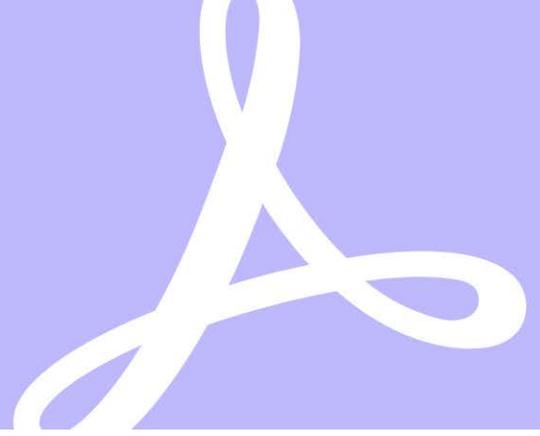




Adobe Sign and PROS Smart CPQ.

Turn quotes into revenue fast with Adobe e-signatures.



Making the sales experience quick, easy, and personalized is the key to success in business. That's why your company uses PROS Smart CPQ to quote the right products to the right customers at the right price. But converting those quotes to revenue can take time and slow down the sales process. By adding Adobe Sign to your existing PROS Smart CPQ workflow, you can accelerate quote approvals and increase pipeline visibility, so your sales team can close more deals in less time and realize revenue faster.

Faster approvals mean faster profits.

[Adobe Sign](#) integrates with PROS Smart CPQ to make it easy to send and sign quotes in no time. Your team can create a quote directly in PROS Smart CPQ in minutes from anywhere. Include a personalized message and use predefined approval workflows to ensure the quote is signed by the right people in the right sequence. Even customize quotes with your logo and tagline to ensure a consistent brand experience across all touchpoints. Once your quote is sent, it's simple for customers to sign. Recipients receive an email with a link that guides them through the signing process. No special software or account sign-in is required. And it only takes a few clicks to approve any document from any device. Adobe Sign supports 34 languages, so global businesses can deliver the same great signing experience worldwide.

Better visibility with real-time tracking.

Adobe Sign lets you track all your outstanding quotes through every step of the approval process, so you always know where your deals stand. Access the real-time signing status of all your quotes from any mobile device, whether you're in the office or on the go. Get notified as soon as a document is viewed or signed, so you can quickly initiate the next steps. Send reminders to keep things moving, and quickly intervene if quote approvals get delayed. And when your quote is approved, you can automatically store it in PROS Smart CPQ along with a complete audit trail. Adobe Sign delivers the visibility you need to manage your sales pipeline and accurately forecast revenue.

The global standard for compliance.

By adding Adobe Sign to your PROS Smart CPQ workflow, you can increase compliance and reduce risk across your business. From the signing process to the technology and security behind it, Adobe Sign has you covered. Automated signature approval workflows help you quickly route quotes to the proper approvers in the proper order. Optional authentication verifies the identity of each approver. And complete audit trails are stored with every signed document, so you always have a record of approvals.

When it comes to security, Adobe Sign adheres to some of the most rigorous standards in the industry, including ISO 27001, SOC 2 Type 2, PCI DSS, and 21 CFR Part 11, to protect your documents and data. In addition, Adobe Sign enables compliance with key privacy legislation, including HIPAA, GLBA, and FERPA. And [e-signatures](#) are legally binding in nearly every industrialized nation and many less developed countries.

Integration with leading CRM platforms.

Both PROS Smart CPQ and Adobe Sign integrate with Salesforce, Microsoft Dynamics, and other leading CRMs. That means your sales teams can accelerate sales from the business tools they already use every day. Automatically populate quotes with data from your CRM to reduce keying errors. Automate approval workflows based on CRM contacts. Monitor signature status inside your existing CRM tools. And

route and store signed documents back into your CRM. PROS Smart CPQ and Adobe Sign are easy to set up with Salesforce and Dynamics thanks to out-of-the-box integration.

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 PROS.

PROS provides AI-powered solutions that optimize selling in the digital economy. PROS solutions make it possible for companies to price, configure, and sell their products and services in an omnichannel environment with speed, precision, and consistency. PROS customers, who are leaders in their markets, benefit from decades of data science expertise infused into industry solutions.

