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FOR IMMEDIATE RELEASE

Media Alert: 3 Adobe Sign Integrations in Microsoft Simplify Workflows

Seamlessly Access Adobe Tools within Everyday Microsoft Applications

Hong Kong — 10 May 2018 — Executing contracts was supposed to be the easy part when hiring a new employee or closing a deal with a new vendor. However, complicated document workflows can hinder the carrying out of agreements as envisaged. In view of this, Adobe (Nasdaq: ADBE) and Microsoft (Nasdaq: MSFT) have worked closely to [integrate Adobe Document Cloud with Microsoft apps](#) to make signing, sharing, and storing important documents easier.

Share and sign seamlessly with Microsoft SharePoint

Microsoft SharePoint is widely used for internal document storage and sharing. With [Adobe Sign](#) and Microsoft Office 365 integration, users can just select the document and submit it for signature from the Adobe Sign menu integrated into SharePoint. For PDF contracts, users no longer need to download, upload then send via email when sharing.

This new process gives users 100 percent digital visibility. Users can send reminders along the way and monitor the process, for instance, when the document was received, if it was signed, or if it was only opened by co-workers. Everyone involved in the signing process has a link to the document to view and sign from anywhere on any device. When the document is signed and returned, it will be automatically updated in SharePoint. This saves all parties from looking for the document in their email for re-uploading or asking if others have received it.

This integration brings together the strengths of Adobe and Microsoft tools for teams. Teams are able to enjoy cross-functionally in one environment no matter the user collaborates on documents in [Adobe Acrobat](#) or gets a signature for a brief.

Making it easy for sales teams who use Microsoft Dynamics

Microsoft Dynamics, the enterprise resource planning and customer relationship management tool, is often used by sales teams to correspond with and send contracts to leads. With the integration of Adobe Sign into Dynamics 365, sales representatives can send contracts to clients by simply opening "opportunity" in Dynamics to initiate an agreement. Prospect information would be automatically filled up while the salesperson can merge other data, such as pricing, without typing manually. After clicking send, the prospect will get the agreement via email which can be signed on any device. Therefore, sales teams can stick to their existing interface instead of learning a new one. Since the whole contracting process has been digitalized, both users and customers no longer need to worry about analog processes.

The integration between Adobe Sign and Microsoft Dynamics can simplify and speed up sales processes while improving the customer experience. Sellers can spend more time interacting with prospects, instead of being occupied by paper agreements and contracting processes.

Use Adobe Sign within the daily used email app

With [Adobe Sign](#) integrated into Microsoft Outlook, one of the most-used email apps for companies worldwide, it has become simple to attach and send files for electronic signatures, as well as requesting confirmation that the document was read, or received, also known as "Certified Delivery", and approval for the document's content. The last action is particularly useful when sending contracts to others within an organization who may have input or need to approve documents before sharing externally. In addition, the sender can receive a notification with each action.

By combining the power of Microsoft applications and Adobe tools, users across enterprises can have greater visibility and simplified workflows. The collaboration between Microsoft and Adobe has made it easier for organizations and teams to achieve success.

About Adobe Document Cloud

At the heart of Adobe Document Cloud is Acrobat DC, the world's best PDF solution; Adobe Sign, the leading solution that makes it easy to automate every task in a document workflow; and companion mobile apps like Adobe Scan and Adobe Acrobat Reader that help people get work done from anywhere. Acrobat, together with Acrobat Reader, is one of the most widely distributed pieces of software, used on over a billion desktops and mobile devices, and more than six billion digital and electronic signature transactions are processed through Document Cloud each year. Global businesses like Deloitte, Diners Club, MasterCard, Perkins Cole, The Royal Bank of Scotland and Verizon are using Adobe Document Cloud and Adobe Sign to digitize customer experiences. With data centers in the U.S., U.K., Germany, Japan and Australia, organizations around the world rely on Document Cloud and Adobe Sign for fast, secure and mobile e-signatures from anywhere.

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