

# Adobe solutions for fast, easy, and secure electronic signatures



## Adobe EchoSign customers include:

- Aetna
- BT Group
- Citrix
- Foursquare
- Foxtons
- Groupon
- Kia Motors
- Penton Media
- Proctor & Gamble
- Time Warner Cable
- TiVo
- UC Berkeley

Adobe EchoSign is a fully automated, cloud-based e-signature solution that speeds business processes and delivers an exceptional user experience.

E-signatures are quickly becoming the way businesses get documents signed and close deals faster. Today, e-signature solutions have evolved to encompass much more than just collecting signatures electronically—leading solutions automate the entire process, from document creation, collaboration, and execution, to archiving and management. These solutions replace the traditional, manual steps of getting contracts signed with the advantages of working on the web—speed, efficiency, flexibility, compliance, and instant global access.

Organizations are embracing e-signatures as a way to do business, both locally and globally, and a majority of countries have granted e-signatures the same legal equivalence as wet signatures. Users are comfortable conducting business via the web and mobile devices, and they are demanding that companies move more of their customer-facing processes online to enable users to conduct business anytime, anywhere.

## EchoSign makes e-signatures easy, fast, and more secure

Adobe EchoSign is the easiest e-signature solution anywhere. With EchoSign, it's simple to send digital documents out for signature with a single click, and recipients can e-sign agreements on any smartphone, tablet, or browser. Plus, documents are stored in the cloud and backed by strict security—empowering customers to store, access, track, and manage documents from anywhere, in real-time. An end-to-end solution to manage the signing process helps organizations improve sales performance and shorten revenue cycles—as well as speed up slow internal processes that rely on wet signatures. EchoSign also integrates with customer relationship management (CRM) systems and popular business applications, helping small companies and large enterprises easily integrate e-signatures into existing workflows.

- **Prepare and send**—Quickly prepare almost any business document for e-signing, and then send it to one or more recipients with a single click—as easily as you send emails.
- **Sign**—Recipients receive an email telling them when it's time to sign. With a few quick clicks, they can review and e-sign—anytime, anywhere, on any device.
- **Track and manage**—Keep real-time track of document status. Find documents in a flash. And maintain an audit trail automatically.
- **Administer and integrate**—Integrate EchoSign into your CRM systems, business applications, and website, and build easy e-signing into everyday workflows.

Customers benefit, too. E-signing is as simple and intuitive to use as email—no special training is needed. Users can sign from anywhere without printing or faxing documents, installing software, creating new log-ins, or scanning or physically signing anything. And now, the entire signature process can take just minutes, end to end—giving organizations a user experience advantage over companies that still require wet signatures.

Built-in integration with Salesforce, on average, reduces close cycles by 100% to 500% and reduces postsales paperwork by 20% to 50%—users never need to leave the Salesforce application to generate, send, and manage documents. EchoSign also integrates with a host of other popular business

applications, including Microsoft Dynamics CRM, Microsoft SharePoint, Microsoft Office, Google Apps, SAP CLM, Oracle CRM, Netsuite, SugarCRM, Zoho, Selectica, Box, Dropbox, Evernote, and Conga—all without any customization necessary.

*“Adobe EchoSign makes the contract process completely seamless for our business consultants and merchants. We can update templates centrally and maintain control over our client and sales communications, safe in the knowledge that all contracts adhere to legal requirements.”*

Jay Klauminzer  
Head of sales operations for EMEA,  
Groupon

*“The automated, integrated process provided by Adobe EchoSign improves ad placement and revenue because we can complete a contract and start a campaign within minutes.”*

Jarrod Kingston  
Business systems manager,  
Penton Media

## EchoSign—the e-signature solution you can trust

Thousands of organizations worldwide already use Adobe EchoSign to sign hundreds of millions of dollars in contracts every month and manage the document-signing process. EchoSign has helped these organizations cut sales close cycles and reduce postsale internal contract processing costs dramatically. Plus, integration with other ubiquitous Adobe software—including Adobe Reader and Adobe Acrobat—makes the e-signature process even easier. Adobe Reader users can send PDF files to be signed from within the application as well as sign documents electronically themselves. The integration of Adobe Reader and EchoSign creates a complete electronic signature solution for more than 1 billion Adobe Reader users around the world.

Using EchoSign, these organizations can now:

- **Offer the easiest e-signing experience**—EchoSign lets you transform any business document into an e-signable file, and then send it for signing as easily as you send an email.
- **Do business with a trusted partner**—With EchoSign, you can conduct business-critical transactions with confidence, thanks to more secure cloud storage from Adobe. Adobe has a 30-year history of providing document and data services, instilling customer confidence in the solutions.
- **Streamline critical business processes**—EchoSign helps you save time and money by reducing or eliminating paper-based processes—plus all of the cost, errors, and delays that go with them. With real-time tracking and management, you can increase process transparency, improve turnaround times, and take a huge administrative workload off of your staff so they can focus on more productive tasks.

## Learn more today

From the global leader in digital document solutions, Adobe EchoSign is the easiest e-signing experience anywhere—going beyond simple signing to deliver a complete solution for document workflows. Ranked as the #1 e-signature application in the Salesforce community for five years in a row, EchoSign is used by more than 35,000 companies and 650,000 subscribers to get more than two million documents signed every month. Aetna, BT Group, Dropbox, Groupon, Kia Motors, Proctor & Gamble, and many other industry leaders use EchoSign to accelerate signature processes, improve tracking, and centralize management of signed documents. To learn more about how Adobe EchoSign can benefit your organization, contact your Adobe sales representative today.

**For more information**  
Solution details:  
[www.echosign.adobe.com](http://www.echosign.adobe.com)



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