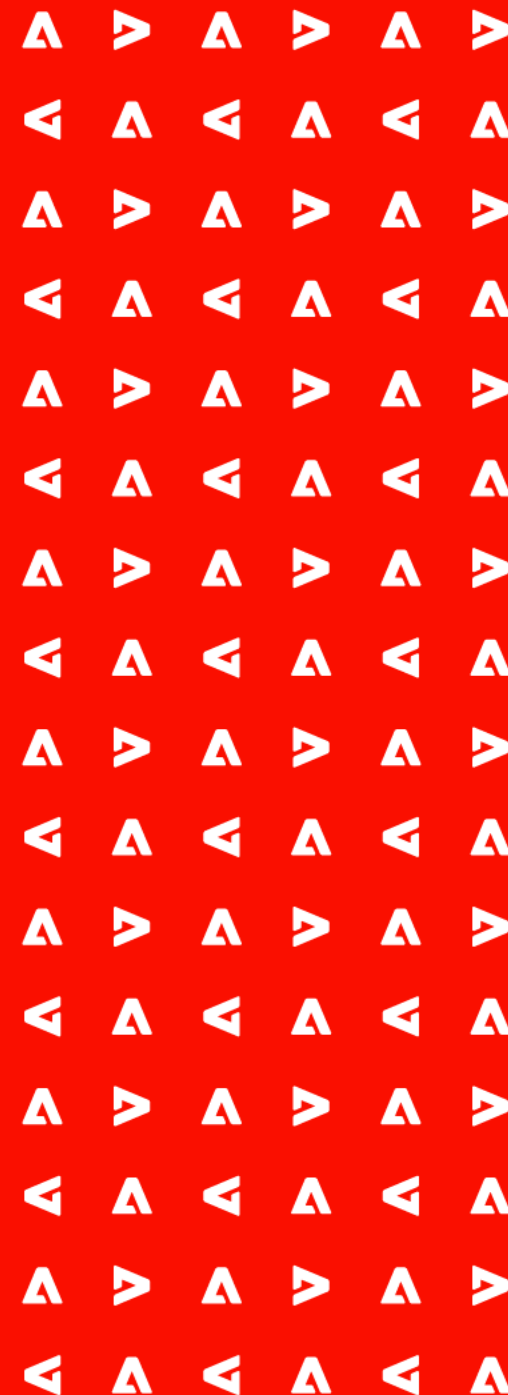




GO PAPERLESS: STREAMLINE LEGAL PROCESSES FOR A 100% DIGITAL EXPERIENCE

13 August 2020





Gibson Tan

Regional Lead, Adobe Sign

Adobe Southeast Asia

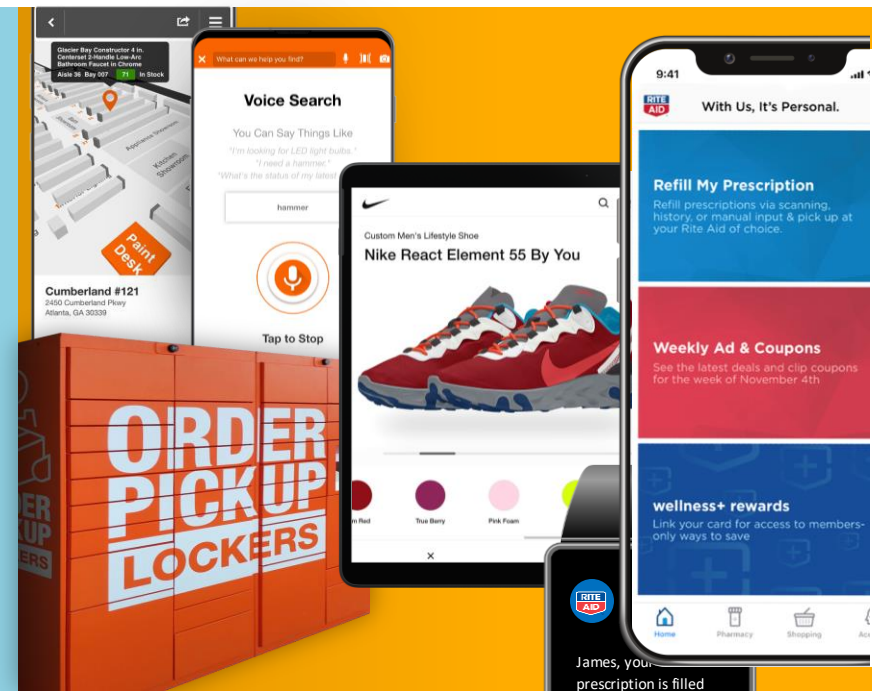
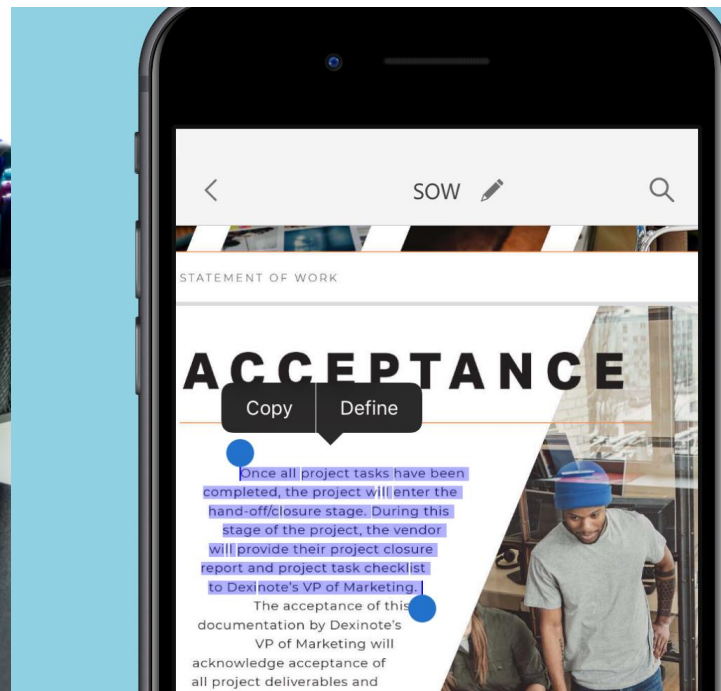
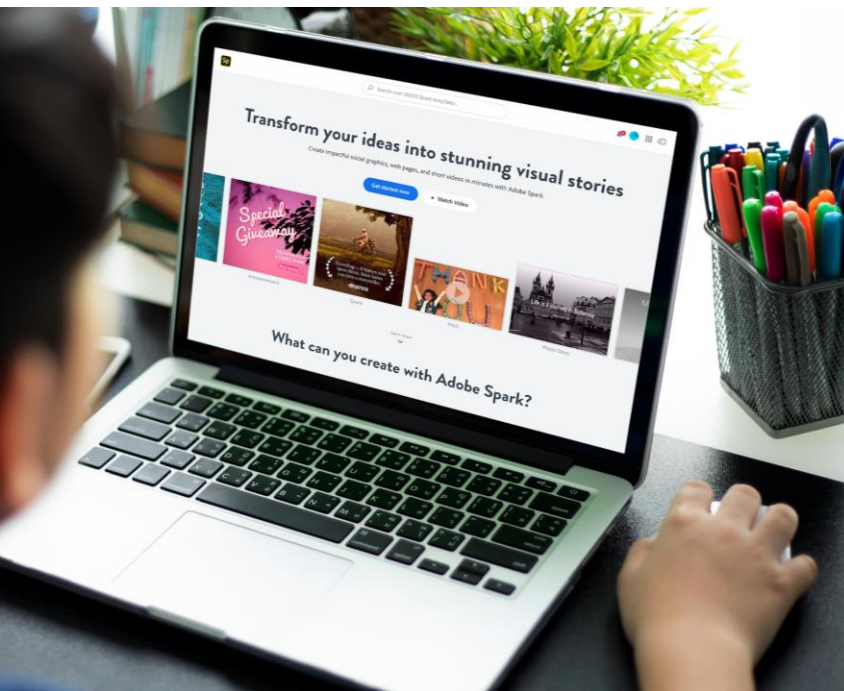
gitan@adobe.com





Changing the World Through Digital Experiences

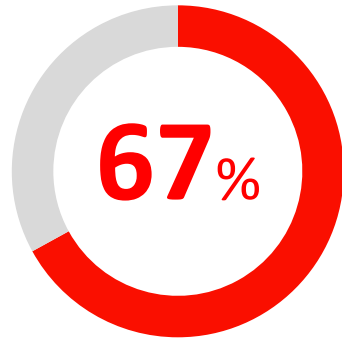
Macro trends



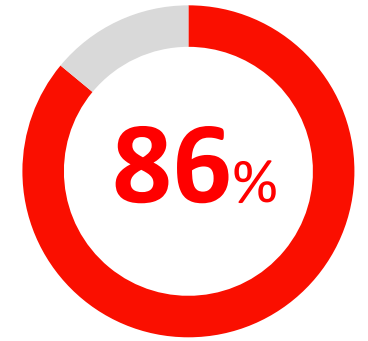
- It's the golden age of design & creativity
- Paper-to-digital automation
- AI & machine learning redefining software
- Mobile & cloud drive modern productivity
- Digital transformation leads the C-Suite agenda
- Content fuels the digital economy
- Privacy & security a mandate to earn trust
- Digital engagement across every touch point

Impact of COVID-19 on Work and the Future of Work

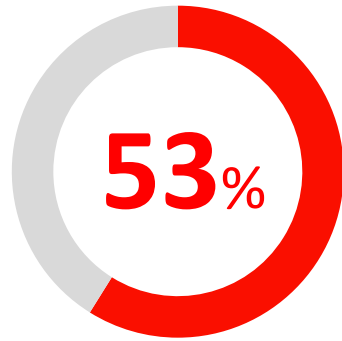
Working remotely¹



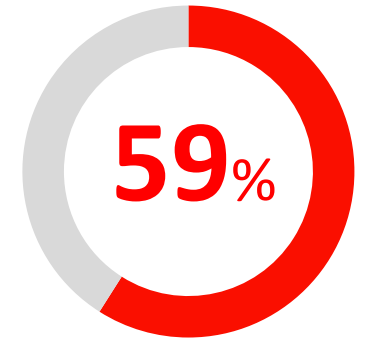
Of CFOs are implementing cost containment²



Implementing or expanding digital document solutions in next 12 months¹



Rate e-signatures as the very important or critical for continuity and agility¹



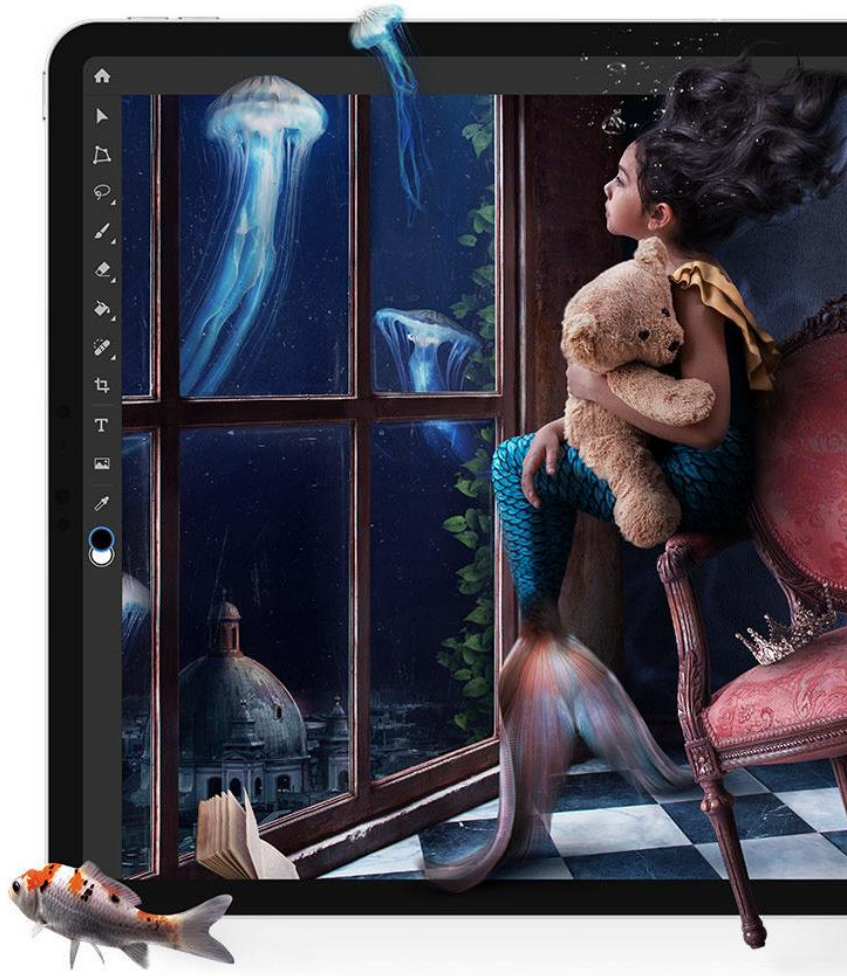
It's critical to build digital document foundation to support agility now and into the future-Adobe can help.

¹ A commissioned study conducted by Forrester Consulting on behalf of Adobe, June 2020.

² PwC COVID-19 US-CFO Pulse Survey

Adobe's strategy

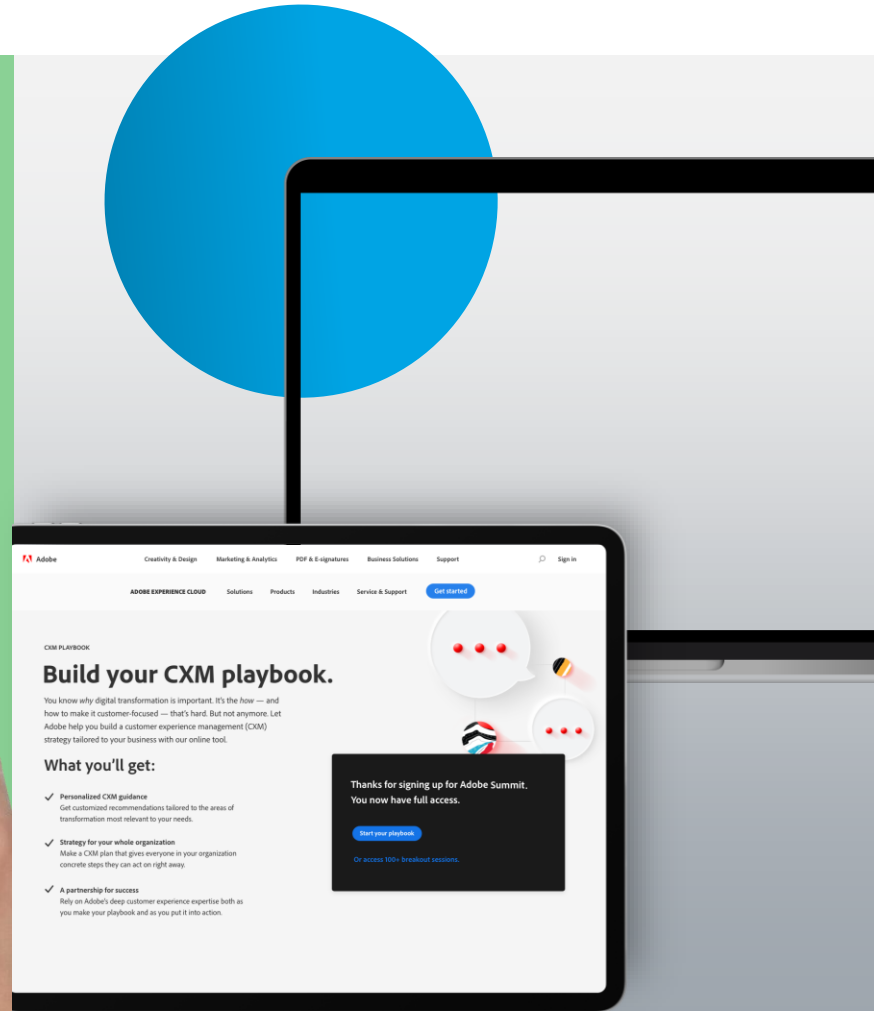
Unleashing creativity



Accelerating document productivity



Powering digital businesses



The Enterprise Reality – Early stages of digital transformation



Poor employee &
customer
experiences

60%

say they are behind in
digital transformation



Manual processes
waste time and money

80%

of document
processes
rely on paper



Lack of visibility

19%

of organizations have
“excellent” data
visibility



Legal, compliance
and security risks

44%

of organizations faced
‘legal or regulatory’
action in last 3 years

Top Challenges Across the Enterprise

Sales



- 2/3 of rep time spent on administrative tasks
- Business stalls when waiting for contracts to be signed
- Sales experience interrupted by manual and paper-based tasks

Human Resources



- Delays in hiring due to manual paperwork
- Printing, faxing and signing eat up valuable time
- Inability to keep business moving when traveling or remote

Procurement



- Contract paperwork can take days to weeks to complete
- Paperwork often lost and very challenging to track
- Legal and business risk due to errors or missed fields

Legal & Compliance



- Compliance risk due to missing or inaccurate information
- Too much time spent tracking status of contracts
- Valuable information poses security risks due to paper

Across the Enterprise

Poor employee, prospect and customer experiences due to manual, paper-based processes



What we heard from you

- **BUSINESS ISSUE**

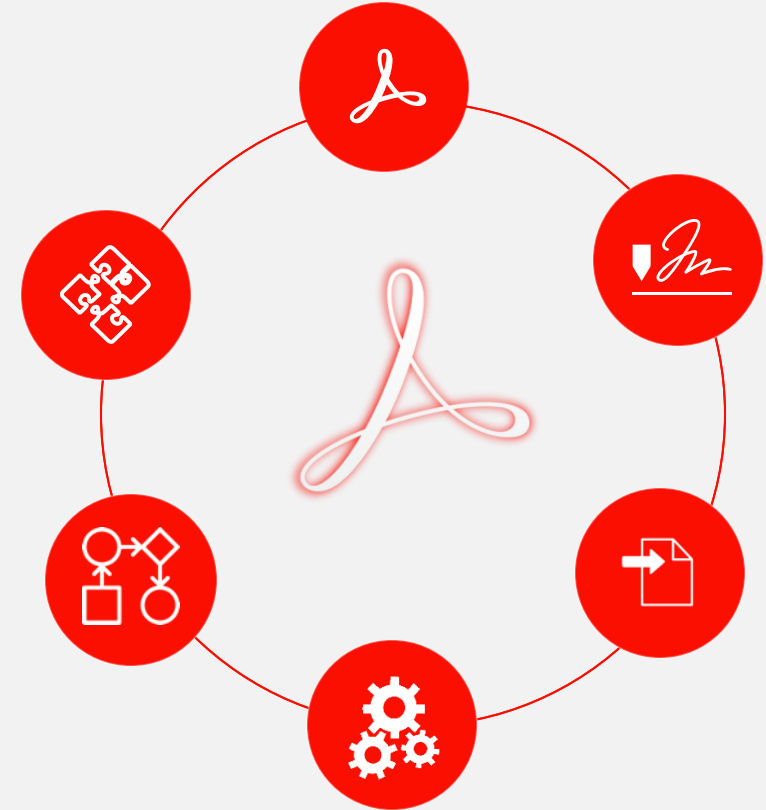
- Operational inefficiencies

- **BUSINESS DRIVERS**

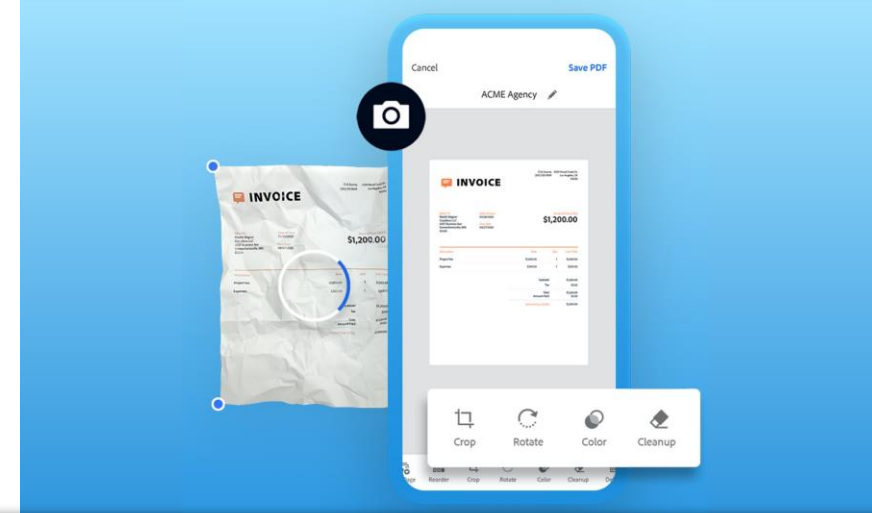
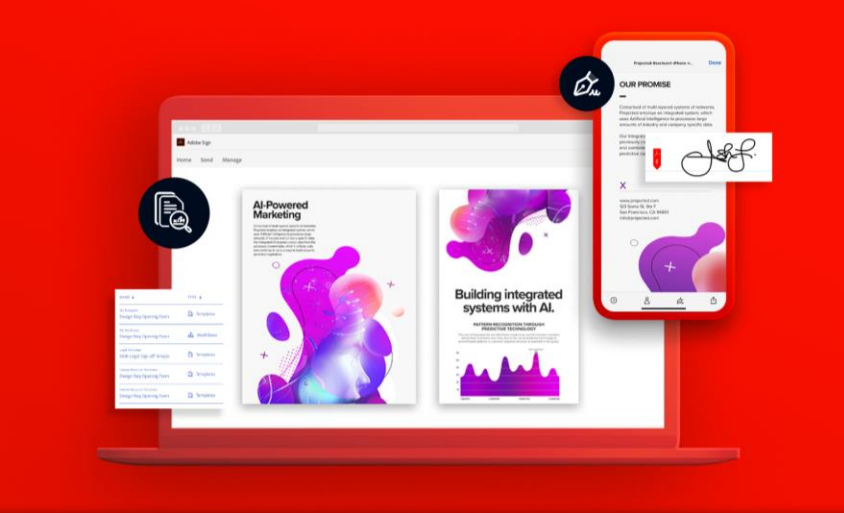
- Drive efficiencies by reducing manual paper-based processes (printing, scanning, mailing etc.)
- Better management and control of the document lifecycle, from initiation to archiving and retrieval
- Reduce errors in routing, authorization and execution
- Enhance the routing and signing experience for both employees and customers
- Compliance risk from missing paperwork

Adobe Document Cloud Enterprise

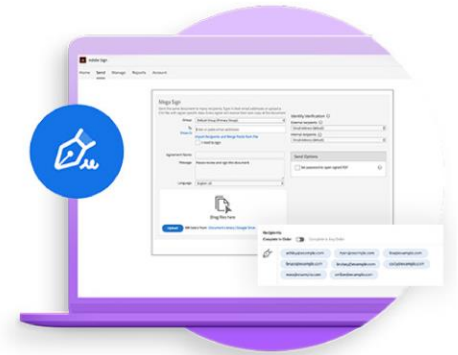
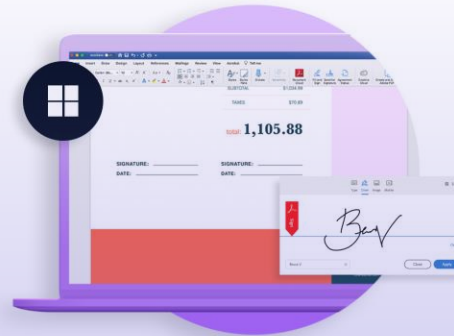
Adobe Document Cloud is an intelligent, extensible platform that delivers exceptional **experiences** while driving business **efficiency** – across any surface, at any scale



End-to-end Digital Document Experiences – *Not Just Agreements*



Any Device • Scan to Capture • PDF Reinvention • Document Intelligence • Innovative Microsoft Integration • Powerful Workflows



Adobe Document Cloud – A Trusted, Secure Ecosystem



Secure



Compliant



**Legally binding
e-signatures**



Auditable



Adobe Document Cloud Vision

Go Digital



Digitize and Extract Knowledge

Stay Digital



Execute True Digital Business Processes

Think Digital



Transform the Experience of
Your Business

SMRT Corporation, an edge on efficiency



Premier multi-modal transport service provider in Singapore achieves workflow efficiency with Adobe Document Cloud eSign services, integrated with Ariba Contract Management.

“The mobile nature and user-friendliness of eSign services were huge deciding factors. Our executives are constantly on the go and being able to remain productive while travelling helps us make the most of our time.”

Alfred Aloysius, Director, Strategic Sourcing, SMRT Corporation Ltd.



SOLUTION

Adobe Document Cloud
• eSign services

Ariba Contract
Management

RESULTS

3x
FASTER

QUICK APPROVALS

Increased turnaround
time for document
approvals



FASTER PROCESSING

Reduced overall
agreement
processing time from
3 weeks to 16 hours



MOBILE ACCESS

On-the-go access for
document approvals
for highly mobile
executives to boost
efficiency

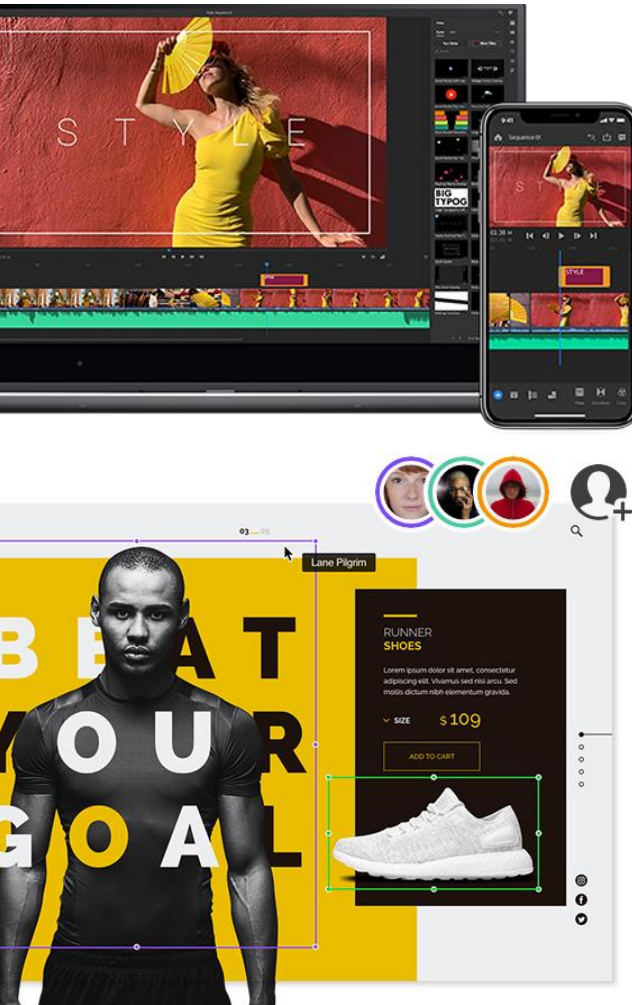


COST SAVINGS

More than \$100,000
saved in man-hours,
within the first year

Our strengths

Innovation engine



Broad range of customers



Thriving ecosystem



Exceptional brand & team



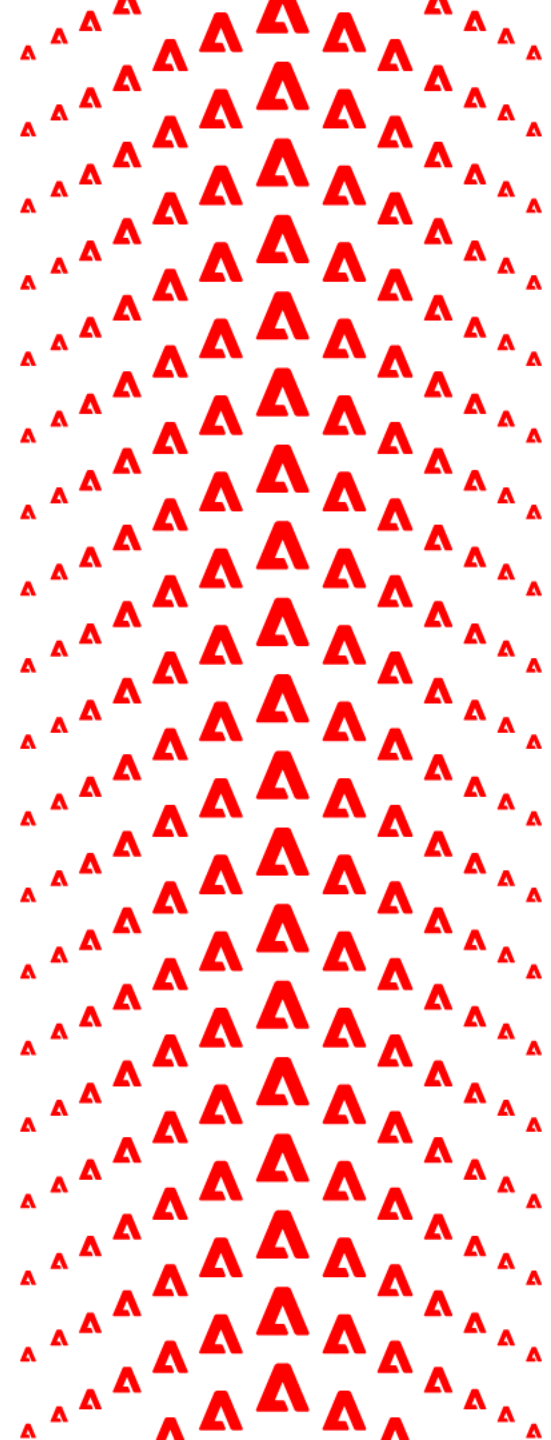


Adobe Going Paperless

Marianne Low

Head of Legal

Adobe Southeast Asia



Stages of Contracting



Getting contracts Signed

In a Non-Digital world



Poor productivity

Roadmap: Our journey to “Paperless”



Barriers to entry

Integration



With existing contract management systems

Adoption



Within Adobe and externally

Legality



Risk, Compliance

Legal lens



Enforceability



Admissibility



Security



Auditability

Risk based approach

Culture & mentality



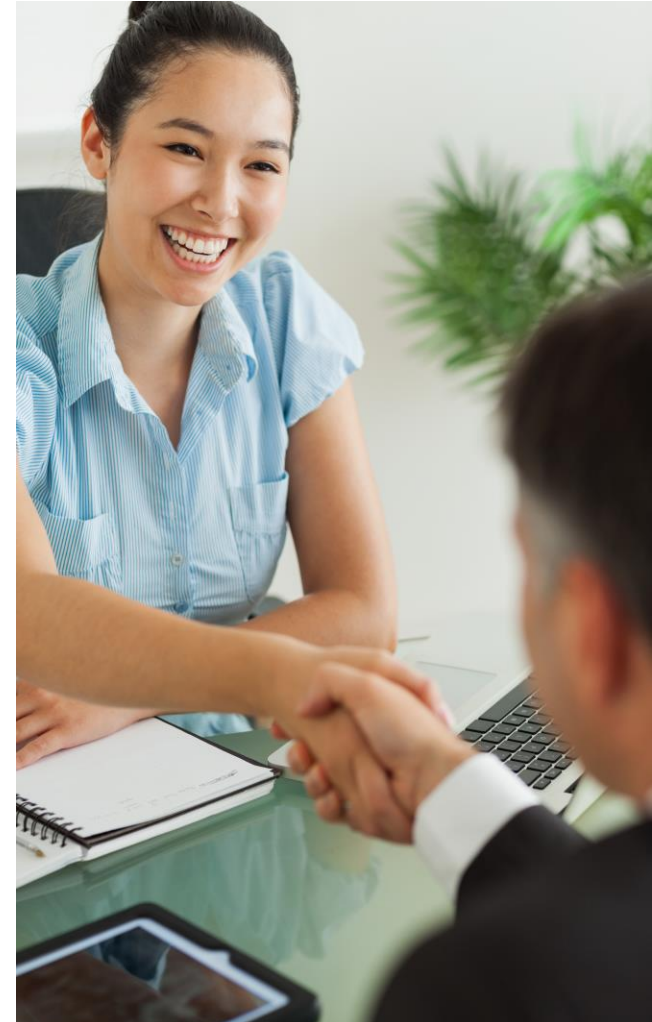
Local laws



Signatories – who, where



Types of contracts



Benefits

73% Less Time



- Faster and more accurate contract completion

Security & Auditability



- Prevents contract modification
- Document audit trails that monitors signatory status and e-signature authenticity

Increased Productivity



- Empower team to create and deliver contracts without legal assistance

Adobe Sign Resources

- **Free Adobe Sign Trial** - <https://acrobat.adobe.com/sea/en/sign/free-trial-global.html>
- **Global Guide to Electronic Signature Law** - <https://adobe.ly/2TIOT6V>
- **Adobe Sign FAQs** - <https://helpx.adobe.com/sign/faq.html>
- **Tutorials** - <https://helpx.adobe.com/sign/tutorials.html>
- **Developer Resources** - <https://www.adobe.io/apis/documentcloud/sign.html>
- **Videos**
 - Electronic vs Digital Signatures (<https://youtu.be/j8qYJcRcsYg>)
 - Adobe Sign: Powering Liability Waivers (<https://youtu.be/zwbjLbghvs8>)
 - How to Send a Document for e-Signature (<https://youtu.be/1iV9KU40vwM>)



We value your feedback. Let us know how we have done via...

1) QR Code



2) URL posted in the chat pod

<https://adobeevents.live/gopaperlessfeedback>