Moving Digital Signatures into the Cloud
A Webinar for Trust Service Providers
Thank you partners!

Together, we process billions of signature transactions every year!
Agenda

• The Experience vs Compliance Challenge
• Adobe Document Cloud and Cloud Signatures
• Cloud Signature Consortium
• Moving Digital IDs into the Cloud
• Q&A
ADVANCE STATE OF THE ART FOR CONTENT

DRIVE DIGITAL TRANSFORMATION OF INDUSTRIES

POWER EXPERIENCE WITH INTELLIGENCE
EXPERIENCES
MATTER MORE THAN EVER
BUT

COMPLIANCE
IS NON-NEGOTIABLE
Together, we built the first digital signature standard for PDF.

- 1B Acrobat Reader desktops
- Meeting today’s most rigorous compliance requirements

And now, it's time for a new standard on mobile and web.
Adobe and the Cloud Signature Consortium are leading the way toward an open standard for cloud-based digital signatures that will:

- Bring secure signatures to 7 billion mobile devices, web apps
- Improve the customer experience
- Accelerate business
- Expand worldwide adoption of digital signature

The CSC specification is a candidate for contribution to the ETSI remote signature standard development project.
Adobe Document Cloud and Cloud Signatures
Adobe Document Cloud

Deliver **stand-out digital experiences** by making manual, paper-based processes fully digital
Adobe Sign makes it easy to send documents for signature.
Drag and drop to add form and signature fields to the layout before sending a document.
Signers get an email and click on a link to sign in a browser on any device.
Signers are guided to complete the form and click the signature field to begin signing.
Choose to sign on any device with a Cloud Signature.

Or, download and sign with free Acrobat Reader software and a USB token or smart card.
Adobe Sign works with leading digital ID providers. Recipients pick their provider to begin signing.
Signers authenticate with their provider.

Optionally - this experience can be replaced with a corporate identity login or Single-Sign-On.
It's possible to have more than one digital ID. Signers pick one to use.
Adobe Sign lets you preview the signature and add a reason for signing.
Signers click to finalize the appearance of the signature in the document.
To validate the signer’s identity with high assurance, Adobe Sign requests a unique PIN, plus One-Time Passcode.

This method may vary depending upon the Trust Service Provider’s unique requirements.
It's easy to download a copy of the signed document.

Final documents are distributed to all parties automatically.
Final documents are certified with a tamper-evident seal.

Signatures are checked and validated when displayed in Adobe Acrobat Reader software.
The Audit Report shows each step taken during the signing process.
Cloud Signature Consortium
Advancing the Digital Signature Landscape

- Secure transactions, on the go
- Cloud storage, no downloads
- Simple certificate ownership
- Easy deployment for end users
Cloud Signatures are created through multi-user HSM as a centralized signature device hosted by a Trust Service Provider. They offer a secure access to applications via multi-factor strong authentication.
Specifications

- **Supports the most demanding digital signature standards like ETSI and CEN**
  - Web services API based on REST and JSON. Modern and easy.
  - Support the broadest range of requirements, in the EU and beyond.

- **Compliant services provide self discovery**
  - Designed to support modular services in line with the mission/capacity of the provider.
  - Services may implement only a particular subset of the API methods. Clients can discover the supported APIs.

- **Complete support for client and user authentication**
  - Covers any contexts: cloud and on premise services, desktop and mobile apps.
  - Supports password-based, OAuth, SAML, Open-ID Connect, SSO, federated authentication.

- **Flexible support for credential authorization mechanisms**
  - Static PIN, synchronous and asynchronous OTP, OAuth, SAML, Biometric, etc.
  - Multi-Factor-Authorization can be obtained by combining multiple mechanisms.

- **V1 Specification covers architectures, protocols and API for Remote Signature creation.**
  - Flexible hash-based signature API
Next Steps

CSC Standardization Roadmap

- Signature creation services
- Signature validation services
- Certification enrollment services
- Gateway services for personal and mobile signature devices
- Long Term Preservation and archiving services
- Notarization services
- Electronic Registered Delivery services
Moving Digital Signatures into the Cloud
Taking Action

1. Adopt the Cloud Signature Consortium specifications.
2. Work with industry-leading Adobe applications.
3. Evaluate your options.
   - Build?
   - Buy?
   - Partner?
Taking Action

1. Adopt the Cloud Signature Consortium specifications.

- Get the technical specifications
  http://www.cloudsignatureconsortium.org/specifications

- Join the Cloud Signature Consortium
  ask@cloudsignatureconsortium.org
Taking Action

2

Work with industry-leading Adobe applications.

✔ Join the Adobe Cloud Signature Partner program

✔ Sign up for the Cloud Signature Preview
  https://adobe.allegiancetech.com/cgi-bin/qwebcorporate.dll?idx=K5AGJ4
Work with the global leader

- Reach 1B devices through Acrobat Reader
- Work with Adobe Sign. Clear market leader, per Forrester*
- Get in-product visibility for your cloud signature offering
- We’re not in the digital ID business. You are!

* Vendor Landscape: E-signatures, Q4 2016 – Forrester Research
Evaluate your options.

- Build?
- Buy?
- Partner?

Cloud Signature Consortium Technology Providers

- Intesi Group
- Intarsys
  [http://www.intarsys.de/](http://www.intarsys.de/)
Intesi Group: a Technology provider

Tech Different!

Unconventional thought, innovative proposals and innovative solutions that will transform the market of logical security, digital signature and encryption.

Cloud Platform
- 2 million signatures per month
- 1 million active users

On Premise
- > 10 million certificates
- 0 downtime
- Up to 500 signatures per sec
Intesi Group: a Technology provider

- 2009 First Remote Signature project in Italy
- 2011 IdenTrust certification
- 2015 Qualified Secure Signature Creation Device
- 2016 Gartner Electronic Signature Market Guide
- 2017 Intesi Group Cloud Signature integrated in Adobe Document Cloud
Intesi Group offering

On-Premise infrastructure

• Qualified SSCD
• CSC compliant
• CA independent
• Scalable performance
• Business continuity
• Simple Integration
• Multi OTP provider
• Electronic Signature/Strong Authentication/Encryption

Cloud services

• Based on PkSuite products
• Transparent migration to on premise infrastructure
• Multi CA connectors
• High availability (Multi site installation)
• Web portals
• Mobile Apps
• OEM offer
• No initial investment
• Fast adoption
DIGITAL ID ENROLLMENT
Intesi Group Cloud Signature

Sign anywhere from your smartphone.
All you need is a certificate.

BUY NOW
I've already bought

1. Buy the certificate
2. Get your ID!
3. Enable your smartphone
Complete your purchase

Login to complete your purchase

Billing information

Personal data

FIRST NAME*

Hint text

LAST NAME*

Hint text

E-MAIL*

Hint text

PHONE*

Hint text

COUNTRY
Recap

QUALIFIED CLOUD SIGNATURE

Digital Signature certificate

+ VAT

Licence property of:
Name Surname
name@domain.com

Choose payment method

- PayPal
- Credit card

By clicking the checkbox, I agree to your Terms of Use & Sale and to your Privacy Policy.

CONFIRM ORDER
Excellent!

You've booked for:
8 November 2017
13.00 - 14.00

Send me an e-mail one hour before

Do you want to continue adding your information?

GO TO THE FORM
Registration successfully completed

Click the following button to enroll the certificate:

ENROLL CERTIFICATE

If it doesn't work, copy the following link in your browser:

Qualified Cloud Signature

Intesi Group

627836

25 sec
Taking Action

1. Adopt the Cloud Signature Consortium specifications.
2. Work with industry-leading Adobe applications.
3. Evaluate your options.
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   - Buy?
   - Partner?
Partnering with Adobe

Work with the global leader

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Thank you!