

Adobe Sign and SpringCM.

Add Adobe Sign to your SpringCM document workflows to accelerate the signature process, increase visibility of approvals, and deliver great signing experiences.

By uniting the document and contract management capabilities of SpringCM with e-signatures from Adobe Sign, organizations can cut their contract process times by more than 75%, while creating better user experiences, improving visibility into contract approvals throughout the signing process, boosting accuracy, and ensuring better auditability.

Streamline document and contract processes.

With SpringCM, you can create, share, and store documents and contracts in a simple way that expedites collaboration and speeds the process along until the document is ready to be signed. But you don't want your workflow to stall by reverting to legacy methods for signatures. [Adobe Sign](#) helps your organization:

- Make the *signature process* up to 10x faster and accelerate time to revenue for your sales teams
- Automate back-end processing with a workflow that fully integrates with SpringCM document and contract software solutions
- Add trusted, secure, and compliant [e-signatures](#) to your existing SpringCM workflows in minutes, with no coding required

Adobe Sign works inside SpringCM to speed approvals. Simply select any document in SpringCM for signature, assign recipients, and send it. If you need more advanced signing options for multiple senders, in-person signing, or added security, Adobe Sign can do that too.

Deliver better user experiences.

Once a document is ready for signature, you want to do everything you can to ensure it gets signed. If you rely on email attachments, overnight mail, or fax machines to route contracts for approval, access issues and delays can add risk to your ability to close deals.

"Standardizing delivery, execution, and distribution of contracts and other forms using Adobe Sign resulted in a dramatic improvement in our operations. Leveraging the automation in Adobe Sign, we were able to remove days from our contract cycle time while increasing our control and visibility into the workflow and establishing clear audit trails for our internal records."

LARRY DENNY

Vice President and
Associate General Counsel
TiVo

Adobe Sign can be used across the entire sales lifecycle, from prospecting to renewal.

Prospect

Develop

Close

Maintain

Renew

- New account/customer application

- Nondisclosure agreement
- Internal proposal/quote approval

- Sales contract
- Quote or proposal
- SOW or insertion order
- Financing application
- Loan/lease agreement

- New customer onboarding form
- Change order
- Project sign-off
- Receipt of goods/services
- Services agreement

- Renewal agreement
- Contract addendum

Adobe Sign delivers an e-signature solution that is easy to set up and use on both desktop and mobile.

- Send documents for signature right from SpringCM, so there's no need to jump from one application to another.
- Deepen customer relationships by adding your own branding and customized communications to the signing process.
- Make the signing experience quick and easy for customers on any device. Recipients simply click to sign—no extra software needed.

Improve visibility into contract status.

With SpringCM, you already have excellent visibility into the status of documents and contracts that are in review. Adobe Sign extends that visibility when you send those documents out for signature.

- Track the progress of each document in real time as it moves through the signature workflow.
- See who has viewed and signed all outstanding contracts.
- Easily monitor when deals are likely to close from any device.

Adobe Sign enables a fully auditable document process, which makes life a lot easier for everyone, especially the legal department.

Get success you can measure—faster.

Adobe Sign delivers benefits you can measure. Not only can your organization significantly reduce approval times—and improve time to revenue on sales contracts—but many customers also increase contract signing rates, accelerate contract processing times, reduce contract error rates, and realize ROI faster from existing business systems.

Choose a leader in digital documents to accelerate approvals.

Join the ranks of industry leaders, like Hewlett Packard Enterprise, that are using Adobe Sign to speed business processes while reducing risk and costs.

Adobe Sign has been a five-star solution on the Salesforce AppExchange since 2006. And it is the world's most trusted e-sign solution—from the leader in secure digital documents for over 20 years. For more information about Adobe Sign, call 855-914-2747 or visit www.adobe.com/go/adobesigncontact.

"We were looking to invest in proven technologies and strong support brought to us by a credible partner. That's what Adobe brings us."

JONATHAN BACK

Chief Financial Officer and
Operations Director,
Diners Club UK and Ireland

Adobe Sign customers report signature cycles that are up to 10x faster, accelerating approvals from days and weeks to hours or even minutes.

About SpringCM.

SpringCM delivers an innovative document workflow and management platform, powering the leading contract lifecycle management (CLM) application for Salesforce customers. SpringCM helps companies—including Facebook, Spotify, and NBCUniversal—become more productive by reducing time spent managing mission-critical business documents through intelligent, automated workflows. Delivered through a secure, scalable cloud platform, SpringCM's document and contract management solutions work seamlessly with Salesforce or as a standalone solution. Learn more at www.springcm.com.



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