Adobe Sign

Adobe Sign for CallidusCloud CPQ.

Accelerate the quoting process and get to revenue faster with Adobe's trusted e-signature solution.

Eliminating delays and errors in the sales workflow is critical for any successful business. That's why your company uses CallidusCloud CPQ to automate the quoting process and build intelligence into your pricing. Now you can expedite approvals by adding Adobe Sign to your CallidusCloud solution. Adobe Sign makes it easy to send proposals, quotes, and contracts for e-signature, right from the sales tools you already use, so you can close deals faster.

Seal the deal in less time. And minimize risk.
Adobe Sign integrates with CallidusCloud CPQ, so you can create and send sales documents to clients directly from the business systems you use every day. Automatically import details and pricing for each unique deal from CPQ so your quotes are error-free. Then send all sales documents for approval in seconds, without leaving CPQ. You can attach a personal message, send multiple documents to multiple signers, and even add authentication for added security. Documents are sent electronically to signers without the delays of faxing or overnight mail. And recipients can sign in a few clicks, reducing typical approval times from weeks to days, or possibly minutes. You can even flow data collected during the signing process right back into CPQ to avoid rekeying errors and ensure every detail of every deal is in one convenient place.

Track every quote, every step of the way.
Adobe Sign provides a fully auditable tracking process for all your outstanding quotes and proposals. From a simple dashboard view, you can monitor where each document is in the approval process in real time, so you can step in quickly if a deal stalls. Get full visibility into your sales pipeline for more predictable revenue forecasts. Receive notifications when proposals are signed so you can quickly initiate the next step of the sales process. And automatically store all signed documents—along with a complete audit trail—in CPQ so they are easy to access whenever you need them.

Make signing simple.

With Adobe Sign, it's easy to deliver an exceptional signing experience to all your customers. When documents are ready for approval, recipients receive an email with a link. All they have to do is click the link from any browser or mobile device, and they are led through a few simple clicks to sign—from anywhere. No additional software or downloads required. You can add your own corporate branding elements to every quote or proposal to deliver documents that are consistent with your company's look and feel. And you can customize the signing process to meet your business needs.

Protect documents and help ensure compliance.

Adobe Sign employs rigorous security practices to protect your documents, data, and corporate information. Our trusted e-signature solution is certified compliant with ISO 27001, SOC 2 Type 2, and PCI DSS. And it can be configured to meet industry-specific compliance requirements, such as HIPAA, FERPA, GLBA, and FDA 21 CFR Part 11. For added security, you can use advanced controls for signers, such as second-factor authentication or certificate-based digital signatures. And rest assured that e-signatures are legal and enforceable in nearly every industrialized country, thanks to laws such as the U.S. ESIGN Act and EU eIDAS Regulation.

About Adobe.

Adobe is a global leader in digital marketing and digital media solutions. Adobe's tools and services enable customers to create groundbreaking digital content, deploy it across media and devices, measure and optimize it over time, and achieve greater business success. As the creator of Acrobat software and the PDF file format, Adobe has been a pioneer in electronic document solutions for more than 25 years. That's why global Fortune 1000 companies across a broad range of industries trust Adobe solutions every day to help them innovate while reducing costs and increasing efficiencies across their organization.

About CallidusCloud.

CallidusCloud enables organizations to accelerate and maximize their lead-to-money process with a complete suite of solutions that identify the right leads, ensure proper territory and quota distribution, enable sales forces, automate price quotes, and streamline sales compensation—driving bigger deals, faster. Over 4,600+ leading organizations, across all industries, rely on CallidusCloud to optimize the lead-to-money process to close more deals for more money in record time.