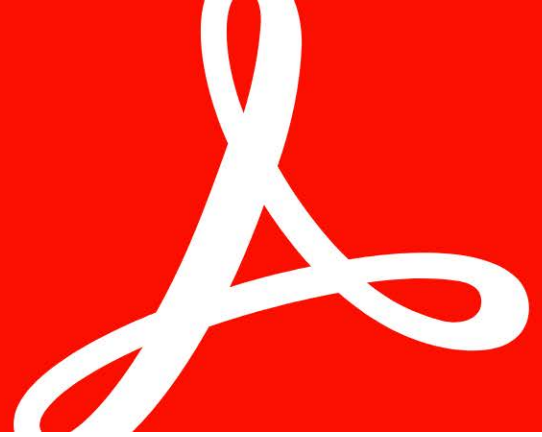


Adobe Acrobat Sign for Salesforce

Accelerate sales with e-signatures and automated workflows.



Speed up sales cycles and reduce frustrating delays in the contract approval process by adding legally binding, globally compliant Adobe Acrobat Sign e-signatures and automated workflows to Salesforce. The Acrobat Sign add-in seamlessly integrates with Salesforce so your sales teams can send, track, and sign contracts—anywhere, on any device—without leaving the Salesforce apps your teams use every day, including Sales Cloud, Service Cloud, Community Cloud, Salesforce CPQ, and more.

Close deals faster. Increase visibility.

With Adobe Acrobat Sign and Salesforce, your representatives can build contracts and send them for signature in a fraction of the time, which gives them more time to sell. And they can monitor approval status directly within Salesforce, so they always know where every deal stands. Acrobat Sign customers have seen their turnaround times drop by up to 95% and their number of completed contracts rise. Acrobat Sign integrates with leading Contract Lifecycle Management (CLM) and Configure-Price-Quote (CPQ) solutions, including Salesforce CPQ, to accelerate the entire quote-to-close process.

Acrobat Sign maximizes ROI on your Salesforce investment.



Get to revenue faster and improve win rates.



Deliver an all-digital customer experience.



Gain visibility into each contract's signature status.



Reduce legal, security, and compliance risks.



Maximize your Salesforce investment.



Close deals anywhere, on any device.



Minimize time-wasting administrative tasks.



Reduce costs associated with paper, printing, and storage.

Acrobat Sign for Salesforce makes it easy for customers to achieve fast results.

"We were looking to invest in proven technologies and strong support brought to us by a credible partner. That's what Adobe brings us."

JONATHAN BACK, CFO and Operations Director,
Diners Club UK






"Implementing Acrobat Sign and Salesforce helped us streamline processes—creating a uniform brand, eliminating errors and unnecessary delays from a manual process, and delivering an intuitive customer experience while enhancing security."

ADAM FOYSTON, Former Salesforce CRM Manager,
Exterion Media

"We didn't expect such a rapid rollout and adoption rate. The implementation was an immediate success, and it exposed the easy-to-use solution across the organization, leading to new ideas to further streamline other contracting processes."

CONNIE BRENTON, Director of Legal Operations, NetApp

Acrobat Sign can be used across the entire sales lifecycle, from prospecting to renewal.

				
Prospect <ul style="list-style-type: none">• New account/customer applications	Develop <ul style="list-style-type: none">• Nondisclosure agreements• Internal proposal/quote approvals	Close <ul style="list-style-type: none">• Contracts• SOWs• Insertion orders• Quotes/proposals• Financing applications• Loan/lease agreements	Maintain <ul style="list-style-type: none">• New customer onboarding forms• Change orders• Project sign-offs• Receipts of goods/services• Service agreements	Renew <ul style="list-style-type: none">• Renewal agreements• Contract addendums

Deliver all-digital signing experiences.

By integrating Acrobat Sign with Salesforce, you take the hassle out of signing documents. Administrators can easily create a custom agreement template in Salesforce that automatically populates customer information and then sends it for signature. Recipients can just as easily sign from any device in a few clicks, without downloading or installing any software. And once they sign, the Salesforce record is updated, and the final version is automatically archived and sent to all parties.

Maximize productivity.

Use the Acrobat Sign visual designer to streamline multiple-signer workflows, optimize signature fields, and preprogram recipient routing rules based on contact role/job title and optional signers. Automatically populate data from Salesforce into documents that you send for signature, and push data captured from those documents seamlessly back into Salesforce, without rekeying information.

Once a transaction is complete, you can trigger status updates by email or within Salesforce Chatter. Or automatically initiate downstream activities such as invoicing, order fulfillment, customer onboarding, and payment collection. Acrobat Sign even has a Salesforce component that shows you the status of contracts in your email feed, so you can track and manage Salesforce contracts right from Gmail and Microsoft Outlook. You can also add Acrobat Sign web forms to Community Cloud portals, enabling your clients to quickly access and sign agreements right from the portal page. Customer data from the forms can be mapped back into Salesforce.

Reduce legal and compliance risks.

Human error is a risk in any organization. It can be too easy to accidentally send an outdated version of a contract or mistype pricing on a quote. With Acrobat Sign, you can replace manual processes with a 100% digital solution, minimizing costly legal and compliance risks.

A trusted and secure platform.

Acrobat Sign supports [electronic signatures](#), including [digital signatures](#), certified signatures, and cloud signatures. All signature types are legally valid and enforceable in nearly every industrialized country around the world. Acrobat Sign meets the most rigorous global regulations and standards including ISO 27001:2013, SOC 2 Type 2, PCI DSS V3.2.1, FDA 21 CFR Part 11, HIPAA-Ready, GLBA-Ready, FERPA-Ready, and FedRAMP Tailored. And all Acrobat Sign data and documents are encrypted both in motion and at rest.

For the current list of Adobe certifications, standards, and regulations, visit www.adobe.com/go/security-and-compliance.

Work with the digital document leader.

Adobe invented PDF more than 25 years ago and is the global leader in secure digital documents—with Adobe Document Cloud, including Acrobat Sign and Adobe Acrobat powering employee and customer experiences for more than 75% of the Fortune 100. And [Adobe Document Cloud](#) delivers 100% paperless processes to keep business moving—even for remote workforces and global offices. The result is exceptional customer experiences, improved business efficiency, and unparalleled productivity.

