



# Why Adobe Sign in VIP?

*Deliver exceptional experiences while driving business efficiencies throughout the entire employee and customer lifecycle—across any surface, at any scale. Adobe Sign, part of Adobe Document Cloud, transforms document processes into end-to-end 100% digital experiences. As the preferred e-signature solution for Microsoft 365, you can use Adobe Sign right from the applications you use every day. With out-of-the-box APIs, Adobe Sign easily integrates with the most common business applications, including Microsoft Dynamics, Microsoft SharePoint, and Workday.*

## Top reasons to choose Adobe Sign

### 1. The power of Adobe experiences

Adobe powers the world's most visionary brands, transforming how they compete. A great customer experience is the differentiator that separates market leaders from the pack. Only Adobe gives you everything you need to design and deliver exceptional experiences.

Paper-based processes—like filling out and signing a contract—interrupt and often ruin a great customer experience. Document Cloud can help you transform your end-to-end paper document processes, not just agreements, into automated, digital processes.

- Work better, smarter, and faster with Adobe Sensei powered experiences, including innovations like Adobe Scan.
- Create engaging experiences from first touch and throughout the entire employee and customer lifecycle with better intelligence that helps maximize efficiencies and grow your business.
- Give customers, employees, and partners the ability to sign online anytime, from any device or browser, anywhere in the world. With Adobe Sign, signatures are returned 21x faster. Transform sales, HR, and other business processes with automated signature and approval workflows built with easy-to-use visual design tools and reusable templates—no coding required.

### 2. Exceptional return on investment

Adobe Sign drives digital transformation across your enterprise. Our solutions are proven to deliver increased revenue, better operational efficiency, reduced risk, better compliance, and faster signatures, as well as improved ROI of your existing enterprise systems. And our simple, transparent pricing and contracts never have any hidden fees or surprises.

- Get more out of your existing enterprise investments and help ensure faster adoption with Adobe Sign for enterprise out-of-the-box integrations for your favorite enterprise applications—no programming required—including the entire Microsoft portfolio, Salesforce, SAP, Workday, Nintex, ServiceNow, Apttus, Box, Dropbox, Google Drive, and more.
- Instantly transform a PDF into a web form that customers can easily fill out and sign. Plus, you can completely customize signing experiences to promote your company's brand.
- Achieve rapid time to value and business success with e-signatures leveraging extensive resources and Adobe's global ecosystem. No additional charges for prebuilt integrations, APIs, developer environments, training, tutorials, support, and more with Adobe Sign for enterprise.



Adobe provides **unparalleled integrations** with:

- Microsoft
- Salesforce
- Workday
- ServiceNow
- SAP
- Microsoft portfolio of solutions
- Custom applications
- Leading CRM, CPQ, CLM, HR, ERP, and tools for collaboration and productivity

Our expanding partner integration list 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 no additional programming.

### 3. Global scale, security, and compliance

Adobe invented PDF over 25 years ago. With over 250 billion PDFs opened in Adobe products and 250 million signature transactions processed in the last year, Adobe is the global leader in secure digital document experiences. Adobe's dedicated security and risk organization supports all Adobe products, and employs an extensive security framework to guide all development. Our solutions are hosted in six global data centers by market-leading infrastructure provider Amazon Web Services and are designed to meet or exceed compliance requirements for security and regulatory standards worldwide.

- Comply with e-signature laws around the world with the unparalleled flexibility of Adobe Sign, including strict requirements in Europe, Japan, and India. Our broad range of compliance scenarios include ISO 27001, SOC 2 Type 2, PCI DSS, and 21 CFR Part 11, as well as enabling compliance with key privacy legislation including GDPR, HIPAA, GLBA, eIDAS, FedRAMP Tailored, and FERPA.
- Combine the benefits of modern e-signatures with easy-to-use open, cloud-based digital signatures to help you stay compliant both now and into the future. Developed from the Cloud Signature Consortium, a revolutionary open-standard platform pioneered by Adobe.

### 4. A true strategic partner

Adobe delivers the programs and ecosystems to support your digital transformation, including a dedicated team, deployment services, and the advice and advocacy necessary for maximizing your investment. Adobe guides your deployment with best practices and training resources.

- Adobe product and support experts partner with you to work through any issues and provide the help you need—whether it's via phone, chat, self-service, or online communities. All support services are included with your license.
- Get 24x7, 365-day support with experts in deployment, licensing, and other IT topics, as well as open and track support cases from the Admin Console.
- Adobe Exchange—with 13,000 partners and more than 300,000 developers—extends your Adobe solutions with apps and services.

### Quick facts

|                    |   |
|--------------------|---|
| <b>2.8 to 4.2x</b> | ROI                                       |
| <b>28x faster</b>  | Cycle times                               |
| <b>65</b>          | Yearly hours saved per user               |
| <b>570</b>         | Yearly hours saved per admin              |
| <b>250B</b>        | PDFs opened                               |
| <b>85%</b>         | Fortune 1000                              |
| <b>8B</b>          | Electronic & digital signatures processed |
| <b>180M scans</b>  | Leading scanning app                      |

### Proven results

|               |  |
|---------------|--|
| <b>\$6.8M</b> | Cost savings over 3 years                        |
| <b>\$6</b>    | Adobe Sign saves \$6 per transaction             |
| <b>30%</b>    | Reduction in drop-off rates                      |
| <b>1.5 hr</b> | Adobe Sign saves users 1.5 hours per transaction |
| <b>\$540K</b> | Saved paper costs per year                       |

Using Adobe Sign delivers a 420% return on investment and 28x faster time to signature.

*The Total Economic Impact of Adobe Sign, a study conducted by Forrester Consulting on behalf of Adobe, 2019.*

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