

# Adobe Sign and Salesforce.

Accelerate business transactions with e-signatures you trust.

Speed up the sales cycles and reduce frustrating delays in the contract approval process by adding trusted e-signatures from Adobe Sign to Salesforce. Adobe Sign is Lightning-ready and integrates into the Salesforce apps your teams use every day, including Sales Cloud, Service Cloud, Community Cloud, Salesforce CPQ, and more. So you can send, track, and sign contracts—anywhere, on any device—without leaving Salesforce.

## Accelerate to revenue.

With Adobe Sign and Salesforce, your reps can build contracts and send them for signature in a fraction of the time, which gives them more time to sell. And they can monitor approval status directly within Salesforce, so they always know where every deal stands. Adobe Sign customers have seen their turnaround times drop by up to 95% and their number of completed contracts rise. And Adobe Sign integrates with leading Contract Lifecycle Management (CLM) and Configure-Price-Quote (CPQ) solutions, including Salesforce CPQ, to accelerate the entire quote-to-close process.

Adobe Sign enables organizations to get to success faster.



Get to revenue faster and improve win rates



Gain visibility of contract status



Reduce legal risk and improve compliance



Close deals anywhere on any device



Show measurable benefits from CRM investment



Improve sales productivity and efficiency



Improve customer experience across all touchpoints



Remove paper workflows through digital transformation

**Adobe Sign for Salesforce makes it easy for customers to achieve amazing results:**

*“Implementing Adobe Sign and Salesforce helped us streamline processes—creating a uniform brand, eliminating errors and unnecessary delays from a manual process, and delivering an intuitive customer experience while enhancing security.”*

**ADAM FOYSTON**

Salesforce CRM Manager  
Exterior Media

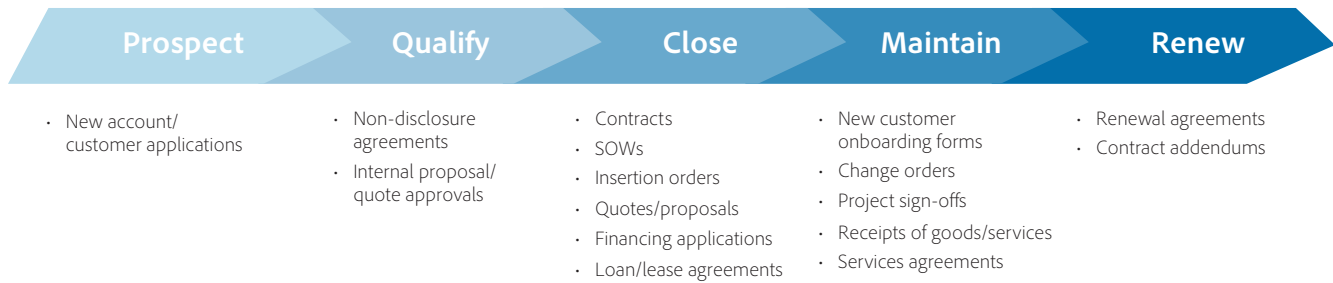
*“We didn’t expect such a rapid rollout and adoption rate. The implementation was an immediate success, and it exposed the easy-to-use solution across the organization, leading to new ideas to further streamline other contracting processes.”*

**CONNIE BRENTON**

Director of Legal Operations  
NetApp

## Use Cases

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



### Improve signing experiences.

By integrating Adobe Sign with Salesforce, you take the hassle out of signing documents. Administrators can easily create custom agreement templates in Salesforce that let reps populate customer information and then send it for signature. Recipients can just as easily sign from any device in a few clicks, without downloading or installing any software. And once they sign, the Salesforce record is updated, and the final version is automatically archived and sent to all parties.

### Minimize risk. Improve compliance.

Reduce your exposure to legal and business risk with an automated process that removes the potential for human error. Create workflows that follow specified business rules to ensure the right information and the right documents are used every time. Improve compliance by maintaining a complete audit trail for every transaction. And take advantage of a variety of authentication methods to verify signer identity including secure government ID verification.

### Increase productivity.

Automatically populate data from Salesforce into documents that you send for signature, and push data captured from those documents seamlessly back into Salesforce, without re-keying information. Once a transaction is complete, you can trigger status updates by email or within Salesforce Chatter. Or automatically initiate downstream activities such as invoicing, order fulfillment, customer onboarding and payment collection. Adobe Sign even has a Salesforce component that shows you the status for contracts in your email feed, so you can track and manage Salesforce contracts right from Gmail and Microsoft Outlook. You can also add Adobe Sign Web forms to Community Cloud portals, enabling your clients to quickly access and sign agreements that right from the portal page. Customer data from the forms can be mapped back into Salesforce.

### 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 risk, and increase customer retention. Adobe Sign works seamlessly with Salesforce Sales Cloud, Service Cloud, Community Cloud, Salesforce CPQ, and more. For more information or to start a free 30-day trial, go to [www.adobe.com/go/sign-salesforce](http://www.adobe.com/go/sign-salesforce), visit the [Salesforce AppExchange](#), or call 855-914-2747 in the U.S. or 44 800 912 9931 in the UK.

*"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 & Operations Director  
Diners Club UK

*"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



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