Adobe Sign

Adobe Sign and Apttus.

Accelerate your success in Quote-to-Cash with e-signatures from Adobe.

You already rely on Apttus to streamline your Contract Lifecycle Management (CLM) or Configure Price Quote (CPQ) process. Now you can speed up those processes even more by adding e-signatures to your Apttus solution. Adobe Sign enables partners, clients, and internal collaborators to electronically sign any type of document associated with Apttus contracts or quotes. Collect signatures and close deals quickly by making it easy for approvers inside and outside your organization to sign documents anywhere, anytime, on any device.

Get up and running quickly.
Send documents for e-signature and track approvals directly from within the Apttus solutions you already use. With little to no training required, approvers can easily sign contracts from anywhere without learning or installing new software. Adobe Sign integrates with Apttus CPQ and CLM in Salesforce, and with Apttus CLM for Microsoft Dynamics.

Speed approvals.
When you need approval on a contract or quote, Adobe can save your organization valuable time by transforming slow paper-based signature processes into speedy electronic transactions, reducing approval cycles from weeks to days, and sometimes even minutes. Here's how it works:

- **Prepare and send**—Adobe Sign provides an easy point-and-click way for users to send attachments for e-signature. Within the Apttus contract or quote, simply click the Send for e-signature button, select the right contacts in your CRM, and send the documents you need signed via a personalized email message. As documents are routed, they will continue to follow your predefined Apttus workflow. And you can keep tabs on them directly from within your CRM.

- **Simplify signing**—When approvers receive your email, they see a link that guides them through the signing process. With a few quick clicks, they can review and sign from their computer or mobile device without downloading or installing software or signing up for an account. And e-signatures are as legally binding as pen-and-ink signatures.

"We can complete contracts in minutes and meet deadlines that would have been impossible without leveraging this type of technology."

CONNIE BRENTON
Chief of staff and director of
legal operations, NetApp

- **Easily track and manage**—Adobe takes the pain out of manually managing the approval process. Once contracts or quotes are sent for e-signature, the approval status is automatically updated throughout the entire cycle. You can view your document's approval stage and status directly within your CRM, so you always know what's happening. You can also find previously signed documents in a flash and maintain a detailed audit trail.

- **Securely store and access**—Approved contracts and quotes are securely stored in your CRM. Whether you are sending and receiving confidential documents or accessing them in the cloud, you can rest assured that your information is safe because it's integrated into Adobe's rigorous security environment. You can also use passwords and permissions to control document access.

- **Work from anywhere—**You can send contracts or quotes out for approval from any mobile device and capitalize on the momentum of a deal while you're on the go. You can also track the status of pending agreements with a tap of the finger so you always know what's happening. Approvers can sign on mobile devices from anywhere—even when they are offline. Adobe will automatically synchronize signed documents with your CRM as soon as offline approvers get back online.

Choose the e-signature solution you can trust.

When you choose Adobe Document Cloud, you get so much more than a fast, easy way to manage and track contract approvals. You also gain the ongoing support and reliability of Adobe, one of the world's largest Software as a Service (SaaS) companies. Adobe revolutionizes document approvals by replacing time-consuming pen-and-ink processes with powerful electronic signature solutions. Organizations of all sizes rely on Adobe to get documents signed and close business quickly, more securely, on any device. Adobe Sign is used by Ceridian, Kia Motors, NetApp, Time Warner Cable, TiVo, and many other industry leaders to accelerate signature processes, improve tracking, and centralize management of signed documents.

About Adobe.

Adobe is a global leader in digital marketing and digital media solutions. Adobe's tools and services enable customers to create ground-breaking digital content, deploy it across media and devices, measure and optimize it over time, and achieve greater business success. As the creator of Acrobat software and the PDF file format, Adobe has been a pioneer in electronic document solutions for more than 25 years. That's why global Fortune 1000 companies across a broad range of industries trust Adobe solutions every day to help them innovate while reducing costs and increasing efficiencies across their organization.

About Apttus.

Apttus delivers category-defining software that drives the vital business process between the buyer's interest in a purchase and the realization of revenue. Delivered on Salesforce and Microsoft cloud platforms— Apttus quote-to-cash solutions increase sales and maximize visibility and control. Apttus applications include Configure Price Quote (CPQ), Proposal Management, Contract Management (CLM), and Revenue Management.

Real customers. Real results.
The following are just a few of the many companies that rely on Adobe Document Cloud every day:

- Cadence
- Ceridian
- Kia Motors
- Motorola
- NetApp
- Nike
- Ricoh
- Time Warner Cable
- TiVo

For more information.
http://www.adobe.com/go/sign-apttus