



Adobe Acrobat Sign means business. Especially for these businesses.

A deep dive into why four companies chose Acrobat Sign.

E-signatures on the rise.

As technologies advance and become more accessible, businesses are accelerating efforts to digitise operations, including electronic signatures. According to a recent Forrester report, organisations that adopted Adobe Acrobat Sign as their e-signature solution have experienced significant benefits such as a 519% return on investment and a 30% increase in transaction speed.¹

Adobe Acrobat Sign is the trusted e-signature solution that allows customers to integrate e-signatures into their existing processes for a fully digital signing experience. The adoption of Acrobat Sign has allowed companies, of all sizes, to simplify the flow of documents, work more sustainably, make compliance more accessible, and save time.

The customer testimonials in this eBook give you an inside view into why they chose Acrobat Sign, as well as some of the incredible results that followed.

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Why Acrobat Sign?

Acrobat Sign keeps business moving from anywhere, with document and workflow templates that enable everyone on your team to achieve consistent results. Acrobat Sign has environmental benefits too, going beyond e-signatures to help companies achieve 100 percent paperless processes, from creation to collaboration and approval. It sets itself apart through scalability, easy integration with other applications, and transparent pricing—all from a trusted brand with 40 years' experience.

Scalability

With Acrobat Sign, you can choose from basic to advanced solutions, depending on the needs of your business, customers, and employees. Acrobat Sign is designed to scale up and handle large volumes of transactions without slowing down.

Integrations

With more than 80 solution integrations and the continued formation of new partnerships, Acrobat Sign allows businesses to leverage the investments they've already made and significantly minimise the learning curve. As Microsoft's preferred e-signature solution, Adobe Acrobat Sign Solutions allows businesses to easily integrate e-signatures with Salesforce, Workday, and Microsoft applications for seamless workflows.

Transparent pricing

Acrobat Sign is committed to transparent, all-inclusive pricing for comprehensive services that provide the guidance, knowledge, and resources your team needs to deliver success. No surprises. No extra fees. Just sign up and go.

Sustainability

As it is paperless from creation to collaboration and approval, organisations can experience an 89% improved carbon footprint when using Acrobat Sign.² This means it not only works for your business but also for the environment.

Trusted brand

No one knows digital better than Adobe. With over 40 years of helping companies create digital experiences, Adobe is trusted and used by most of the Fortune 500. From Acrobat and Illustrator to Photoshop and InDesign, Adobe enables organisations to simplify document signing and approvals, and manage the flow of documents inside the organisation and with customers. With more than 8 billion signatures processed, you can trust that every transaction is secure.

In our customers' own words.

The following use cases feature customers who chose Acrobat Sign — and describe how their organisations have benefitted. Hear in their own words how Acrobat Sign delivers ease of use, security, sustainability, integrations, and value across the organisation.

“When we can do more deals in the space of a day and let the tech handle the complicated administrative work, that’s important to our efficiency.”

— Rajesh Patel, Product Director, Foxtons.

Organisations found that adopting Acrobat Sign produced better results with:

47% efficiency gain
in back-office work

40% fewer e-signature complaints
from customers

95% less environmental impact
compared to paper workflow.³

TOP BENEFITS

Sustainable working: "Our work is currently organised on the flex office principle, mobility and remote working. Some business processes need an e-signature solution to work in this way. This also met the company's requirement for a global environmentally friendly approach, advocating paperless processes."

Go beyond, go continental: "Since our call for bids, the group has also decided to use Acrobat Sign at a European level. We have therefore been working closely with them on their strategic decisions. This will enable us to interface Acrobat Sign with our directory and further strengthen user authentication."

— **François Houdeau**, IT Delivery Manager, BMW Group France

Be filled with confidence: "From a legal point of view, we can be confident that all the pages have been initialled and that no schedules are missing. We know who has signed and when."

— **Carole Payan-Kokkinos**, Senior Legal Counsel, BMW Finance

10K documents signed, created and edited digitally
(representing 200K pages a year).⁴

BMW Group France drives down the workload.



Industry: Automotive

Employees: 1,000 across France

BMW Group France operates across four business units: BMW France, BMW Financial, BMW Distribution and Alphabet. Each unit operates differently and has a very specific set of requirements. They needed an easy-to-integrate digital solution that would work across the board — giving them a competitive edge over their competitors. Their choice is Acrobat Sign.

"The transparent integration of Acrobat Sign with DocuWare cuts down on the administrative tasks of HR and provides a better experience for employees and our talent."

— **Laurian Guillon**, HR Manager, BMW France

Learn more about Acrobat Sign and BMW Group France [here](#).

Saint-Gobain signs up for sustainable business.



Industry: Industrial
Employees: 166,000 in 75 countries

Saint-Gobain's aim is to be the global leader in sustainable construction, specialising in the production, transformation and distribution of goods and services for the home and industrial markets. With the launch of their 'Transform and Grow' programme, they integrated Acrobat Sign into their business as an environmentally friendly, hassle-free solution.

"I am convinced that the ease with which it integrates with other solutions is one of Acrobat Sign's great strengths."

— Daniel Battaia, Senior Digital Project Manager, Saint-Gobain

Learn more about Acrobat Sign and Saint-Gobain [here](#).

TOP BENEFITS

Specialised for business: "Acrobat Sign has proved that it complies with eIDAS (Electronic Identification and Trust Services) regulations and the associated implementing order, with Acrobat's commitments and guarantees. There is no doubting the value of an electronic signature using Acrobat Sign."

Keep pace: "The risk of error or loss is reduced. There is an increase in reliability. And everyone benefits — the lawyers, of course, but also the assistants, for example, who have less administrative work to do."

— Blandine Bruno, Senior Legal Counsel at Saint-Gobain

Smooth integration: "Local initiatives proliferated, which highlighted the need to integrate a standardised solution that met our security requirements."

— Daniel Battaia, Senior Digital Project Manager for Saint-Gobain

12,000 monthly transactions
in 24 countries
across 13 different departments.⁵

TOP BENEFITS

Fast, efficient, paperless: “Acrobat Sign has become one of the most important cornerstones of paperless communication. I simply go to the construction site with my iPad, have the contract signed on-site, and voila — I immediately have a digital version that I can easily send to all parties involved.”

— **Martin Pöppelmann,**

Innovation & Digitalisation / Application Services & Data Sciences, STRABAG

Legal peace of mind: “It is essential to be able to prove in court that all parties involved received a copy of the contract. With the Audit Report features of Acrobat Sign, we automatically receive an audit of who has received and signed what — and when.”

Minimise stress on resources: “There is no need to initialise each page — up to 500 of them — by hand because when you send a protected PDF file, it is clear which pages are part of the contract. This alone saves us a good half a day’s worth of work for each document set.”

— **Torsten Pardun,** Acquisition North-Germany, ZÜBLIN

17,000 signature processes
in one month (approx.).⁶

STRABAG goes paperless on site.

STRABAG

Industry: Construction

Employees: ~74,000 (2021)

As one of the largest construction companies in Europe, STRABAG exchanges stacks of paper contract documents — normally on site. So, with the increase of mobile devices on construction sites, STRABAG saw this as the perfect time to update its document processes with Acrobat Sign.

“A lot of what previously required meetings at construction sites or mailing due to our partners’ preferences is now done by email using an e-signature process.”

— **Torsten Pardun,** Acquisition North-Germany, ZÜBLIN

Learn more about Acrobat Sign and STRABAG [here](#).

Dräger injects Acrobat Sign into operations.

Dräger **Industry:** Medical
Employees: 15,900

Dräger produces medical and safety technology that protects, supports, and even saves the lives of people in industries around the world. To accelerate their processes and ensure they can supply potentially life-saving equipment quickly and seamlessly, they're harnessing technologies including the electronic signature solution Acrobat Sign.

"Processes must be compliant but do not need to be complicated. Electronic signatures with Acrobat Sign enable us to do just that."

— Lasse Janz, Quality & IT Consultant at Dräger

Learn more about Acrobat Sign and Dräger [here](#).

TOP BENEFITS

Never lose a document: "In addition to the fact that documents can be more easily found and browsed in a digital archive, the costs for storage, paper, and printing were also reduced."

Accelerated service: "Processing time per signature process was significantly reduced — and measuring devices are now available faster — an added value for our customers."

Seamless integration: "Acrobat Sign is an example of how easy it can be to digitise processes. The integrated automation options with Microsoft Power Automate and SharePoint are important."

— Jan Lütgens, IT Expert at Dräger

80% **monthly savings**
in signature process lead time.⁷

Learn more about Acrobat Sign.

E-signatures have enhanced the move to digitisation for many industries and departments across the globe — and have even helped them operate more sustainably. They've also resulted in cost savings and improved compliance, with a 25% reduction in e-signature solution spending and 25% better compliance efficiency for organisations that adopted Acrobat Sign.

With a trusted brand like Adobe, you can integrate Acrobat Sign into your organisation for a better digital experience. As seen throughout this eBook, businesses choose Acrobat Sign Solutions because it is easy to use, has over 80 free integrations (including all Microsoft platforms), helps you build document flows that are compliant and fully trackable, and is better for the environment.

Contact one of our expert sales consultants today to learn more about integrating Acrobat Sign into your organisation.

[Learn more](#)

[Contact us](#)



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Sources.

¹ <https://www.adobe.com/uk/documentcloud/business/reports/tei-report.html>

² <https://acrobatusers.com/resource-saver-calculator>

³ <https://blog.adobe.com/en/publish/2021/06/04/mind-blowing-stats-adobe-impact-on-environmental-sustainability#:~:text=Through%20Adobe%20Sign%2C%20we%20have,the%20road%20for%20a%20year>

⁴ <https://business.adobe.com/uk/customer-success-stories/bmw-group-france-case-study.html>

⁵ <https://business.adobe.com/customer-success-stories/saint-gobain-case-study.html>

⁶ <https://business.adobe.com/customer-success-stories/strabag-case-study.html>

⁷ <https://business.adobe.com/customer-success-stories/drager-case-study.html>