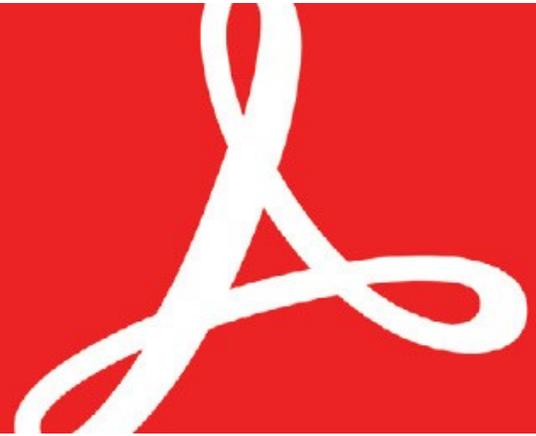


Simplify sales and speed revenue with Adobe Sign and Adobe Acrobat.



Rapidly adapt to today's challenging selling environment by digitizing quote and contract signing workflows to deliver 100% paperless sales experiences—including e-signatures.

Paper-based sales processes can bring workflows to a halt—delaying the sales cycle by days or even weeks. Productivity suffers when sales representatives are required to perform laborious, time-consuming manual tasks. Sales forecasting is more challenging without visibility into the status of deals, and operational inefficiencies waste precious company time and resources.

10x more at-risk customers
2x more at-risk revenue

Companies with minimal to no digital document processes report more business risk*

In addition, paper-based interruptions introduce room for error in contracts, closing, and order fulfillments. Deals are lost, customers and employees become dissatisfied, and costly legal action can ensue if proper compliance is not ensured. Reduce your business risk with Adobe Document Cloud. Digitize sales processes for 100% paperless, collaborative quote and contract processes that work on any device, are integrated into existing CRM systems such as Salesforce and Microsoft Dynamics 365, and free sales teams to spend more time with customers.

Make sales workflows fast and easy with Adobe Document Cloud.

Make inconsistent, paper-based sales processes a thing of the past. Take advantage of a lightning-fast return on investment with [Adobe Document Cloud](#), which includes [Adobe Acrobat DC](#), [Adobe Sign](#), [Adobe Scan](#), prebuilt integrations, automated workflows, and robust APIs. Transform inefficient sales processes into uninterrupted, 100% digital document workflows—complete with [e-signatures](#) that are [legally binding](#) and globally secure.

With simplified digital sales processes, organizations are able to adapt rapidly to better serve their customers, all while cutting costs and reducing delays. Freed from administrative tasks, sales teams are able to elevate their attention to more revenue producing activities that drive sales cycles forward—maximizing efficiency, minimizing risk, and ultimately increasing profit.

Adobe Document Cloud can be used across the entire sales lifecycle, from prospecting to renewal:

				
<p>Prospect</p> <ul style="list-style-type: none"> • New account/customer application 	<p>Develop</p> <ul style="list-style-type: none"> • Nondisclosure agreement • Terms and conditions • Internal proposal/quote approval 	<p>Close</p> <ul style="list-style-type: none"> • Sales contract • Quote or proposal • Financing application • Loan/lease agreement 	<p>Maintain</p> <ul style="list-style-type: none"> • New customer onboarding form • Change order • Project sign-off • Receipt of goods/services • Services agreement 	<p>Renew</p> <ul style="list-style-type: none"> • Renewal agreement • Contract addendum • Statement of Work (SOW) or insertion order

* [How Digital Document Processes Are Shifting From Best Practice To Business Necessity](#), a commissioned study conducted by Forrester Consulting on behalf of Adobe, June 2020.

Simplify, automate, and speed sales processes—from any location, on any device.

Transform existing quote and contract processes using Adobe Document Cloud to easily send digital documents for signature with a single click. Signers can e-sign documents from anywhere using a web browser or mobile device. Using out-of-the-box integrations, teams can also prepare and send documents for signature directly from within Salesforce, Microsoft Dynamics, and other customer relationship management (CRM) and contract lifecycle management (CLM) solutions—no need to switch applications.

With Adobe Document Cloud solutions you can:

- **Speed quote and contract preparation**—Easily create attractive, fully brandable digital documents directly from your CRM system or scanned paper forms. Easily create preapproved templates with signature and form fields for simple, repeatable processes.
- **Easily request signatures**—Send to one or many recipients in any order for approval or e-signature. Signers can review and sign—anywhere, anytime, on any device.
- **Create tailored workflows**—Use intuitive, drag-and-drop power to create custom workflows that route digital documents through the right steps, in the right order. Easily deploy standalone, self-service web applications.
- **Make sales processes collaborative**—Merge documents and organize pages into a single, searchable PDF. Send for

- comments from multiple reviewers or collaboratively redline documents in PDF or Word live in a Microsoft Teams session.
- **Gain real-time visibility**—Track real-time document status to confirm document delivery and show when customers view, approve, and sign documents. Get notified when people sign.
- **Reduce risk**—Automatic, complete audit trail for every transaction and secure storage in CRM or repository of your choice.
- **Secure sensitive quote and contract information**—Use file protection and advanced PDF redaction features to control who can see and edit document content. Tamper-evident seals confirm document integrity.
- **Work from within CRM and productivity tools used every day**—One step, out-of-the-box integration with CRM and CLM systems including [Salesforce](#), [Microsoft 365 Dynamics](#), [Oracle NetSuite](#), the [Microsoft 365 suite](#) and more. Building custom integrations is a snap with our robust [APIs](#).
- **Ease administrative work**—Automatically populate quotes and contracts with data from CRM or CLM systems. Once complete, updated information and completed documents are merged back into these systems of record.
- **Officially notarize documents**—Using Adobe Sign and our partner Notarize, documents can be notarized via any device in a video meeting with a commissioned notary.†

Sales organizations using e-signatures:‡



80% reduction in contract completion time

- Fast and compliant contract signature workflows with the ability to prepare new contracts in just 30 seconds
- Improved contract accuracy more than 95%

“Now, with Adobe Sign integrated with Microsoft Dynamics 365, our agents can populate a contract while on the phone talking to a prospect, and press send. The prospect can electronically sign while on the phone with us, without any hold up. It’s a far more engaging process.”

PIRAN SCOTT, divisional finance director, Lifetime Training



Faster quotes—from 2 hours to 10 minutes

- Getting agreements countersigned in less than 1 day gives sales more time to work with customers.
- Easy Salesforce CRM and CPQ integration allows sales representatives to generate, send, and monitor agreements and quotes from a single screen.

“We currently send hundreds of documents for electronic signature a month with Adobe Sign. With Adobe Sign, we’re dramatically reducing administrative work so that our teams can concentrate on providing the best customer service.”

DAN JUCKNIESS, chief sales officer, SPS Commerce

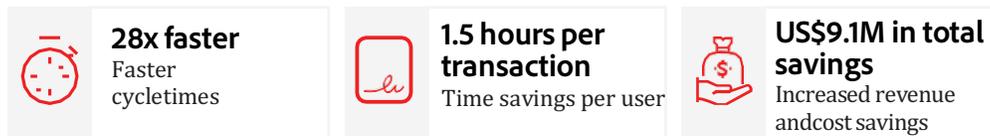
† Available in the United States only.

‡ [Adobe Document Cloud Delivers Better Experiences](#), a Forrester Total Economic Impact™ study commissioned by Adobe, August 2019.

Using Adobe Acrobat, Adobe Sign, and Document Cloud tools and services, companies can accelerate sales and increase efficiencies:

- **Do even more with Microsoft**—Now you can create, edit, view, sign, and track PDFs and e-signatures directly in your [Microsoft apps](#), including Word, PowerPoint, Excel, [SharePoint](#), and OneDrive. Plus, you have the integrated reliability of Microsoft 365 cloud security.
- **Keep document processes human**—Use [Microsoft Teams](#) integration for video document collaboration or live signing.
- **Rapidly digitize processes**—Scan existing documents or forms with [Adobe Scan](#). Easily create signable documents or forms aided by artificial intelligence (AI) form recognition.
- **Customize the experience with your brand**—Use your company’s logo, tagline, colors, and key messages to fully customize the experience with your brand.
- **Help ensure security with two-factor authentication**—Add an extra level of verification to signature workflows by requesting a password, using phone authentication, a government ID, or knowledge-based authentication (KBA).[§]
- **Use advanced digital signatures**—Meet advanced signing and compliance requirements with certificate-based [digital signatures](#).

Adobe Sign and Adobe Acrobat help digitize sales processes—removing friction and speeding critical business.**



Work with the digital document leader.

Adobe Acrobat and Adobe Sign accelerate sales workflows and provide exceptional digital document experiences for more than 75% of the Fortune 100. They optimize digital document workflows for preparing, protecting, sharing, and signing the most critical quote and contract documents.

When you choose Adobe Document Cloud, your organization gets:

- **End-to-end, exceptional experiences**—Adobe removes business friction, providing everything needed to create, design, and deliver 100% paperless experiences.
- **Performance driven through AI innovation**—Adobe Sensei, Adobe’s AI and machine learning foundation, powers features to easily prepare forms, streamline forms-based processes, embed PDFs into any digital experience, and deliver a better experience.
- **A trusted, secure, and compliant platform**—Adobe delivers 100% digital experiences in the cloud, from a flexible, secure, and globally compliant SaaS platform. Adobe Sign is certified compliant with rigorous security standards, and can also be configured to support compliance with industry-specific regulatory requirements. Our open, flexible cloud signatures and services help you adapt to constantly [changing standards and regulations](#) and maintain ongoing compliance.

“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.

“Our average turnaround time for contracts has gone from 28 days to 7 hours with Adobe Sign... Adobe Sign improves the experience for our sales people. It makes their lives much simpler, and they can spend more time working with customers—which improves customer experiences even further.”

ANDREA SWANN, global admin lead, BT Iowa State University Foundation

[§]KBA available in the United States only.

** [Adobe Document Cloud Delivers Better Experiences](#), a Forrester Total Economic Impact™ study commissioned by Adobe, August 2019.

- **Exceptional return on investment**—Adobe Document Cloud has an [ROI](#) of 2.8x–4.2x.^{***} It leverages existing investments by enabling critical document tasks of every kind, deeply integrated into applications being used every day.
- **A true strategic partner**—Committed to your success, Adobe helps you realize value with support for accelerated launch and implementation. Our experts provide the guidance, expertise, and resources for a successful deployment, including proven migration methodologies.

“We integrated Adobe Sign with Salesforce Service Cloud to enable engineers to generate field service reports automatically within Salesforce and trigger an e-signature request at the same time. With up to tens of thousands of field service report transactions every year, it saves a lot of time when they can handle everything in an automated digital workflow.”

ROBERT XU, enterprise applications solutions manager, Varian



Uniquely and deeply integrated into Microsoft applications, Adobe Acrobat and Adobe Sign maximize efficiency and productivity through:

- Instant access to critical documents from any device, platform, or browser
- Ability to create, review, revise, sign, and track digital documents from within existing applications
- E-signing and PDF tools built right into the Microsoft portfolio, including Microsoft 365, Teams, Dynamics 365, SharePoint, and more

^{***} [Adobe Document Cloud Delivers Better Experiences](#), a Forrester Total Economic Impact™ study commissioned by Adobe, August 2019.