Enhance efficiency across the document lifecycle.

Streamline digital document collaboration.

Table of contents

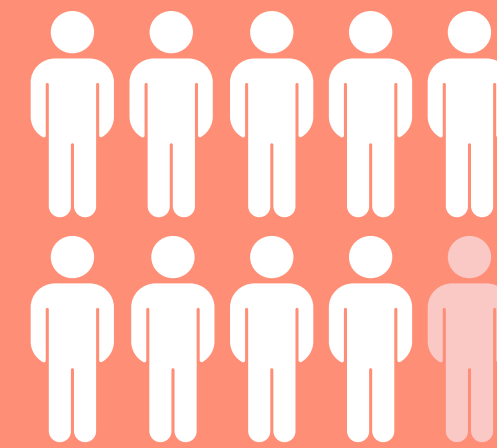# Driving business with digital documents.

Digital documents are indispensable in today's fast-paced hybrid workplace. In a 2023 Adobe survey with over 4,000 tech leaders and employees, global workers reported that digital documents are the top technology they "can't live without" – ranking them over video conferencing, instant messaging and collaboration tools.

There's a compelling link between productivity and the quality of tasks – those that are impactful, efficient and drive revenue. According to the survey, 87% of employees and 89% of leaders believe that subpar technology significantly hampers company productivity. In fact, 58% of leaders go as far as saying that outdated technology is decimating productivity, resulting in a loss of two to four hours daily. This technological bottleneck is not just about lost hours – it's impacting employee loyalty. Roughly 24% of employees are contemplating a shift away from their current roles within the next half-year, driven primarily by tech-related frustrations.

Modern businesses can't afford to deal with inefficient, inconsistent and unsecure document processes. These challenges lead to errors – jeopardising brand reputation, draining precious resources and introducing serious security risks. Without the right tools and workflows, organisations can face significant losses in productivity – and ultimately, profitability.
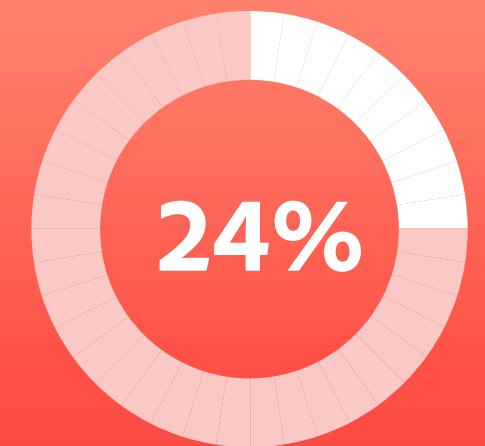
Thankfully, these challenges don't have to stay the status quo. New digital document solutions are paving the path to heightened productivity. These tools empower large organisations and small businesses alike to collaborate faster – and smarter – across devices and locations.

Adobe Document Cloud for enterprise features the world's leading secure collaboration and business process automation solutions, including Adobe Acrobat, Acrobat Sign, Acrobat Services and post-sales services. This full suite of digital document tools unleashes efficiency by providing a unified, secure solution for creating, consuming, reviewing, approving and protecting business-critical documents individually or at scale.

3

89% of tech leaders say poor technology affects company productivity.

24% of employees consider leaving due to poor work technology.

24%

2–4 hours

hours of company productivity are lost per day due to inefficient technology.

Source: Adobe Blog

Optimise your document workflow.

Hybrid work is the norm in today's digital-first environment, but different applications and services used on multiple devices mean more room for miscommunication, mistakes and security risks. Disconnected solutions and workflows can also lead to repetitive work and lags in document lifecycles.

Document Cloud for enterprise cuts out the clutter at every touchpoint, streamlining PDF processes and supporting security and compliance. This single solution facilitates smooth connections with internal and external tools, simplifying workflow steps and allowing stakeholders to work on PDFs inside the apps they already use every day. It also supports enhanced reading and signing experiences through compatibility with assistive technologies, promoting universal accessibility.

" Adobe provides a level of [IT] security that competitive solutions don't offer.

Jens Hittmeyer, Chief Information Officer, KWS

This comprehensive suite of document tools carves out efficiencies throughout all document processes – from collaborating to e-signing. Adobe Acrobat powers more productive teams by replacing paper documents and ad hoc manual processes with digital document workflows, helping organisations embrace digitisation with ease. It bridges gaps across organisations, enabling teams to standardise the ways they work with documents at scale and access files anywhere, anytime. Busy team members can review and approve PDFs on the go using their laptops, tablets or phones, and real-time notifications keep everyone on the same page.

Empowering digital transformation.

With Adobe Acrobat Sign, teams can easily manage secure and compliant e-signature workflows from start to finish, eliminating the need for physical paperwork and speeding up business. Acrobat Sign also enables organisations to get hundreds of signatures at once on agreements or legal forms with a single click, and tracking features provide visibility into every part of the agreement workflow.

KWS, one of the world's leading seed producers with agricultural organisations across 70 countries, digitised its document processes with Acrobat to speed up collaboration, centralise administrative tasks and keep files secure.

"Comparing different PDF solutions, we were impressed at the quality of Adobe applications," says Jens Hittmeyer, chief information officer at KWS. "Text recognition is second to none. E-signing is very mature, and superior integration with existing systems like Salesforce and SAP facilitates deployment significantly. Also, when it comes to IT security, Adobe provides a level of security that competitive solutions don't offer."

By scanning physical documents like paper-based invoices and incorporating Adobe's e-signature solution, KWS has dramatically streamlined document processes and improved collaboration across corporate sites. "Adobe's digital document solutions help us master every step on our path to becoming a paperless company," Hittmeyer says.

"

Adobe's digital document solutions help us master every step on our path to becoming a paperless company.

Jens Hittmeyer
Chief Information Officer, KWS

Automate workflows with integrated apps.

Document Cloud for enterprise drives productivity by streamlining error-prone document tasks. Capabilities like reusable templates, automatic processes, role assignments, tracking tools and notification reminders speed up predictable workflows – reducing burdensome bottlenecks, routing assignments to the right people and ensuring the correct information is included in templates.

Adobe Acrobat Services is a collection of APIs that power time-saving automations. Developers can take advantage of over 15 APIs to customise multistep workflows and unlock productivity for their companies. And for those less acquainted with software development kits (SDKs), Acrobat Services offers an option to build document experiences without API coding using Microsoft Power Automate connectors.

The solutions in Document Cloud for enterprise integrate with the systems, processes and applications organisations already use – including Microsoft 365, Salesforce, Workday, Google Drive, Dropbox and more – helping teams get the best value out of their total technology investment and update their document processes with fewer growing pains. Your teams can use PDF tools and sign documents within seconds without needing to jump from app to app.

The solutions in Document Cloud for enterprise integrate with the systems, processes and applications organisations already use – including Microsoft 365, Salesforce, Workday, Google Drive, Dropbox and more.
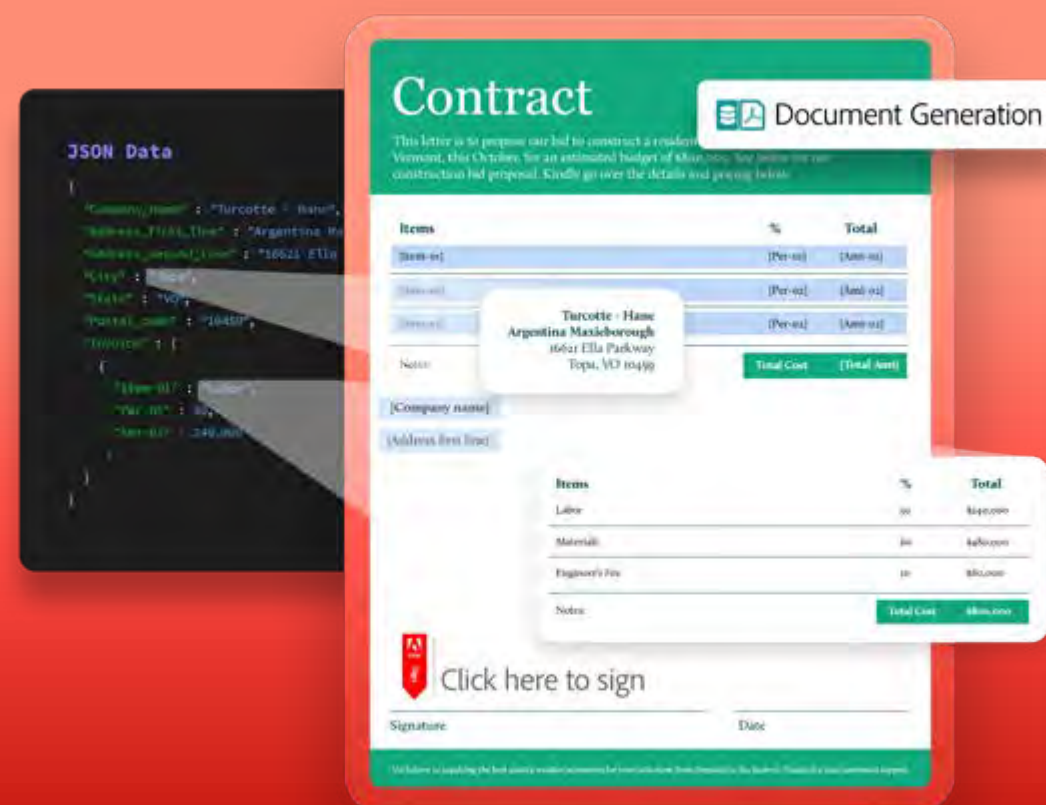
Remove manual tasks.

With Adobe Document Cloud for enterprise, organisations can automate custom document workflows to meet their specific business needs. Processes that used to involve multiple manual steps can proceed in minutes, thanks to the ability to use custom templates and assign specific people with event triggers.

Adobe's legal department harnessed automations to increase flexibility and customisation across workflows for processing common documents, such as quotes, sales contracts, procurement contracts and nondisclosure agreements (NDAs). To speed up contract execution and decrease the need for legal resources to draft and review files individually, the department used Acrobat Sign and Acrobat Services to develop Agreement Experience – a solution designed to support self-service and bespoke contracts from start to finish.

"With Agreement Experience, we've built an intelligent self-service contracting solution that empowers sales teams to execute deals faster and allows our legal team to focus resources on the most strategic and complex deals," says E.A. Rockett, vice president of the Office of the General Counsel at Adobe. "Agreement Experience shows how Adobe Acrobat Services APIs and the Acrobat Sign API can work together to create customisable solutions to tackle even the most complex enterprise challenges."

By applying automations to move contracts through different stages of the contract lifecycle, Adobe can reduce the contract execution time by 273%. This process will dramatically accelerate turnaround times across contract generation and approvals. "We anticipate saving 36,000 hours annually on total contract processing time, which will be big for our business and for our customers," Rockett says.

By applying automations to move contracts through different stages of the contract lifecycle, Adobe can **reduce the contract execution time by**

273%.

Focus on high-value work.

With a complete digital document solution, teams can spend less time tracking down details or tying up administrative tasks and more time concentrating on the work that matters. From sales and human resources to procurement and IT, Document Cloud for enterprise maximises efficiency for every department and drives productivity across industries.
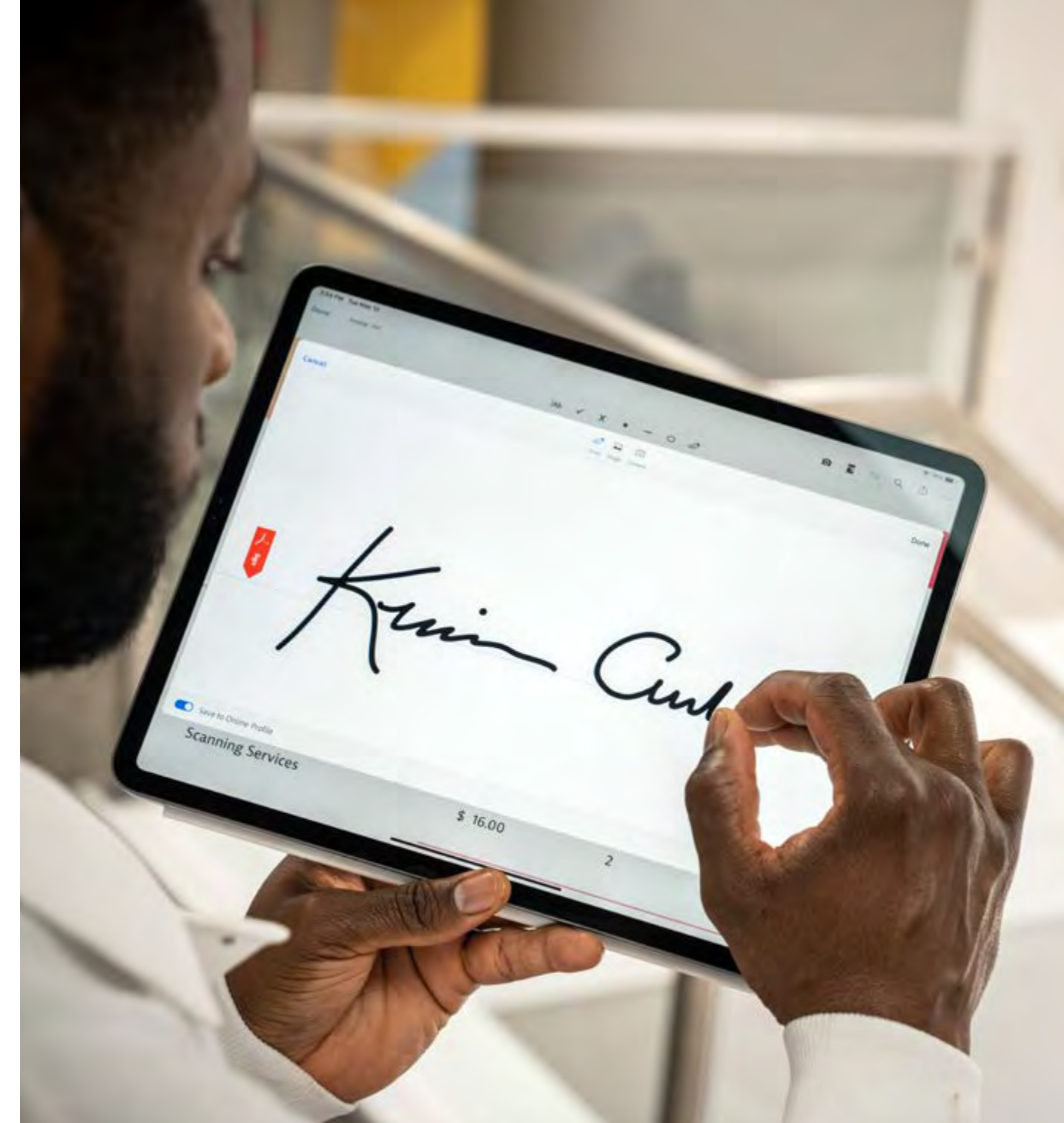
Global research-based pharmaceutical company AbbVie uses Acrobat Sign to speed up approvals, increasing agility and creating more space for employees to dedicate time to strategic work in over 70 countries. By partnering with Adobe, AbbVie modernised its technology processes to support its mission to deliver innovative medicines and make an impact on people's lives.

"AbbVie manages a lot of documents, from research and development to manufacturing processes to HR, purchasing and legal," says Lori Crane, associate director of medical affairs of medical programme management for oncology at AbbVie. "Collecting multiple signatures through email and on paper takes time and administrative work, and we knew there had to be a better way to do it."

With Adobe's enterprise e-signature solution, AbbVie streamlined the digital signing process with a clear auditing trail – delivering estimated time-savings of 75% per document. The shift played an important role in AbbVie's digital transformation efforts, impacting not only signature processes but also sustainability initiatives and the company's global output.

The solution's intuitive features and consistent experience across devices led to rapid adoption, as Crane's team initially began onboarding 2,000 new users each week across 30 countries. "In just over a year, we expanded our user base from 8,000 employees to 35,000. The volume of e-signature transactions has grown 330%."

AbbVie continues to expand e-signature processes and integrate with other internal tools and software to accelerate workflows while helping to ensure accuracy and compliance with documentation regulations.

With Adobe's enterprise e-signature solution, AbbVie streamlined the digital signing process with a clear auditing trail – delivering estimated time-savings of 75% per document.

Enhance collaboration with essential features.

As a holistic solution, Document Cloud for enterprise is designed to enhance efficiency across all stages of the document lifecycle.

Let's dive into a few of the most helpful features for working on files across teams and locations.

PDF review tools.

With Acrobat, team members can review, read and share PDFs no matter where they're working or which operating system they're using. You can send an anonymous or public review link in an email, share personalised invitations for commenting or host a review on Microsoft SharePoint or a network folder. Providing feedback is easy with intuitive commenting and markup tools, which don't require reviewers to sign in, install an app or switch to desktop for editing. In addition, you can convert PDFs to other formats like a Microsoft Word document to match the unique needs of your project.

E-signature functionality.

Acrobat Sign allows organisations to speed up the e-signature process. Recipients can sign files from anywhere on desktop or mobile – no app downloads required. Track and manage agreements with real-time notifications, request signatures in bulk with a single click, connect with tools you already use and personalise requests with custom branding.

Flexible access options.

Design and update documents anywhere inspiration strikes, thanks to functionality across devices. Document Cloud for enterprise clears the way for consistent collaboration across operating systems – including macOS, Windows, iOS and Android – and Liquid Mode optimises viewing for even the smallest screens.
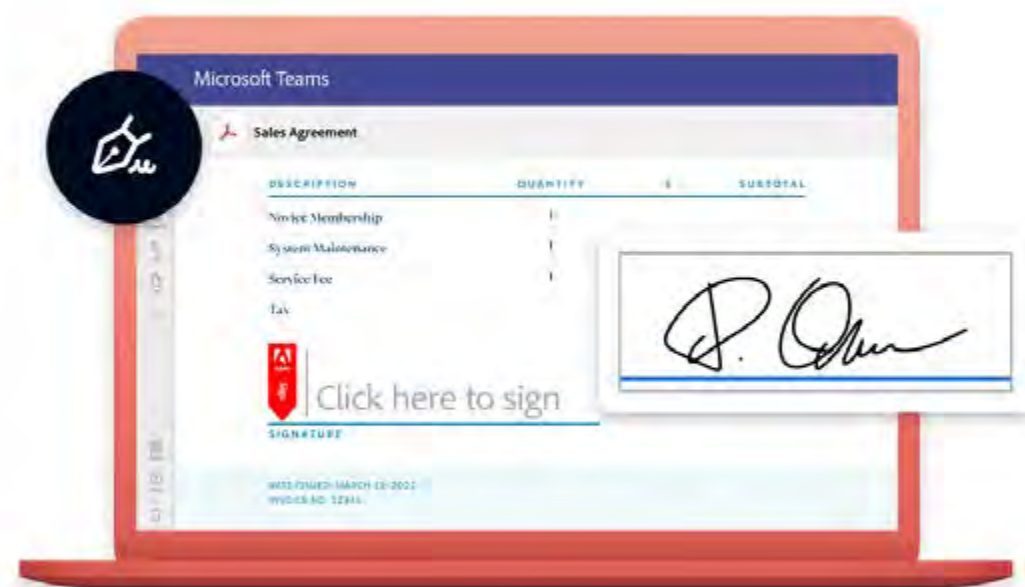
Connected storage solutions.

Adobe's multifaceted document solution offers multiple ways to manage and save your files. Whether you prefer to keep your files in Document Cloud, familiar apps like Microsoft OneDrive and SharePoint or Dropbox, or a combination of platforms, Adobe makes accessing and organising your files almost effortless.

Discover the power of Microsoft integrations – a closer look.

As a 2023 Microsoft Partner of the Year finalist and the 2023 Microsoft Independent Software Vendor (ISV) of the Year, Adobe is committed to bringing together trusted solutions to modernise workflows for organisations.

Integrations with Acrobat and Acrobat Sign make it possible for teams to create, share, track and sign PDFs without leaving everyday Microsoft 365 apps. Internal and external stakeholders can approve and send contracts in seconds directly within Acrobat and Acrobat Sign using add-ins in Microsoft Teams, Outlook, SharePoint and OneDrive. Automations and e-signature capabilities with Microsoft Power Apps and Microsoft Power Automate also drive process efficiencies.

Acrobat Services connects with Microsoft Power Platform, simplifying multistep custom workflows with more than 20 low-code document automations and over 75 ready-to-use templates.

Case study

REGENERON ®

Leading biopharmaceutical company Regeneron processes thousands of contracts a year. It partnered with Adobe to deliver more efficient, scalable experiences for patients, as well as its manufacturing and legal teams. It prioritised Acrobat Sign integrations with Microsoft apps like Teams, Word and Excel to speed up the signing process significantly.

The company also used automations to generate contract offers and signature requests, reducing processing time by 96% – from two hours to a little under five minutes.

"Adobe Acrobat Sign increases internal efficiencies, but it also allows us to improve how we interact with signers by giving them a fast, easy and touchless method of handling documents," says Anand Shah, senior manager of service delivery for Regeneron. "We estimated that by switching to an automated Adobe Acrobat Sign web form, one particular team was able to save $633,000 and 4,608 hours a year."

Teams across Regeneron now use Acrobat Sign to maintain detailed records, accelerate workflows and meet stringent compliance requirements from the FDA and other regulatory agencies.

"We're still discovering new processes where we can apply Adobe Acrobat Sign," says Jai Gulati, global head of application services and intelligent automation at Regeneron. "By improving internal processes, streamlining manufacturing and supporting research, we can make more efficient progress toward our mission of turning science into medicine for patients."

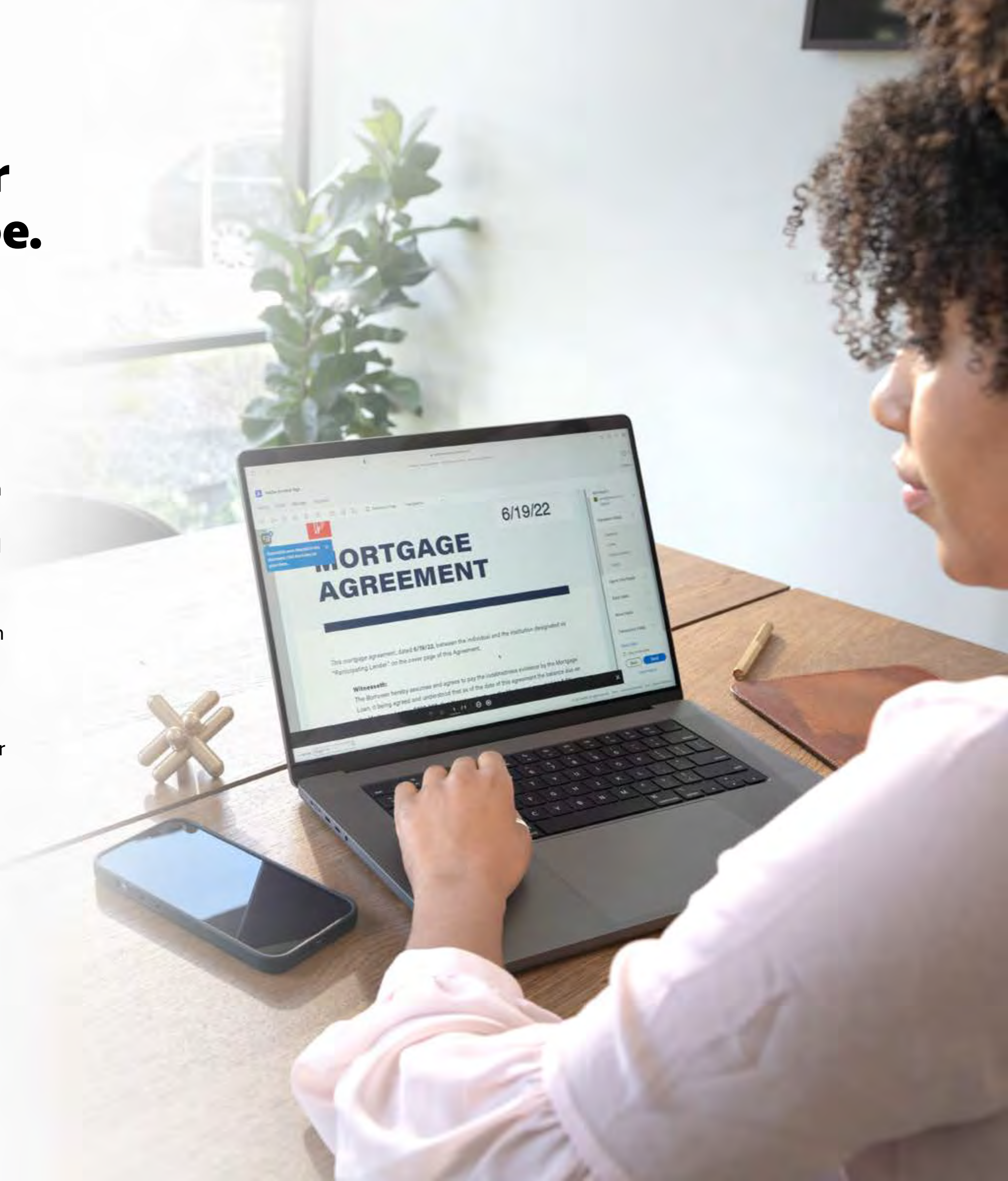# Drive efficiency for your organisation with Adobe.

As business continues to evolve to meet the demands of the digital age, leaders need to reduce disorganised workflows and optimise their systems for success.

Adobe Document Cloud for enterprise is the ideal solution for streamlining document creation, consumption, review, approval and security. By offering the world's leading secure collaboration and business process automation solutions, Adobe enables organisations to digitise and speed up document workflows and focus on business-critical work using time-saving automations and integrations. Companies can get the most value out of their software investment by connecting with their current ecosystem and simplifying processes.

With Adobe Acrobat, Acrobat Sign and Acrobat Services, leaders can scale document processes to meet the unique needs of their organisation at every touchpoint – and create opportunities to compete on the global level.

Enable powerful, efficient document collaboration for your organisation. Today and into the future.

Acrobat's got it.

Adobe can help.

As the inventor of the PDF and a trusted global leader since 1982, Adobe empowers organisations to unlock productivity with modern, unified solutions for complete document workflows. Adobe's digital document and e-signature tools are designed to simplify processes at scale, boosting business efficiency and building upon existing software and workflows.

Adobe Document Cloud for enterprise helps teams maximise their technology investment and drive revenue by enabling smooth document management, accelerated workflows and enhanced collaboration across teams, locations and devices. With Adobe Acrobat, Acrobat Sign and Acrobat Sign Services, organisations can unify their document processes and software – integrating with tools they already use, such as Google, Dropbox and Microsoft apps.

Learn more about how Document Cloud for enterprise can help your organisation gain enormous efficiencies.

Contact us

Sources

"Building a Tech Foundation to Enable High Productivity", Adobe customer success story for Regeneron.

"Fertilising the Digital Future with Data", Adobe customer success story for KWS.

"Future of Digital Work Enterprise Insights: Productivity Is a Shared Responsibility Rooted in Tech", Adobe Blog, 27 July 2023.

Kari Norder, "AbbVie Sets the Stage for Digital Transformation with Enterprise E-Signatures on a Global Scale", Adobe Blog, 23 April 2021.

"Self-Service Contracts for Business Users", Adobe customer success story for Adobe Agreement Experience.

Tulika Gupta, "Adobe Acrobat Recognized as a Finalist for the 2023 Microsoft Partner of the Year Award", Adobe Blog, 27 June 2023.