Adobe® EchoSign®

E-signatures are as easy as click, sign, and send.

Whether you need to approve a contract or sign a form, the Adobe EchoSign online service makes it easy to add your e-signature to PDF and Office files. So you never need to print, fax, or send documents overnight again.

Businesses across all industries have realized that the traditional, manual business process of getting a contract signed can cost millions of dollars in lost revenue. It's expensive, inefficient, doesn't scale, and lengthens revenue cycles. Electronic signatures and web-based contracting represent a cost effective, efficient and automated way to finalize contracts — companies can expeditiously close business in minutes versus hours or days. Electronic signatures deliver a proven ROI of a 200-400% decrease in close cycles and helps businesses to sell smarter, sell more and sell faster.

Manage your signed contracts online

EchoSign is the leader in web contracting and e-signatures and is the first service to manage the entire contracting process on the web — quickly, easily and securely. EchoSign mirrors your existing contract signature processes — with counter, sequential and parallel signatures, document controls, reminders, password protection, cc's to all parties, and support for both e-signatures and fax signatures.

Collect, manage and store signed files more efficiently. You can use EchoSign to send reminders, forward documents or contracts to another approver, and store everything online.

A perfect companion to Adobe Reader® and Adobe Acrobat® XI

Whether you're working in free Adobe Reader or Adobe Acrobat XI software, a quick click in the Sign pane takes you to your EchoSign account online. Sign documents yourself, or use EchoSign to request signatures from others and then track the process.

EchoSign* delivers the following benefits:

Ease of use: EchoSign makes it easy for you to get a signature. Email the document you need signed through the EchoSign webmail-like interface. And pick what type of signature you want — electronic or fax. That's it. There's nothing to download or learn.

Business processes and reporting: EchoSign's transparent workflow delivers frictionless automation for both fax and e-signing paradigms so an organization can continue to conduct business with minimal disruption. In addition, EchoSign delivers enterprise-wide contract status visibility with a reporting dashboard to measure performance at a glance, and custom reporting and analysis to measure the status of your agreements over time.

ROI: Proven EchoSign benefits include reducing close cycles by 50-500% (literally, from weeks to hours or days) and reducing post sale internal contract processing costs by 50-75%. For additional ROI examples, see customer benefits in the sidebar on the previous page.

Customer experience: EchoSign improves the customer signing experience with ease of use and convenience. Your customers do not need an EchoSign account to sign a contract, and they can sign contracts remotely with a Blackberry, iPhone, or iPad.

Software integration: Use Echosign from within Acrobat XI and Reader XI to sign a PDF in seconds. You can also manage and store signed files more efficiently by accessing EchoSign right from Acrobat XI. Upload your signed document or get others to sign documents.

Systems integration: The EchoSign API is commonly used to integrate contract signature events with finance, database and CRM applications. EchoSign offers integration to applications such as Salesforce.com, NetSuite, SugarCRM, SAP CLM, Selectica, Microsoft Dynamics, and many more.

Security: EchoSign is completely secure, using both email and password authentication. All documents sent through EchoSign are encrypted with full 256-bit SSL security, and all account data is encrypted with RSA keys. EchoSign captures every transaction in the contract signature process and records a comprehensive and detailed audit trail in PDF format. In addition, all contracts are automatically converted to PDF format just prior to being sent for signature, eliminating any last minute unapproved revisions.

Fast implementation: As a software as a service (SAAS) application, EchoSign is implemented in minutes and requires no IT resources for implementation or maintenance. There is no requirement for end user or customers to install a plug-in or download a software client.

Business continuity: Pick the vendor you know will be there whenever you need backup to enforce a contract. Adobe has a 20 plus year history in digital documents. Today more than 95% of all documents are signed by or in Adobe products (EchoSign, LiveCycle®, Acrobat and Reader). Adobe has been creating and innovating compliant solutions, and EchoSign has been delivering a proven E-SIGN compliant solution for over six years. Adobe EchoSign – legal, tested, trusted and here to stay.

For more information
echosign.adobe.com

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