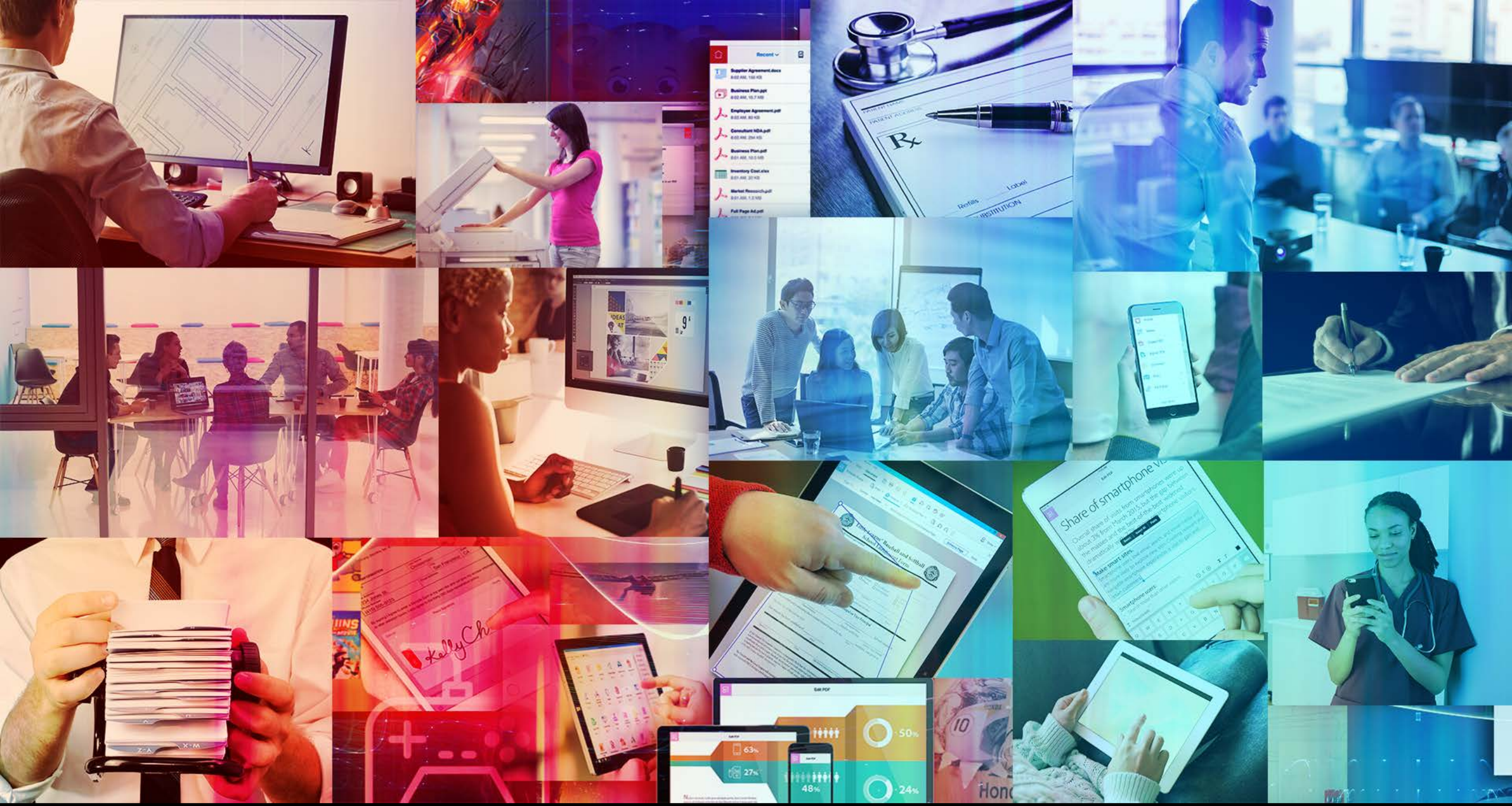
Adobe
Adobe & MEEC Document Cloud
Dana McAlexander | Product Marketing Manager
MAKE IT AN EXPERIENCE



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The Digital Document Lifecycle

INITIATE

- Static
- PDF editable

System of Record

- Salesforce
- Workday
- Office 365

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One-to-One

- Collaborate
- Comment & Review
- Combine/Add Pages

Basic Workflow

- Fixed routing
- Automatic and Flexible

Advanced Workflow

- Conditional Logic
- Prequalify Logic

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EXECUTE

- Acknowledge
- Approve
- Sign
- Store
  - Sign Server
  - Online Server (Box)
  - Private Server
  - System of Record

Security | Compliance | Analytics | Mobile

APIs/SDKs | Machine Learning/AI | Identity

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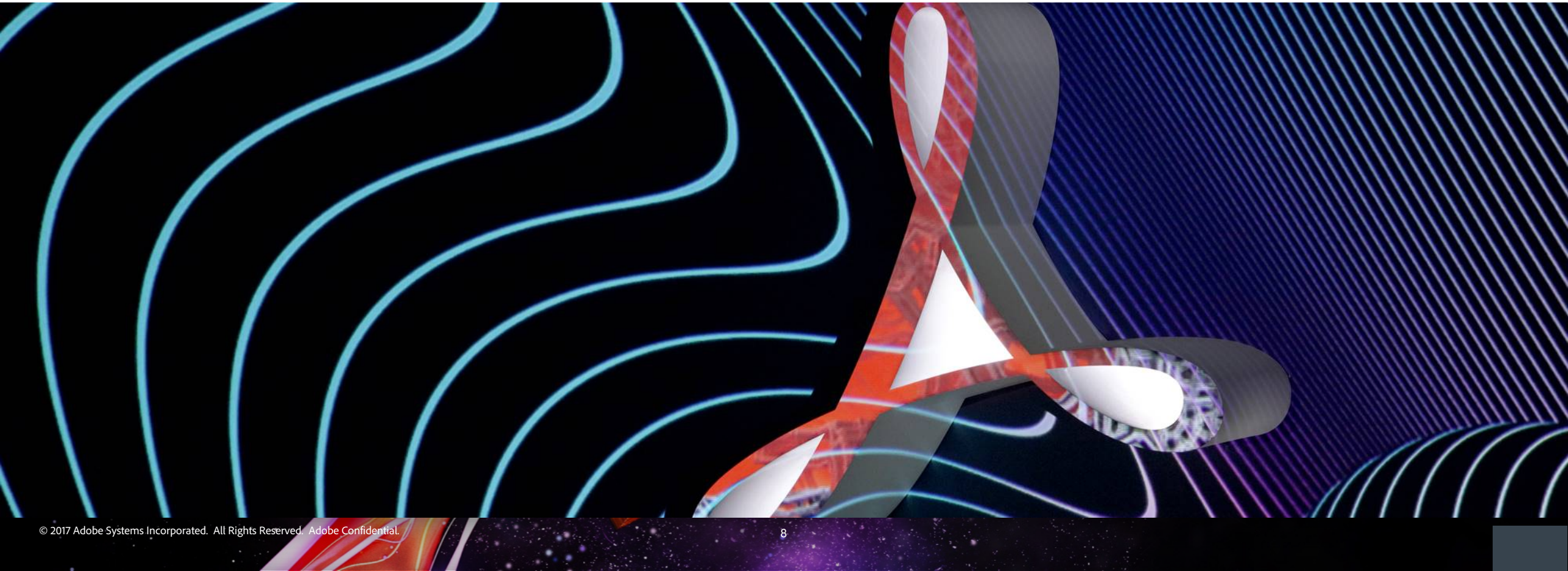
Adobe Document Cloud helps organizations drive business faster by delivering stand-out digital experiences for their customers.

Purchase Process for Adobe Sign via MEEC Agreement

Suzanne Jennings | Education Accounts Manager, Adobe
John Bowers | Sales Director, CIA

Review of Existing ETLA Process: Creative Cloud and Acrobat

John Bowers | Sales Director, CIA



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MEEC Adobe ETLA

- Two Year Term for Creative Cloud & Acrobat
- Multiple opportunities to add Adobe Sign*
- One agreement for multiple Adobe products and services (Creative Cloud, Acrobat, Sign), languages, and platforms
- Admin Console
- Payments pro-rated to August 2019 end date*
- Users are always entitled to the latest versions
- Simplifies license management and compliance
- Instant access to software and true-up on anniversary date
- NEW: Adobe Sign for eSignatures

*Pro-rated based on date joined

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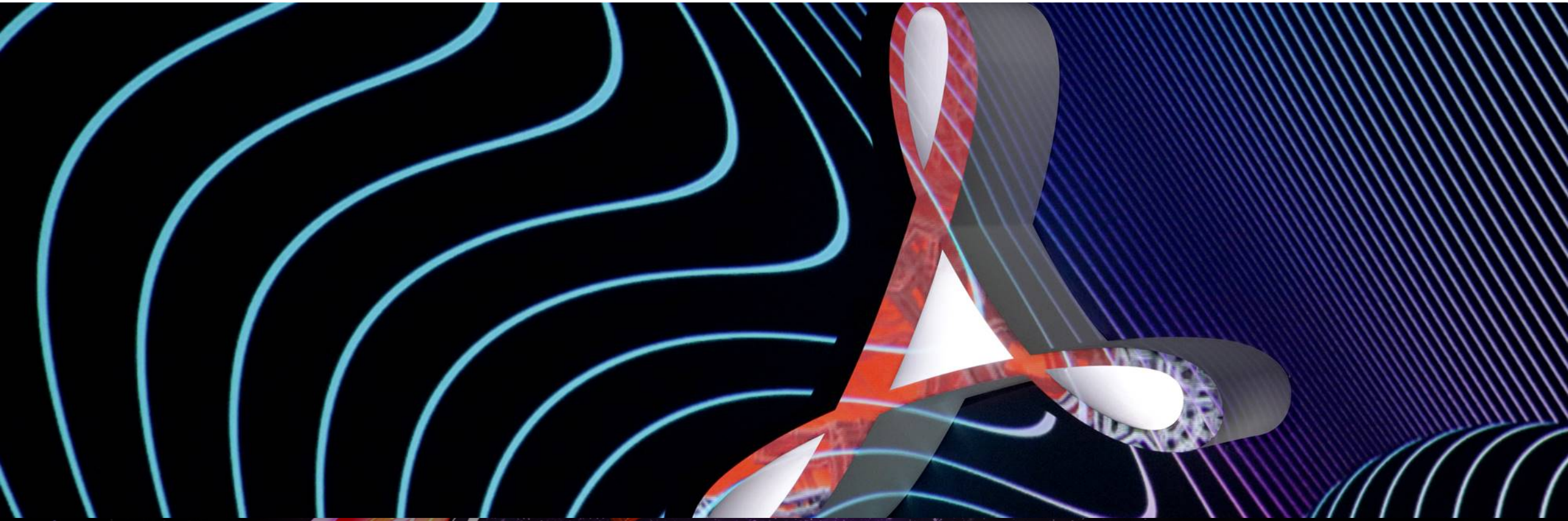
Adobe Sign on MEEC Agreement

Suzanne Jennings | Education Accounts Manager, Adobe



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Adobe Sign MEEC Agreement Overview

- Can add to existing ETLA or purchase as a stand alone agreement

- 4 Purchase Periods (to be pro-rated with ETLA Anniversary Date):
  - August 27, 2017
  - November 15, 2017
  - May 15, 2018
  - August 27, 2018

Two Purchase Options:

Product	Minimum Purchase	Per Unit / Per License
Adobe Sign (per user)	Quantities of 5	CONTACT CIA
Adobe Sign (transaction)	2,000 Transactions	CONTACT CIA

Per User: includes 150 pooled transactions / user: 5 Users x 150 pooled transactions per User per year = 750 transactions per year
Transactions: Additional transactions will be invoiced at $1.50 for >2,000

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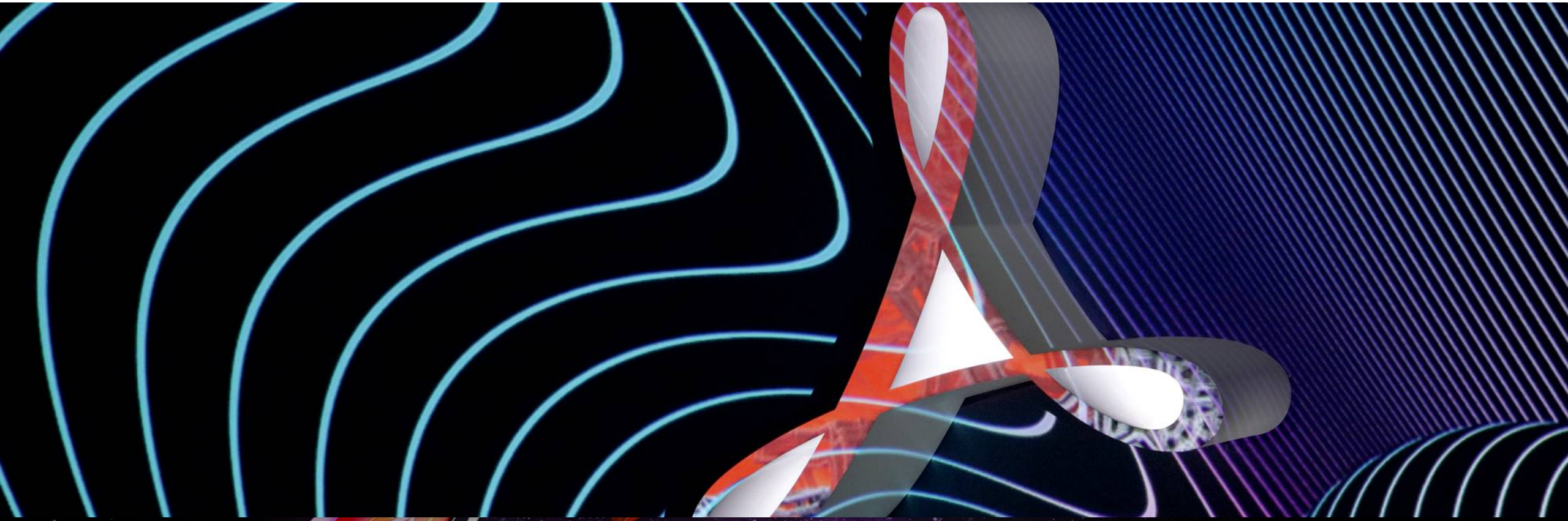
Process for Getting Started with Sign / New ETLA or Renewal

John Bowers | Sales Director, CIA



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Step #1: Obtain Quote

- Contact John Bowers john@ciacentral.com at CIA for a Quote

- For Adobe Sign, please provide:
  - **Number of Transactions or Number of Users***
  - **System Admin**
  - **Integrations of Interest (i.e. Workday, SFDC, Box, SharePoint, etc.)**

**Note: only users who start a signature workflow / process need an account; signers do not. Please contact John at CIA for additional help with Sign licensing.*

- To join or renew a Creative Cloud or Acrobat ETLA, please provide FTE Count:
  - **Full Time Faculty + (Part Time Faculty / 3) + Full Time Staff + (Part Time Staff / 2) = FTE**
  - **Full Time Student + (Part Time Student / 2) = Student FTE**

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Step #2: Provide Purchase Order

Submit a Purchase Order to CIA via email: sales@ciacentral.com

Deadlines:

- Adobe Sign:
  - **Intent to Order: August 18th**
  - **Purchase Order: August 23rd**

- New ETLA Customers:
  - **Intent to Order: August 4st**
  - **Purchase Order: August 18th**

- Renewals:
  - **Purchase Order: August 18th**

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Contact Information for MEEC: CIA & Adobe

CIA Website | MEEC Contract:
www.ciacentral.com/meecadobe

MEEC Adobe Pricing:
www.ciacentral.com/meecadobe/pricing.htm

Computer Intelligence Association

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301-762-1051

Hanne Quigley | MEEC Customer Support
hanne@ciacentral.com
301-762-1051 or 877-843-2421

Smita Gokhale | CIA Accounting Manager (invoice requests, etc.)
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301-762-1051

Adobe

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