

The Total Economic Impact of Adobe Document Cloud

Through interviews with Adobe enterprise customers, Forrester concluded that Adobe

Document Cloud (including <u>Adobe Acrobat DC</u> and <u>Adobe Sign</u>) has the following three-year financial impact.

Summary of benefits

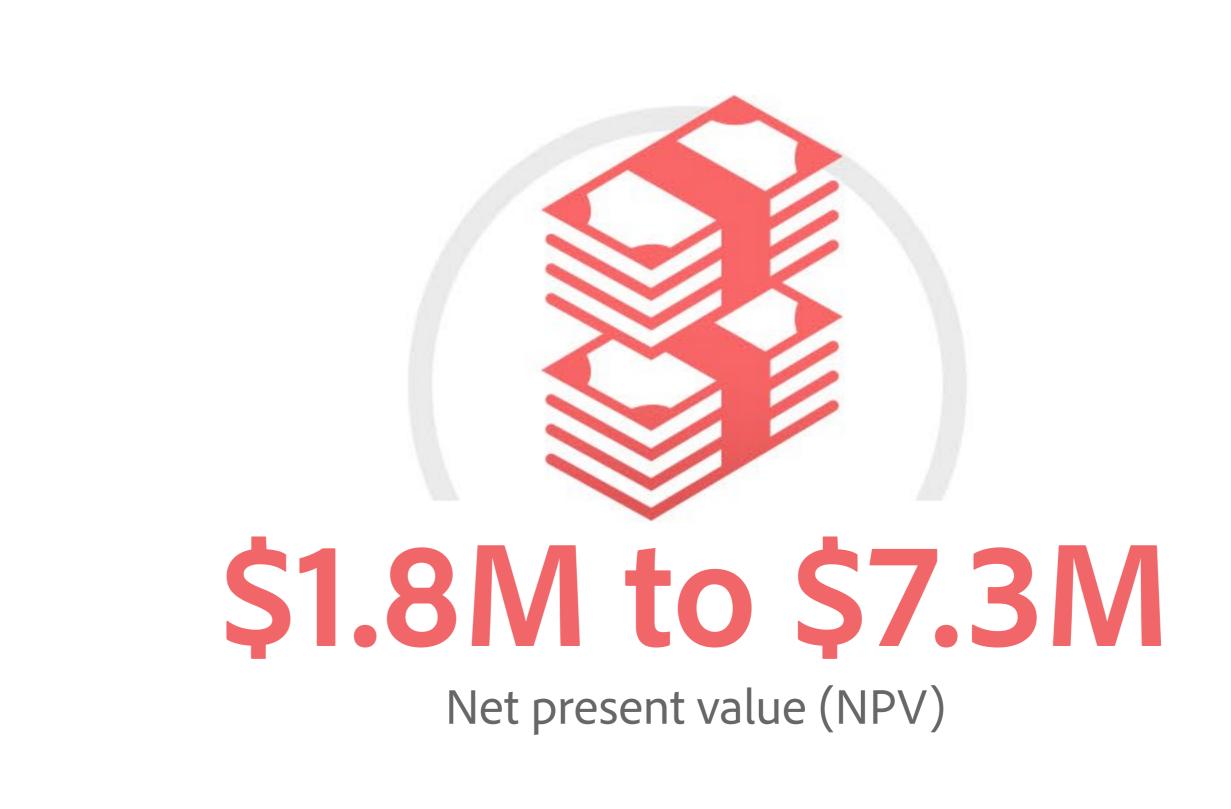
\$9.11

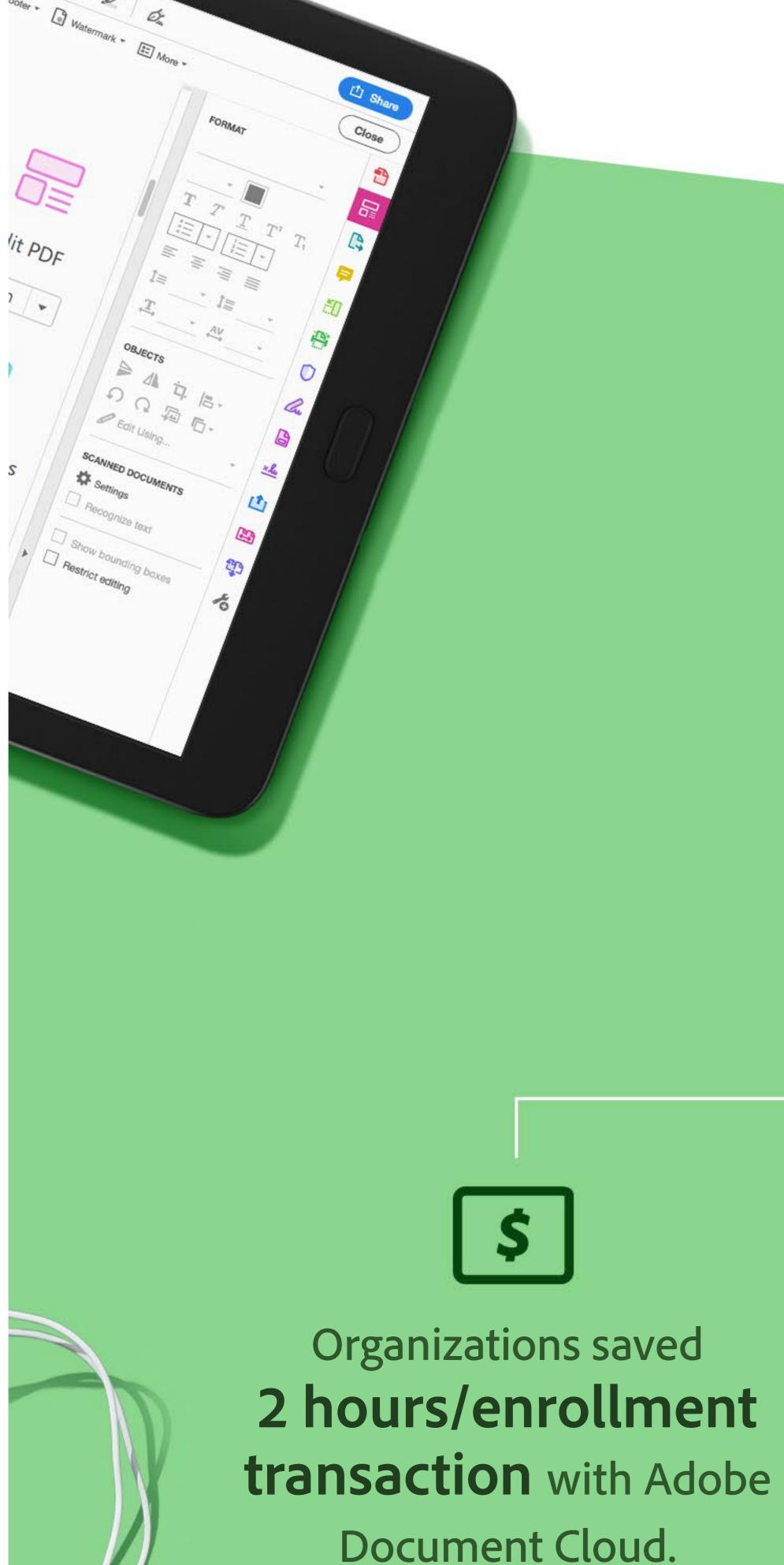
Total present value (PV) (over three years)

\$2.4M \$6.8M

Adobe Acrobat DC Adobe Sign







Operational benefits from Adobe Document Cloud



IT admins saved
570 hours/year.

Users saved 65 hours/year with Acrobat Pro DC, and 35 hours/year with Acrobat Standard DC.

Savings across the organization with Adobe Document Cloud

\$1.21

Saved in printing and hardware costs over 3 years

\$675

Saved per employee per year with Adobe Acrobat DC and an average of \$6 per document with Adobe Sign

Why customers choose Adobe Document Cloud

The interviewed organizations shared the following investment drivers:



Signature processes did not meet employee or customer expectations.



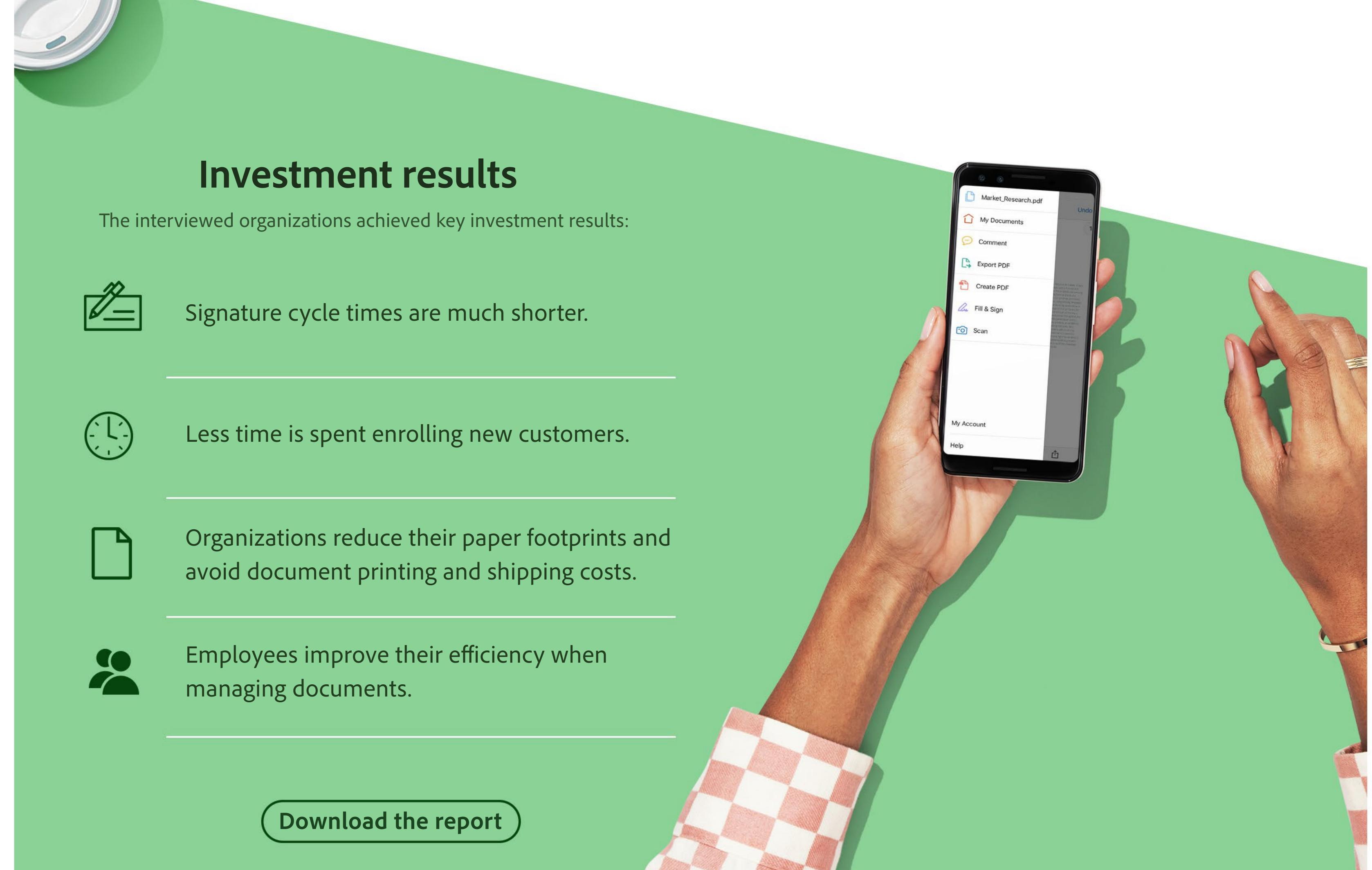
Printing and paper costs were too high.



Manual signatures and paper-based tasks interrupted security and compliance workflows.

"We do thousands of contracts each year, and when we use our paper process, there's a 50% drop off. Using Adobe Sign, we were able to move our completion rate to 84%."

—Head of multichannel services



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