Take your business digital.

Get the most out of your Microsoft investment with Adobe Sign.

Adobe ✕ Microsoft

IT: The driving force behind digitalisation initiatives.

Adobe and Microsoft have come together to help IT teams drive strategic and technological change even faster. Our innovations will help IT deliver business efficiencies and all-digital signing experiences to customers and employees.

Save time and money, and elevate experiences by adding e-signatures to the Microsoft applications your teams are using every day. The integrations are already built, so all you need to do is download and go.

This eBook will explore how:

- Adobe Sign integration with Microsoft Dynamics 365 helps your sales teams close business faster.

- Hitachi cut contract turnaround time by 80%.

- Adobe Sign integration with Microsoft 365 and SharePoint automates digital document workflows.

- Adobe Sign integrates with Microsoft Teams, Power Apps, Azure AD and more to maximise the overall performance of your business.

Accelerate sales with e-signatures and automated workflows.

Adobe Sign integrated with Dynamics 365 makes it easy.

While most departments have minimised paper-based processes, sales teams still rely heavily on paper. Even if contracts, quotes and proposals are tracked in a CRM system, many are still printed delivered to clients and physically signed with a pen. Not only does this waste time and money, but it also reduces visibility into signature status and increases legal and compliance risks.

Adobe Sign eliminates inefficient, manual tasks by seamlessly connecting with existing IT systems, including Microsoft Dynamics 365. With Adobe Sign, your salespeople can send, track and sign documents without leaving the Dynamics 365 application. That helps keep everyone productive and it reduces the IT involvement needed to set up, manage and maintain a smoothly running system. Adobe Sign is embedded in multistep Dynamics 365 workflows and works to accelerate time to revenue by completely automating the process.

Because so much of the process – from managing contacts to signing the contract – can happen in Dynamics 365, no additional management is needed and no new accounts need to be set up. The same Dynamics 365 sign-in credentials enable users to access Adobe Sign and send out documents for signature, including documents from Microsoft SharePoint. Once documents are signed, the Dynamics 365 records are automatically updated as PDFs and sent to all parties. In a matter of minutes, you can complete an entire closing, approval or other process.

E-signatures empower sales.

These innovations can have a huge effect on the business direction and culture of the whole organisation. When users, stakeholders and decision-makers see the benefits of IT innovation, they will be more likely to support future innovative strategies.

Adobe Sign and Microsoft Dynamics 365 work together to:

Accelerate approvals.

- Shorten the sales cycle by automatically sending contracts from Dynamics and allowing recipients to e-sign documents remotely.

- Send contracts to multiple recipients in any order, including sequentially, in parallel or a hybrid of the two.

- Have customers easily sign documents from any device – including from the Dynamics 365 mobile app – to eliminate overnighting, scanning, faxing and printing.

Increase visibility.

- Monitor the progress of all Adobe Sign documents directly in Dynamics 365, so everyone knows which proposals, quotes and contracts are out for signature and where they are in the approval cycle.

- Empower reps to know exactly when their documents have been opened, viewed or signed.

- Gain real-time visibility into contract status across your organisation for better forecasting and more productive planning.

Reduce legal and compliance risk.

- Verify the recipient's name, company name and job profile using LinkedIn Sales Navigator (seamlessly integrated with Adobe Sign) before sending the contract for e-signature.

- Maintain a complete audit trail for every transaction.

- Make documents tamper-evident, thanks to a digital seal that ensures contract integrity.

Hitachi Solutions

How Adobe Sign integrated with
Microsoft Dynamics 365 cuts contract
turnaround time by 80%.

Situation: Hitachi takes their own advice to heart.

Hitachi Solutions is one of the world's largest consulting firms
specialising in Microsoft and Adobe solutions, particularly Microsoft
Dynamics 365 and Adobe Sign. They saw how Microsoft Dynamics
and Adobe Sign benefited their own customers with increased
efficiencies and ease of use through integrated technologies. Hitachi
Solutions realised that they could take advantage of the Adobe Sign
and Microsoft Dynamics integration to improve their own processes
with fully digital contract and agreement workflows.

Solution: Accelerate time to value.

Hitachi deployed their internal implementation of the Adobe Sign
integration with Microsoft Dynamics 365 in just a week. According to
Kyle Hill, a solution architect at Hitachi Solutions Europe, Ltd., "The
whole process of deploying Adobe Sign was extremely easy. We had
great dedicated support from Adobe and responsive presale resources
that helped us achieve our goals."

*"Our customers are getting a much more
efficient, auditable and professional experience
than they did before, thanks to the integration
between Microsoft Dynamics 365 and
Adobe Sign."*

Simon Drake
senior vice president and UK general manager
Hitachi Solutions Europe Ltd.

Hitachi Solutions

Result: Faster turnarounds and more billable hours.

By putting the Adobe Sign and Microsoft Dynamics 365 solution to work internally, Hitachi was able to:

· Cut contract turnaround time by 80% and start projects sooner

· Reduce paperwork time by 50% using Dynamics 365 and automated workflows

· Increase billable hours by accelerating contract finalisation

· Make audits and compliance clean and easy with better contract tracking and management

After deploying the Adobe Sign integration with Dynamics 365:

80% reduction in contract turnaround time

50% reduction in paperwork

Increased billable hours

Reduced legal and compliance risk

Empower employees throughout the organisation.

Adobe Sign integrated with Microsoft 365 apps helps everyone work faster, smarter and safer.

Beyond the sales organisation, there are still plenty of inefficient paper processes at play in human resources, procurement, legal and more. Adobe Sign can help in those areas too. By integrating Adobe Sign with the Microsoft 365 apps your team is already using, you can eliminate paper-based signature processes and deliver all-digital signing experiences.

Adobe Sign tools are built right into Microsoft 365, so everyone in your organisation can transact business and collaborate faster without leaving their Microsoft apps. It's a barrier-free process to go from drafting, say, an NDA, to routing and editing it internally, to getting client sign-off. This full integration allows your team to easily execute and track deals, projects and communications. All-digital workflows make it all seamless and simple. Even folder organisation and naming is automated so important information can be viewed on any document from any location.

In addition to enjoying smoother workflows, users can move faster to keep track of data with Microsoft SharePoint and Adobe Sign. Because SharePoint is part of Microsoft 365, you can simplify your processes by easily merging data from a SharePoint list right into a file template. Using SharePoint workflow logic, sales teams can configure who approves and when, based on document type or value. They can see any document's status right in the SharePoint folder or list and store signed documents wherever they choose.

For organisations using Microsoft Teams, Adobe Sign lets collaborators send documents for signature via a simple tab. A bot allows team members to manage, track and get notifications for the status of important documents like a contract or agreement. The Adobe Sign integration with Teams is also certified as part of the Microsoft 365 certification programme, which ensures that enterprise data privacy and security are protected from the introduction of third-party applications into Microsoft 365.

Adobe Sign advantages by the numbers.

A recent Forrester study* documented the cost and time savings of using Adobe Sign with Microsoft applications.

1.5 hrs and £5

saved on every signing transaction
by going digital and reducing costs for delivery,
paper, ink, printers and scanners

28 times

faster turnaround for
getting documents and
contracts signed

£1M

in savings of hardware and
paper over three years

* "The Total Economic Impact of Adobe Sign," a commissioned study
conducted by Forrester Consulting on behalf of Adobe, September 2019.

"By automating document management workflows with Adobe Sign and Microsoft Dynamics 365, staff now spend half the amount of time processing paperwork."

Kyle Hill

Dynamics 365 Pre-Sales Solution Architect,
Hitachi Solutions Europe, Ltd.

Adobe and Microsoft across your organisation.

Deep integrations bring e-signatures to even more of the Microsoft apps your teams use every day.

Microsoft SharePoint

Customers can create and embed digital forms, such as time-off requests, that can be filled, signed and reused indefinitely. This update is perfect for collecting information from large numbers of people inside and outside the company, including brand-new users. This information can be automatically saved to SharePoint folders, and the data from form fields can be mapped back to a SharePoint list.

Microsoft Azure

Adobe Sign is available on Microsoft Azure in the United States and Europe, helping businesses meet EU data protection and privacy laws by storing all data, content and information in the EU.

Microsoft Azure Active Directory (Azure AD)

With the Adobe Admin console, Microsoft Azure Active Directory (AD) enterprise customers can now enable single sign-on to securely deliver Adobe Sign to their employees in less than 30 minutes. This central location for managing Adobe solutions across the organisation allows secure seamless access by employees.

Adobe and Microsoft: Partnering to accelerate your digital transformation.

Adobe and Microsoft are committed to helping organisations with their digital transformation. Our combined solutions drive business efficiencies and deliver end-to-end digital experiences for millions of users around the world.

Find out more about how we can help your organisation take the next step in its digital transformation journey.

Contact us