



Adobe Sign for government procurement agility.

Get contracts signed 28x faster with legal, trusted e-signatures.



Across government agencies, the role of the procurement department is evolving. No longer simply as a means to facilitate the buying process, procurement departments are now recognized as trusted advisers responsible for the workflow cycles that drive agency requirements, optimize deliverables, and reduce expenses. But many procurement departments continue to be burdened by an overload of outdated, labor-intensive paper workflows and physical signature processes that rely on communications sent via email, fax, or mail.

For procurement, purchases often require multiple signatures, delaying project timelines and slowing the completion of business transactions. These roadblocks frustrate constituents, agencies, suppliers, and employees—and ultimately reflect poorly on an agency's image.

This is all changing as government organizations around the world are proactively transforming their businesses, using digital technologies to deliver agility, efficiency, cost savings, and superior constituent experiences. Since the passage of the U.S. Electronic Signatures in Global and National Commerce (ESIGN) Act in 2000, government procurement organizations of all sizes are now utilizing [electronic signatures](#) (e-signatures) and digitizing cumbersome paper-based [workflows](#). Using legal, trusted e-signatures from [Adobe Sign](#) to expedite supplier and vendor agreements helps procurement departments easily track, audit, manage, and complete procurement workflow cycles anytime, anywhere, on any device.

Adobe Sign includes:

- Legal, trusted e-signatures
- Support for certificate-based digital signatures
- Administration and workflow control
- Prebuilt integrations and APIs

Automate signing and approvals across agencies, vendors, and suppliers.

Adobe Sign helps government procurement departments slash manual paperwork and digitize signing processes—from document creation, collaboration, and execution to archiving and management—speeding signature workflows and reducing costs. With Adobe Sign, signing and approval processes are reduced from days to minutes, efficiency and mobility improve, and security and compliance are ensured for your most critical data.

Government agencies choose Adobe Sign to automate signing processes because of its intuitive user experience, robust capabilities, strong security, and flexible identity verification options, as well as its flexible APIs and turnkey integrations..



Procurement

Adobe Sign can accelerate procurement processes, such as:

- Vendor selection processes
- Approvals and authorizations
- Work package inspections
- Supplier agreements
- RFPs and contracts
- Applications and forms

Create exceptional experiences for everyone.

With Adobe Sign, you can send digital documents for e-signature with a single click, and recipients can sign documents from anywhere using a web browser or mobile device. If employees are equipped to sign with certificate-based digital IDs, like PIV or CAC cards, Adobe Sign handles that too. By leveraging our robust APIs and turnkey integrations, you can also use Adobe Sign to prepare and send contracts for e-signature directly from existing contract management systems.

With Adobe Sign, you can:

- **Prepare documents for signature**—Quickly turn paper, Microsoft 365 documents, or static PDF forms into fillable, signable forms with the help of artificial intelligence, powered by Adobe Sensei.
- **Request signatures from others**—Send to one or more recipients, in any order. With a few quick clicks, they can review and e-sign—anytime, anywhere, on any device.
- **Track and manage**—Track document status in real time. Get notified when people sign. Send reminders and maintain an audit trail automatically.
- **Send a single document to many people**—Each recipient gets a personalized version to sign, expediting the procurement workflow.
- **Work from favorite applications and devices**—Work conveniently from web or mobile, or work from other applications—including Adobe Acrobat DC or Microsoft 365.
- **Reduce paper waste**—Virtually eliminate the environmental and monetary cost of using paper-based documents.

Adobe Sign automates procurement e-signature processes, including:

- **Extending existing business systems with e-signatures**—Use our flexible APIs and/or our turnkey integrations for leading applications, such as SAP Ariba and Apttus.
- **Simplifying and speeding signature workflows**—Use intuitive visual design tools to create easy-to-follow custom workflows with templates or deploy standalone, self-serve web applications for signature-based procurement processes.
- **Embedding signable forms into a web page**—Post signable documents or forms on a website so that vendors, suppliers, or constituents can sign agreements easily.
- **Verifying signer identities**—Choose from a variety of authentication methods, ranging from simple passwords to driver's license or passport image validation.
- **Including both vendor and employee signatures**—Combine e-signatures with new or existing employee signature methods, including [digital signatures](#) that work with pre-issued IDs like PIV or CAC cards.

" [During COVID-19], our city's finance teams were suddenly working from home. They started running invoices through Adobe Sign and saved time, money, and effort. We digitized so many departments overnight—it was really exciting."

KIMBERLY FLIN, Digital Workplace
senior business analyst, City of Seattle



E-signatures dramatically reduce costs and turnaround time while providing experiences that delight citizens and employees alike.

Forrester's 2019 Total Economic Impact Study¹ reveals:



28x faster
Average time to
get a signature



US\$6.8 million
Total benefit
over three years



420% ROI
Over three years and less than
three months to break even

¹"The Total Economic Impact of Adobe Sign," a commissioned study by Forrester Consulting on behalf of Adobe, August 2019.

Work with the digital document leader.

From the global leader in secure digital document solutions for more than 20 years, Adobe Sign is trusted by federal, state, and local agencies across the United States and is used by more than 50% of Fortune 100 companies in the private sector. By removing the friction and delays created by paper-based signatures, Adobe Sign helps government agencies and departments of all sizes streamline services—providing their staff and citizens with efficiency gains and better signing experiences while reducing the costs and resources involved with signature processes.

Use Adobe Sign to:

- **Accelerate critical signing processes**—Adobe Sign saves time and money by reducing or eliminating manual or paper-based processes—plus the cost of errors and delays that go with them. Real-time tracking and management increase process transparency, improve turnaround times, and free your employees to focus on more important tasks.
- **Create exceptional signing experiences**—Adobe solutions transform federal, state, and local government services with fast response times and speedy signing processes. Sign from anywhere without printing or faxing documents, installing software, creating new logins, or scanning. Entire signing processes can be completed in just minutes from start to finish.
- **Make it mobile for millennials**—Millennials want to stay productive wherever they go. Using a smartphone or tablet, they can access stored documents, collect signatures in person, send documents for signature electronically, and manage the signing process quickly and easily.
- **Protect sensitive information and transactions**—Backed by hundreds of security features, processes, and controls, Adobe Sign is certified compliant with rigorous security standards, including SOC 2 Type 2, ISO 27001, FedRAMP Tailored, and PCI DSS.

To learn more about how Adobe Sign can benefit your agency or department, contact your Adobe sales representative today at 1-800-87ADOBE.

For more information

<https://adobe.com/go/adobesign/adobesign-gov>

“We give suppliers the option to continue using paper contracts, but with the ease that they’re seeing of e-signing, more than 95% have welcomed our electronic process. Working with Adobe Sign is so much faster and easier. We can get suppliers into our systems for Local Governments so that they can benefit from being a Preferred Supplier right away. The faster they are approved as a supplier, the faster our Local Government Members can take advantage of their services, which is a win for everyone.”

NIKKI BRENNAN, contract coordinator, WALGA

