

CodeScience, experts in Force.com.

Adobe Sign forms cornerstone of growing business, offering flexible, scalable solution to reduce contract complexity.



"As a startup, I wanted 100% reliability on the contract front. Adobe Sign is easy to use, yet sophisticated enough to support the most complex negotiations."

Mike Witherspoon, Co-Founder and Solution Architect, CodeScience



SOLUTION

Adobe Document Cloud
• Adobe Sign

Salesforce CRM

RESULTS

\$1 MILLION
MONTHLY REVENUE

ACCELERATE APPROVALS
Faster signing of contracts supports monthly revenues of \$1 million



SALESFORCE INTEGRATION
Seamlessly integrates with Salesforce platform for simplified workflow and one-stop access to data



SCALE FOR GROWTH
Robust enough to support company's evolution from solo entrepreneur to 40-person team



EASY TO USE
Virtually zero technology barrier simplifies training for new employees

CodeScience

Founded in 2008

Employees: 40

Chattanooga, Tennessee

www.codescience.com

CHALLENGES

- Accelerate start-up process for new company while scaling for growth
- Mitigate risk and simplify due diligence with digital contract authorization process
- Cut time needed to collect signatures and accelerate business

Advancing development for Force.com

CodeScience was founded in 2008 as a one-person shop specializing in Force.com platform development. Today, CodeScience has grown to 40 employees with locations in Chattanooga, Tennessee and San Francisco, California. From Force.com platform development and AppExchange product development to customer relationship management (CRM) implementation and business process consulting, CodeScience has established a reputation for solving complex technical challenges for global customers that require specific, unmatched areas of expertise.

For Mike Witherspoon, CodeScience's Co-Founder and Solution Architect, an e-signature solution was a requirement for the business from day one. Having previously worked as a salesperson, Witherspoon was acutely aware of how important contracts were for collections, legal proceedings, and due diligence related to mergers and acquisitions.

"As a startup, I wanted 100% reliability on the contract front. Adobe Sign is easy to use, yet sophisticated enough to support the most complex negotiations," says Witherspoon. "The seamless integration between Adobe Sign and Salesforce enabled us to leverage a single user interface for sending, signing, tracking, and filing documents within our CRM solution."

Adobe Sign, an Adobe Document Cloud solution, also provided CodeScience with the additional credibility it needed when the company was first starting out. "The ability to brand our contracts within Adobe Sign helped to validate our company in the eyes of prospective customers, especially bigger companies," says Witherspoon. "It made a great first impression."

Adding value with a robust and simple solution

The same versatility that initially benefited CodeScience is also proving to be a boon as the organization expands. "Accurate and accessible digital records of all of our contracts has improved business operations overall," says Witherspoon. "As a result, we are in compliance with any financial or operational due diligence request, without expending extra effort to prepare or collect the information. We can easily search and retrieve any contract that we've ever signed, with minimal training."

“Adobe Sign has enabled our organization to create more secure, flexible business practices that streamline our sales process.”

Mike Witherspoon, Co-Founder and Solution Architect, CodeScience

SOLUTION AT A GLANCE

- Adobe Document Cloud
 - Adobe Sign
- Salesforce CRM

Features such as mobile access and automatic alerts and reminders further streamline the contract approval process, helping CodeScience to close business quickly. At the same time, customers can review and sign documents when it's most convenient for them on mobile devices, eliminating barriers to doing business that can result from time-consuming faxing or mailing of documents and any subsequent follow up. “Adobe Sign integrates easily with Salesforce1 to offer even more ways to manage and process documents with e-signatures,” says Witherspoon. Today, CodeScience relies on Adobe Sign to help close contracts worth approximately \$1 million in revenues every month.

“With our vast experience in Salesforce.com and AppExchange solutions, we recommend Adobe Sign to our customers looking for an e-signature solution because there is zero technology barrier,” says Witherspoon. “Adobe Sign has enabled our organization to create more secure, flexible business practices that streamline our sales process.”

For more information

www.adobe.com/go/dc-enterprise



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