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## Adobe Demonstrates New Adobe Sign Innovation; Advances Microsoft Partnership to Hong Kong Users

**Adobe Sign Now Powers Majority of Fortune 100 Companies, Microsoft Partnership Expands to Include PDF Services from Adobe**

**Hong Kong — 28 June 2018** — Adobe (Nasdaq: ADBE) today has demonstrated a series of powerful new enhancements to Adobe Document Cloud with advancements for Adobe Sign and new PDF integrations across Microsoft Office 365 to Hong Kong users. Adobe Sign is now more deeply integrated with Microsoft Dynamics 365, providing real-time access to customer details from LinkedIn Sales Navigator and more automated sales processes. Adobe Sign is also the first Cloud Service Provider in the industry to receive FedRAMP Tailored authorization that meets the U.S. government's rigorous security standards. With new PDF integrations, all Office 365 users with a subscription to Adobe Acrobat DC for teams or enterprise will now have the ability to create, manipulate, and view high-quality, secure PDFs right from the ribbon in online versions of Microsoft Word, Microsoft Excel, Microsoft PowerPoint, Microsoft OneDrive and Microsoft SharePoint.

"With 25 years of continuous innovation and development, the integration of PDF services, e-signature, Acrobat and mobile apps has made Adobe Document Cloud an efficient collaboration platform. This allows users to achieve higher efficiency at work, in study and daily life. Equally important, Adobe Document Cloud has become an integral part of digital transformation for businesses," said Alan Chan, general manager of Digital Media for Hong Kong and Taiwan, Adobe.

Adobe, working with Microsoft, is delivering superior digital document experiences to millions of joint customers, changing the game in workforce productivity.

"Whether onboarding an employee, signing up a new customer, or completing a critical sales contract, great experiences start where the document does, in Adobe Document Cloud," said Ashley Still, vice president and general manager, Digital Media, Adobe. "As leaders in document and productivity software, Adobe and Microsoft are integrating best-in-class cloud services like Microsoft Office 365, Microsoft Dynamics 365, Adobe Sign and now Adobe Acrobat DC to meet the needs of today's agile and rapidly evolving workforce."

"Microsoft and Adobe share a common vision of the workplace of the future—one that is centered on teamwork and collaboration," said Ron Markezich, corporate vice president, Microsoft Office 365 at Microsoft Corp. "Building on the initial success of our partnership focused on Adobe Sign, we're thrilled that Microsoft Office 365 customers now have access to the expansive PDF services from Adobe, right within the tools they use every day."

## New Advancements in Adobe Sign to Drive Business Forward

Last September, Adobe Sign became Microsoft's preferred e-signature solution for Office 365, and is deeply integrated across Microsoft's portfolio, including Microsoft Dynamics 365. Industry response to the partnership has been strong, and Adobe Sign now enables over half of the Fortune 100 with fast and secure signatures, contributing to the more than 8 billion electronic signature transactions that were processed through Document Cloud in the past year alone. Additional advancements in Adobe Sign introduced include:

- **Deeper integration with Dynamics 365.** Adobe Sign and Microsoft Dynamics are already used by hundreds of joint customers. Now they can leverage a new UI for quick navigation, real-time access to customer details from LinkedIn Sales Navigator to reduce contracting errors and automated sales processes by embedding Adobe Sign into multistep Dynamics 365 workflows.
- **FedRAMP Tailored authorized.** Adobe Sign has been granted authorization by the Federal Risk and Authorization Management Program (FedRAMP) and is now officially listed as FedRAMP Tailored authorized in the [FedRAMP Marketplace](#).

## Access the World's Best PDF Services from Adobe, Right Within users' Favourite Microsoft Apps

e-Signatures are one piece of an organization's digital transformation, but the best digital document experiences rely on so much more. Nowadays, 135 million monthly commercial active users of Office 365 have access to the best in e-signatures with Adobe Sign, and the best PDF services from Adobe. With new PDF services integrations for Office 365, customers can:

- **Access Adobe PDF services directly from the ribbon in online versions of Word, Excel and PowerPoint** to convert documents into high-quality Adobe PDF files that preserve fonts, formatting and layouts and can be password protected.
- **Access Adobe PDF services within SharePoint and OneDrive** to create and view high-quality Adobe PDFs that preserve fonts, formatting and layouts and can be password protected. Combine multiple file types into a single PDF that users can use for archiving or distribution, and convert PDFs into editable Word, Excel, PowerPoint or RTF files from their mobile device or online.

## Availability

New PDF services integrations with Office 365, including Word, Excel, PowerPoint, OneDrive and SharePoint, are available with [Adobe Acrobat DC for teams and enterprise](#). [Adobe Sign for Dynamics 365 is available with Adobe Sign for Enterprise](#).

## Helpful Links:

- [Read more from Ashley Still, vice president and general manager, Digital Media, Adobe](#)
- [Read more about PDF services and Adobe Sign for Office 365](#)
- [Read more about Adobe Sign integration for Dynamics 365 CRM](#)
- [Read more about all Adobe Document Cloud integrations with Microsoft solutions](#)

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