Adobe Sign and Salesforce.

Speed business transactions with e-signatures you trust.

With an integration built on the Salesforce platform, Adobe Sign helps organizations accelerate revenue, reduce legal and business risk, increase visibility into contract status and deliver an exceptional digital experience to their customers.

Integrated into the Salesforce screens that your teams use every day, including mobile devices, Adobe Sign is the fastest and easiest solution to get up and running. It's also Lightning Ready, and works across all of the Salesforce clouds, including Sales Cloud, Service Cloud, Community Cloud, App Cloud and more.

Adobe Sign enables organizations to get to success faster on initiatives like these:

Close more deals and get to revenue faster	Grow revenue using CRM
Improve customer experience across all touch points	Reduce business risks in contract processes
Enable reps to close deals anywhere, on any device	Improve visibility of contract status
Help reps be more productive with CRM tools	Leverage powerful new tools that are easy to install and use

Our integration makes it easy for customers to achieve amazing results:

"TiVo has combined Adobe Sign with a new process that has reduced a signature process that used to take more than a week to complete to a day or two."

JOSHUA DANOVITZ
VP of innovation
TiVo

"Using Adobe Sign with Salesforce, we eliminate redundancies and errors for better and faster service. The finance team no longer needs to worry about delaying contracts due to discrepancies."
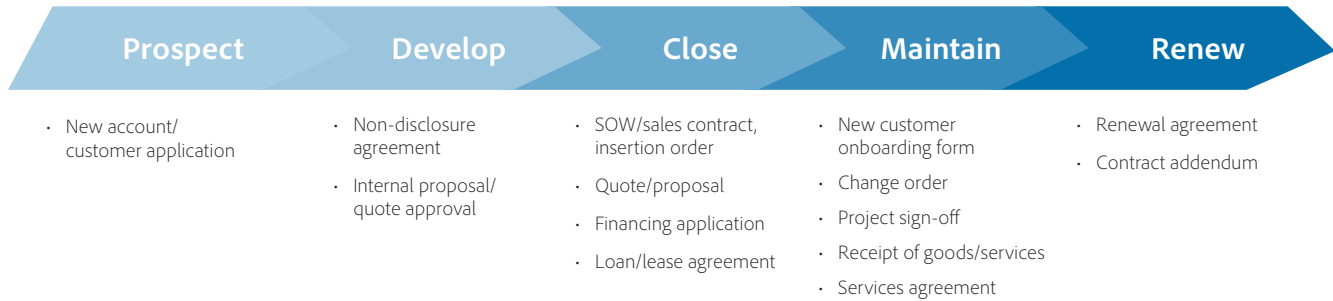
GEHAN MODHANAYAKE
Head of IT
DMG Events

Use Cases

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

Prospect	Develop	Close	Maintain	Renew
• New account/ customer application	• Non-disclosure agreement • Internal proposal/ quote approval	• SOW/sales contract, insertion order • Quote/proposal • Financing application • Loan/lease agreement	• New customer onboarding form • Change order • Project sign-off • Receipt of goods/services • Services agreement	• Renewal agreement • Contract addendum

Accelerate to revenue.

By now, most sales leaders know that digital trumps paper. But they might underestimate just how much faster digital workflows can make the sales cycle. Adobe Sign, together with Salesforce, helps your reps spend less time building contracts, which gives them more time to sell. Our customers have not only seen their turnaround times plummet, but also the number of contracts completed rise. That's why in 2015, G2Crowd recognized Adobe Sign for "Shortest Time to ROI for Enterprise Teams."

Improve the user experience.

By integrating Adobe Sign with Salesforce, you take the hassle out of signing documents. Both for your reps and your customers. Just as your reps can send documents for signature from anywhere, on any device, recipients can sign them just as easily. It's as simple as opening an email, and the exceptional experience is sure to delight—which increases their satisfaction and their likelihood to renew.

"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
CFO & Ops Dir
Diners Club UK

Minimize risk.

Minimize your exposure to legal and business risk with an automated process that removes the potential for human errors like sending outdated versions of contracts, using the wrong terms or excluding key information. At the same time, the integration improves compliance with accurate digital records for the entire transaction as well as a variety of authentication methods. You always know the status of a given contract, so you can confidently predict your performance each quarter.

Increase productivity.

Adobe Sign helps you get the most out of the investment you made in Salesforce. Dynamic document generation, automatic data syncing, and flexible signer routing help your reps spend as little as time possible on manual tasks. You can create workflows that fit into all your existing systems. With Adobe Sign, data is automatically populated from Salesforce into documents you send for signature, and data captured from those documents can flow seamlessly back into Salesforce, eliminating the need to re-key information. For advanced document generation, Adobe offers integrations with Conga and Drawloop. Once a transaction is complete, you can trigger status updates—either by email or within Chatter—or automatically initiate downstream activities such as invoicing, order fulfillment, or new customer onboarding.

For more information.

For more information or to start a free 30-day trial, go to www.adobe.com/go/sign-salesforce, or visit our listing on the AppExchange.

About Adobe Sign.

From the trusted leader and innovator in secure digital document technology for over 20 years, Adobe Sign is used by organizations of all sizes to accelerate revenue, mitigate legal and business risk, and increase customer retention. Adobe Sign works natively inside of Sales Cloud, Service Cloud, Community Cloud or your custom app. In addition, turnkey integrations are available for leading business systems such as Apttus, Ariba, Workday, Microsoft SharePoint, Microsoft Office 365, and more.

About Salesforce.

Founded in 1999, Salesforce is the Customer Success Platform and world's #1 CRM company. Salesforce has six core product lines—Sales Cloud, Service Cloud, Marketing Cloud, Community Cloud, Analytics Cloud and the Salesforce1 Platform—empowering companies of every size and industry to connect with their customers in a whole new way.

"We didn't expect such a rapid rollout and adoption rate. The implementation was an immediate success, and it exposed the easy-to-use solution across the organization, leading to new ideas to further streamline other contracting processes."

CONNIE BRENTON
Dir. of Legal Operations
NetApp