# Adobe Sign and Apttus

Meet evolving data sovereignty and security needs
using Adobe Sign

You already rely on Apttus to streamline your Contract Lifecycle Management (CLM) or Configuration, 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—all from within Salesforce.

## Get up and running quickly

Adobe Sign is natively built on the Salesforce1 platform—just like your Apttus solutions. Adobe Sign technology is integrated into Apttus CLM and CPQ solutions. Send documents for *e-signature* and track approvals directly from within the Apttus solutions you already use. And everything is managed within Salesforce. With little to no training required, approvers can easily sign contracts from anywhere without learning or installing new software.

## 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 hours. 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 from Salesforce, 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 Salesforce

### 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.

### 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 Salesforce, so you always know what's happening. You can also find previously signed documents in a flash and maintain a detailed audit trail.

*"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

## Securely store and access

Approved contracts and quotes are securely stored in Salesforce. 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

Adobe Sign and Apttus are built on Salesforce1 so 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 Salesforce 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 a trusted and comprehensive cloud platform—the Salesforce platform—Apttus quote-to-cash solutions increase sales and maximize visibility and control. Apttus applications include Configure Price Quote (CPQ), Proposal Management, Contract Management, and Revenue Management.

**For more information**
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