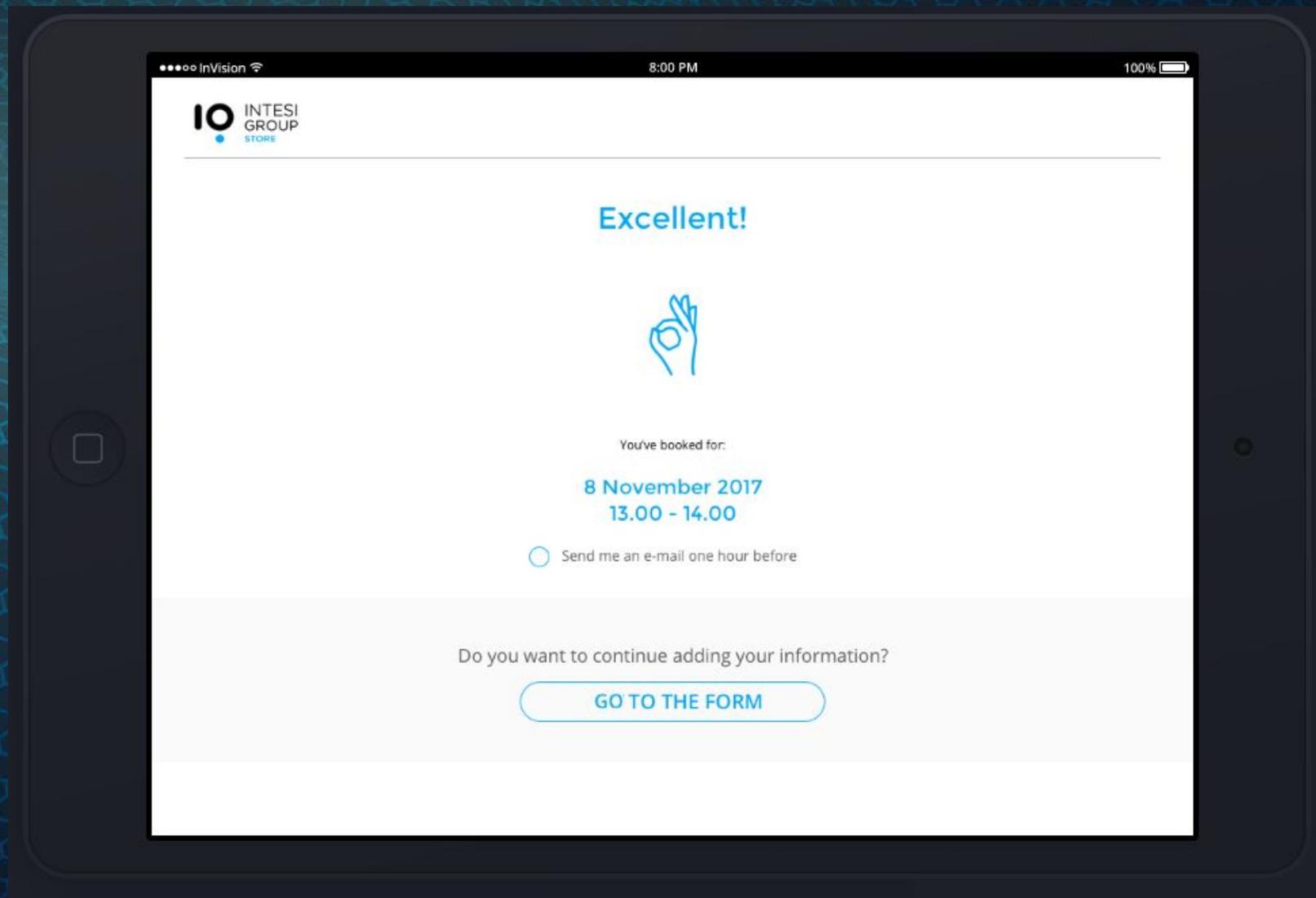
 PayPal

 Credit card

By clicking the checkbox, I agree to your Terms of Use & Sale and to your Privacy Policy

CONFIRM ORDER










Registration successfully completed

Click the following button to enroll the certificate.



If it doesn't work, copy the following link in your browser:
<https://user.test4mind.com/public/check.php?ng=s>





Intesi Group S.p.A. | via Torino, 48 - 20123, Milano - Italia | www.intesigroup.com



Mail 16:24 test4mind.com

Cancel Certificate PIN

Insert (and remember) the PIN for the new credential

•••4

Confirm PIN

Done

< > Insert PIN Done

1 2 3 4 5 6 7 8 9 0

- / : ; () \$ & @ "

+= . , ? ! '

ABC space Next

Mail 16:24 test4mind.com

Valid

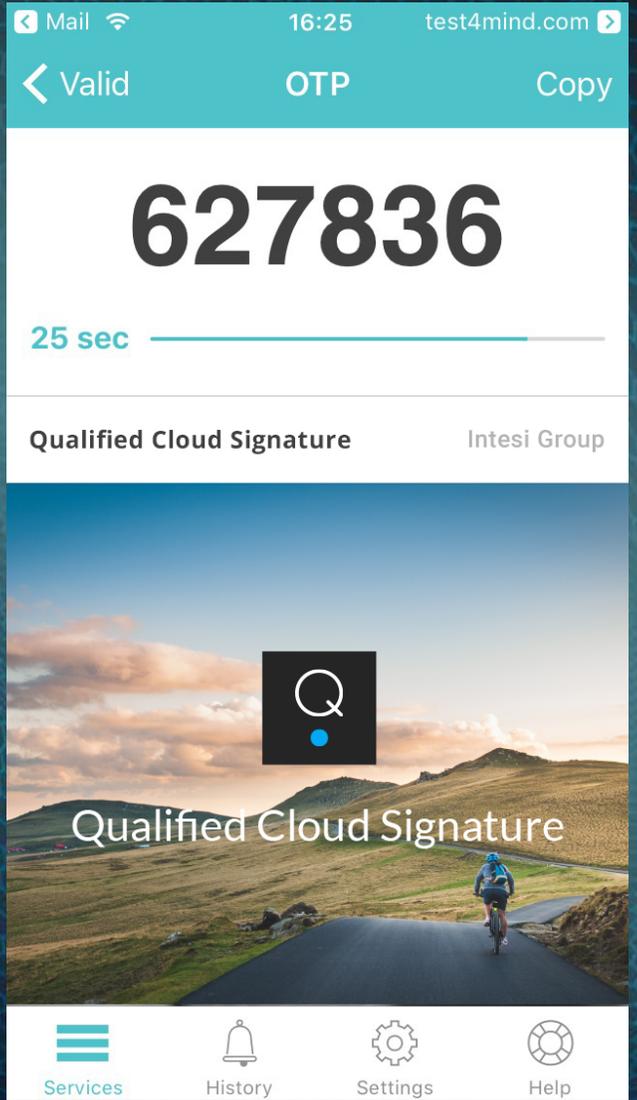

Qualified Cloud Signature
Intesi Group

Valid

Certificate enrollment completed!
 Soon you'll receive a confirmation email from your Certification Authority.

Ok

Services
History
Settings
Help



Taking Action

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Thank you!



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