



Why Adobe Sign?



Deliver exceptional signing experiences and speed business processes with Adobe Sign. Part of Adobe Document Cloud, it's the easiest way to automate digital document workflows including forms, signatures approvals, and certified document delivery. Use it on the web, on the phone, or inside your favorite applications. It's Microsoft's preferred e-signature solution.

Top 5 Reasons to Choose Adobe Sign

1. Global, trusted leader in secure digital documents

- The world's foremost analysts, Forrester and Gartner, cite Adobe as a 'clear market leader' in electronic signature solutions
- Successful, stable company with 35+ years in business, 17,000 employees, \$7.3B annual revenue and \$1.2B R&D budget
- The #3 most admired software company globally; recognized as "best positioned for breakout growth" (Fortune 2017)
- Significant global presence with more offices, more data centers, and extensive product language support
- Proven standards leader with the world's first open, cloud-based digital signatures; where web and mobile simplicity meet the highest levels of compliance

2. Creating innovative experiences that transform business

- Delivering breakthrough user experiences with Adobe Sensei for artificial intelligence, machine learning and deep learning
- Transforming the entire digital document lifecycle - from document and form creation, to collaboration, to execution
- Ranked the world's #3 most innovative company by Forbes and in Fast Company's top 50 most innovative companies
- Adobe Sign is Microsoft's preferred e-signing solution with extensive co-development of Microsoft integrations
- Ability to build, test, and refine workflows with visual design tools and reusable templates - no coding required
- Users can scan documents on mobile and clean them up automatically with Adobe Scan before including in workflows

3. Security, privacy and compliance are part of Adobe's DNA

- Dedicated security and risk organization working across all Adobe products; extensive security framework guides all development
- Industry-leading, world-class infrastructure and compliance with hosting partners Amazon Web Services & Microsoft Azure[®]; delivering security, reliability and availability with 5 global data centers and ability to address in-country data handling requirements
- Unparalleled flexibility to comply with e-signature laws around the world, including strict requirements in Europe, Japan, and India
- Broad range of compliance scenarios including ISO 27001, SOC 2 Type 2, PCI DSS, 21 CFR Part 11, as well as, enabling compliance with key privacy legislation including GDPR^{*}, HIPAA, GLBA, FedRAMP Tailored^{*}, and FERPA

4. Enterprise grade support - partnering for successful deployment, integration and adoption

- Enterprise class contracts with up-front, transparent pricing that includes support, integrations and API usage - no surprises
- World-class onboarding and customer success managers dedicated to your success, with teams in major countries and a 9.5 out of 10 customer satisfaction rating
- Manage and fine tune Adobe Sign configuration with a single, powerful console across your organization or at a group level
- Administer all Adobe users - Adobe Sign, Adobe Acrobat and Creative Cloud - with single, integrated Adobe Admin Console
- Support, tutorials, and best practice materials are always included in the price of your contract

5. Unparalleled integrations

- Adobe Sign is Microsoft's preferred e-signature solution across Microsoft's portfolio so you can sign anything, anywhere in Microsoft Office 365, Dynamics 365 and SharePoint
- Salesforce integration is rated 5 Stars, with 3k+ reviews on AppExchange; Adobe was the first to deliver a Workday integration
- Broad range of prebuilt integrations for your favorite enterprise applications, with no programming required—including Salesforce, SAP, Workday, Saba, Apttus, Box, Dropbox, Google Drive and more
- Salesforce integration requires no code to setup; manage workflows directly inside of Salesforce instead of having to work in both applications, and data sync happens automatically and reliably

^{*}Coming soon, contact your Adobe Sales representative for more information.

Quick Facts

9.1M

Organizations trust and use Adobe Sign

6

Billion signature transactions per year

1st

Developed the first PDF digital signature standard, and now leading with a new standard for mobile and web

5 stars

Salesforce integration rated 5 stars with 3k+ reviews

1st

Workday integration, and still the most comprehensive

\$7.3B

Business with clear profits and leader in digital transformation

\$1.2B

R&D budget

5

Global data centers

34

Languages to choose from

80+

Security best practices used in software development

1000+

Patents in digital documents

Proven Results

Using Adobe Sign delivers a 383% return on investment and 21x faster time to signature. *The Total Economic Impact of Adobe Sign, a study conducted by Forrester Consulting on behalf of Adobe, 2017.*



The Total Economic Impact of Adobe Sign



300%

Reduction in time to create a sales contract – At a medical waste services company using automated workflows

80%

Less time to process new hires – At a state government commitment to paperless workflows

50%

Reduction in contract administration time – At a global distribution company using e-signature for contracts

>250%

Acceleration of customer applications from several days to 173 minutes – At a leading financial services company

20%

Decrease in time of overall sales cycle – At a leading parcel delivery company



Adobe and Microsoft have a strategic partnership.

Adobe Sign is Microsoft's preferred e-signing solution and together, we are driving joint innovation and breakthrough experiences.



Adobe provides unparalleled integrations with:

- Salesforce
- Workday
- Oracle
- SAP
- Custom applications
- Leading CRM, CPQ, CLM, HR, ERP and tools for collaboration and productivity

Our expanding list of partner integration provides seamless signing experiences in your favorite enterprise applications. Designed by identifying critical workflows and building deep, high quality integrations, our prebuilt connectors get you up and running quickly with easy setup and require no additional programming.



Adobe

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