# Adobe Document Cloud for Education

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# Digital is not optional in the 21st Century…

- **“Going Enterprise-Digital is not optional in the 21st century**.

When you foster creativity and implement digital workflows to and with your employees, they learn how to think critically and creatively to solve the relationship between themselves and others in more compelling ways. With these skills, individual employees and departments succeed at maximum capacity.”

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# Are you drowning in paper?

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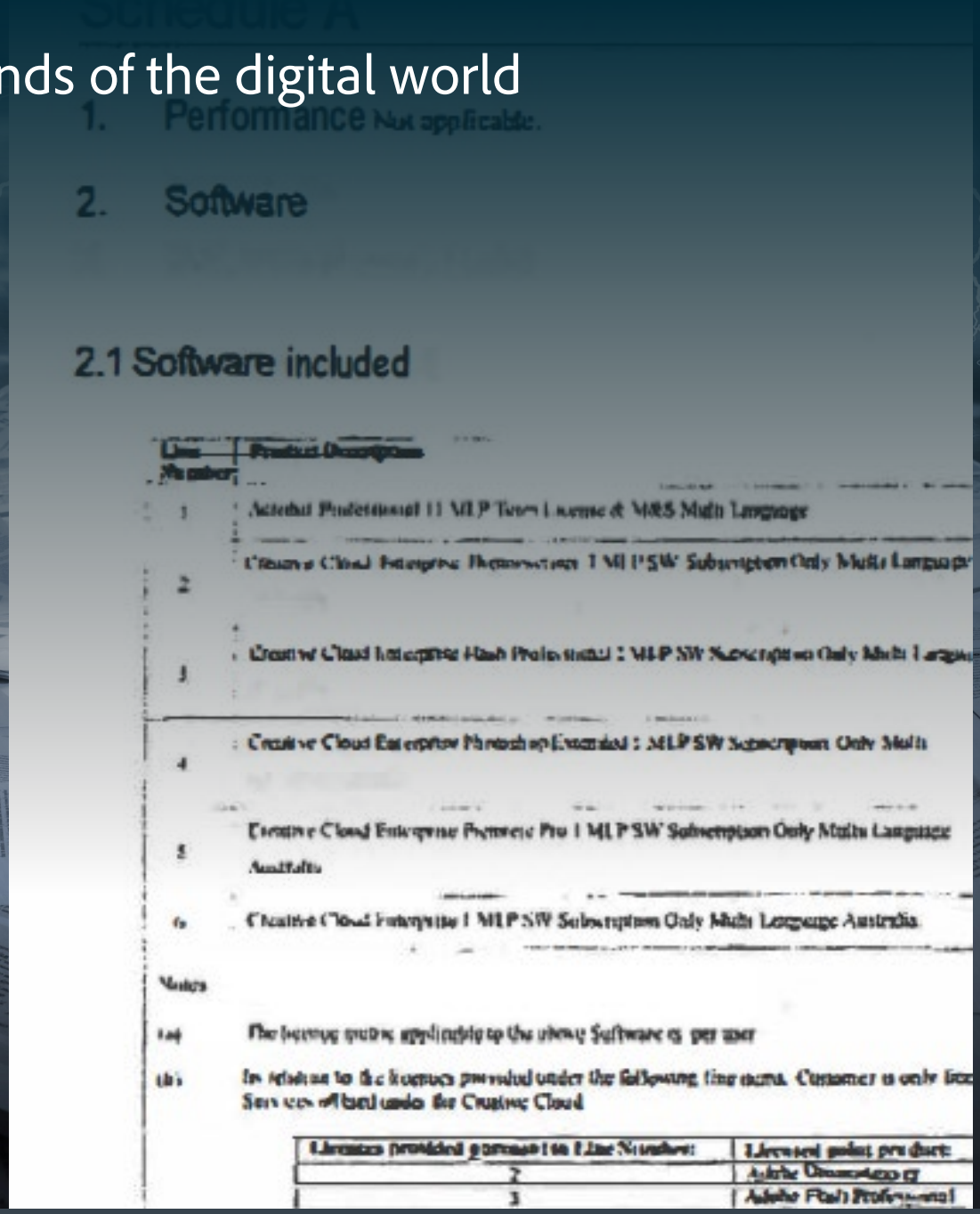
# Creating experiences that meet the demands of the digital world

80%

of document processes still rely on paper

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# Digital Transformation is an imperative and NOT OPTIONAL

## Survival

50%

of U.S. universities may be in bankruptcy in 15 years.

## Expectations

60%

of high school seniors more likely to consider institutions that use digital strategies

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# Adobe Document Cloud

- ACROBAT DC
- ADOBE SIGN
- WEB AND MOBILE APPS
- INTEGRATIONS

Deliver stand-out digital experiences by making manual, paper-based processes 100% digital

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# Adobe Document Cloud delivers end-to-end digital experiences

## CREATE

### Productivity apps

- Office Docs
- Paper Docs
- Existing PDFs
- Fillable Forms

### Enterprise Systems

- SharePoint or O365
- PeopleSoft
- Banner
- ...

## COLLABORATE

### Ad hoc

- Share
- Comment & Review
- Combine/ Add Pages

### Structured

- Fixed Routing
- Automatic & Flexible
- Conditional Logic
- Prequalify Logic

## EXECUTE

- Acknowledge
- Approve
- Sign
- Store
  - Document Cloud
  - Document Management Systems
  - Enterprise Systems
  - System of Record

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# Five ways to use Adobe Sign that impact hundreds of use cases

## Sign

Sign documents that require a legally-defensible signature, often used with customer or business-to-business transactions.

HR Offer | Benefits | NDA

## Fill form

Collect information from a customer, partner, or employee to kick off a new process or gather needed information.

Vendor Onboarding | Facilities Request | Patient Intake

## Approve

Approve documents when a formal signature isn't required, often used with internal processes.

Purchase Order | Service Order | Project Approval

## Accept

Click to accept a document intended to inform or notify the recipient about important business terms or changes.

Terms & Conditions | Policy Update | Legal Notification

## Certified recipient

Provide confirmation in the audit trail showing that a recipient viewed and acknowledged a document.

Change in Terms & Conditions | Policy Update | Price Increase

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# Adobe Document Cloud Partner Eco-system

# Adobe Sign + Microsoft Integrations

Dynamics

SharePoint

Outlook

Word

PowerPoint

Flow

Teams

Speed business processes and securely transact business

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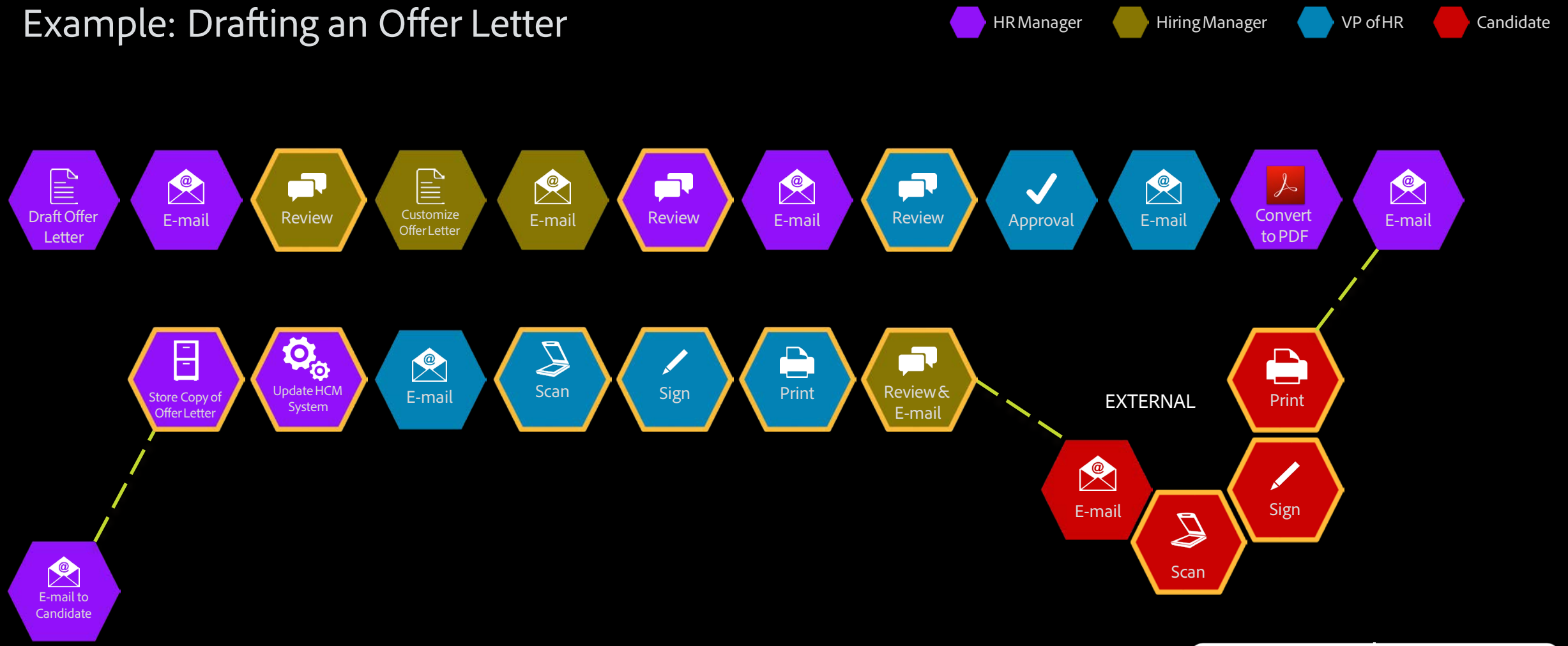
# Example: Drafting an Offer Letter




| 24 | 12 |
|---|---|
| TOTAL STEPS | MANUAL STEPS |

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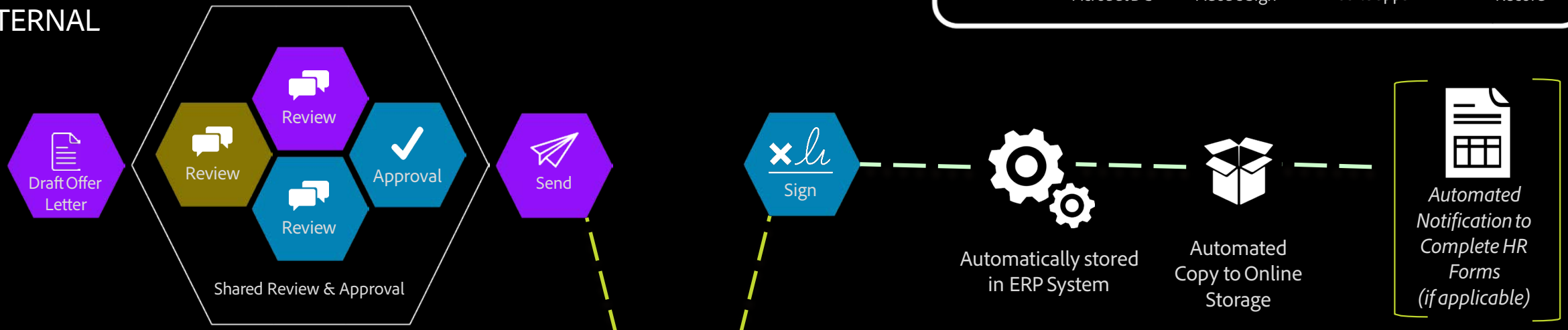
# HR Onboarding with Adobe Document Cloud

Tools Used: Acrobat DC, Adobe Sign, Web & mobile apps, + System of Record

## INTERNAL




## EXTERNAL

| 7 | 0 |
|---|---|
| TOTAL STEPS | MANUAL STEPS |

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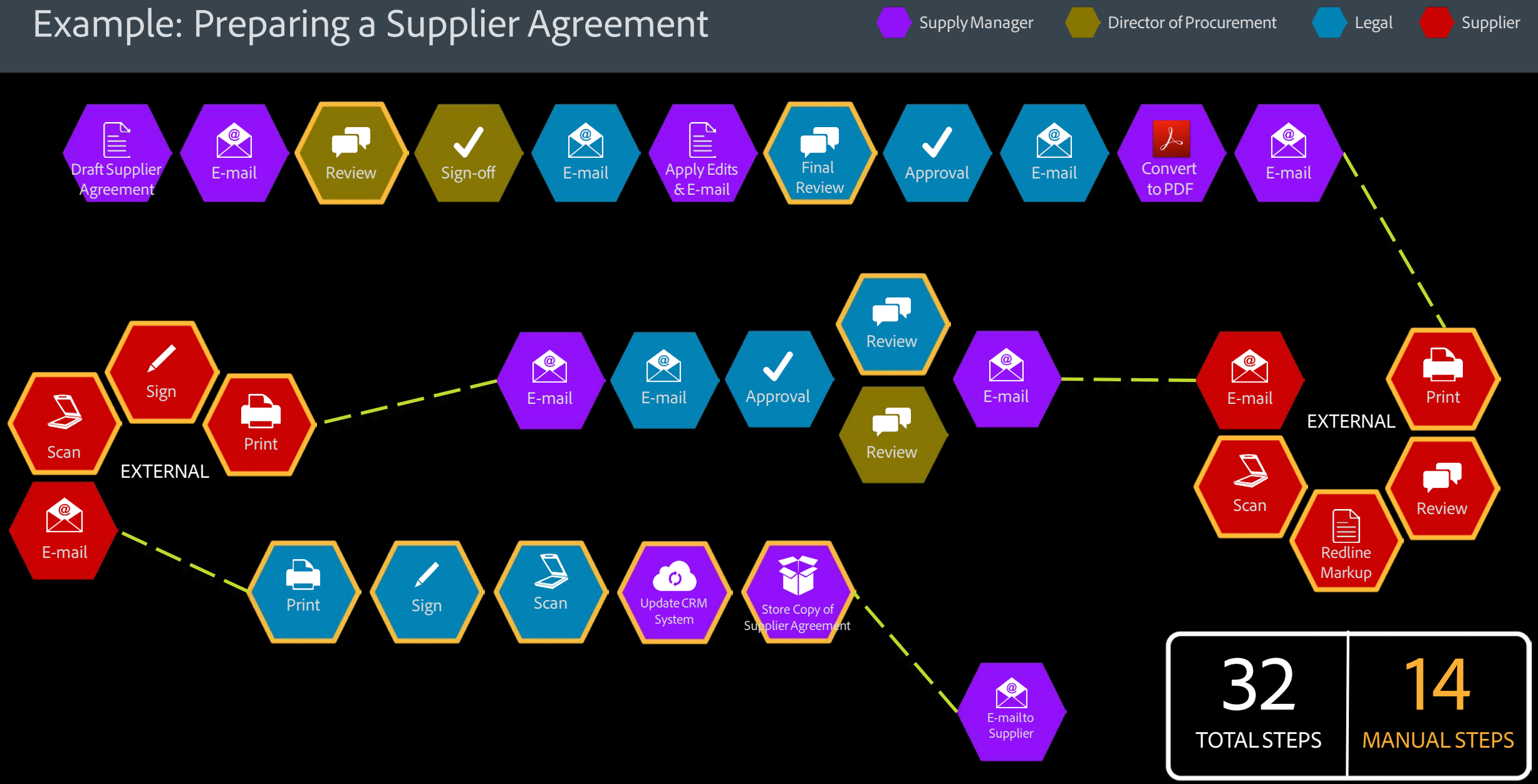
# Example: Preparing a Supplier Agreement

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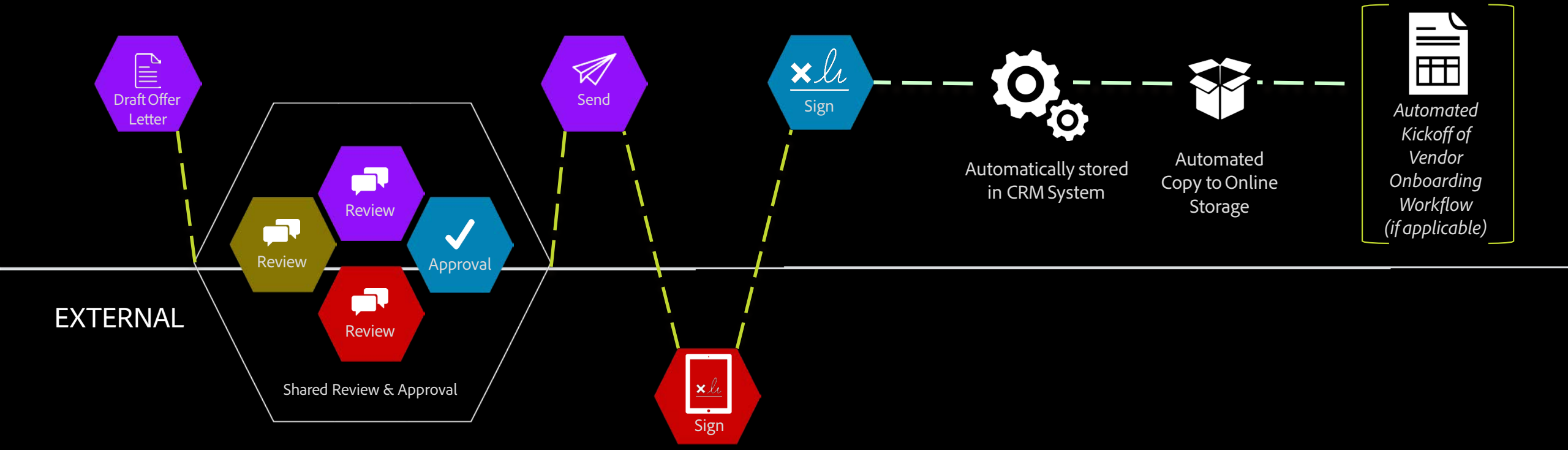
# Supplier Agreements with Adobe Document Cloud

Tools Used: Acrobat DC, Adobe Sign, Web & mobile apps + CRM System + Online Storage




| 7 | 0 |
|---|---|
| TOTAL STEPS | MANUAL STEPS |

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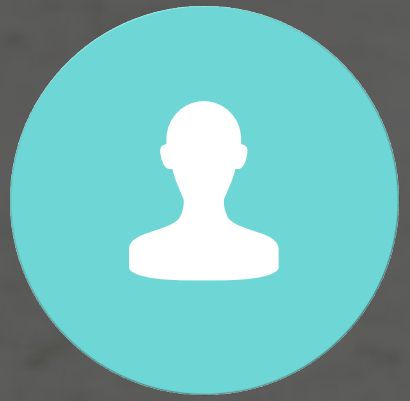
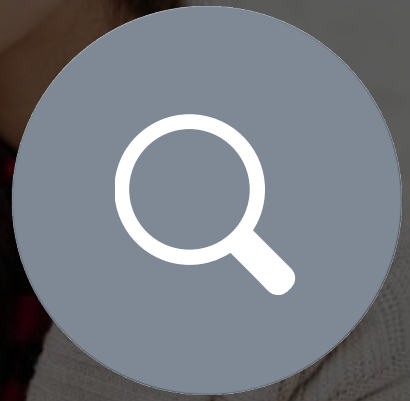
# Benefits



Improve customer and employee experience

Increased Productivity

Reduce legal risk & improve compliance



Gain visibility of document process at all stages

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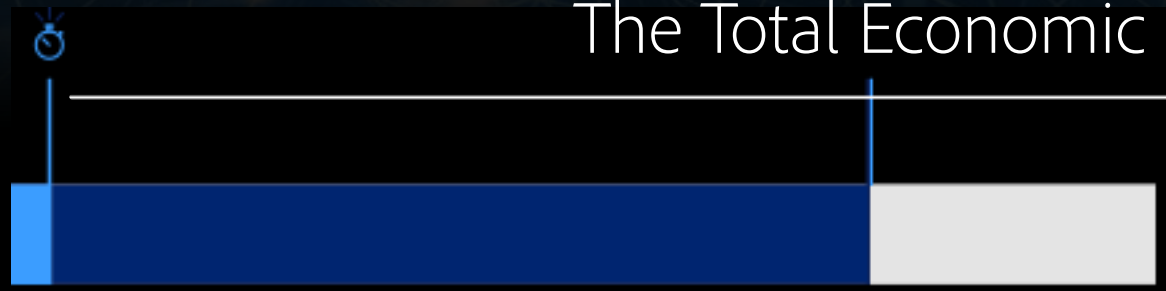
# Adobe Sign delivers proven, exceptionally high ROI

FORRESTER®

## The Total Economic Impact of Adobe Sign

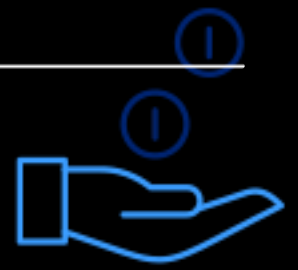


**21x faster**

**AVERAGE TIME TO GET A SIGNATURE**

**50,000**

**HOURS SAVED**
OVER 3 YEARS



**383%**

**EARNED ROI**

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

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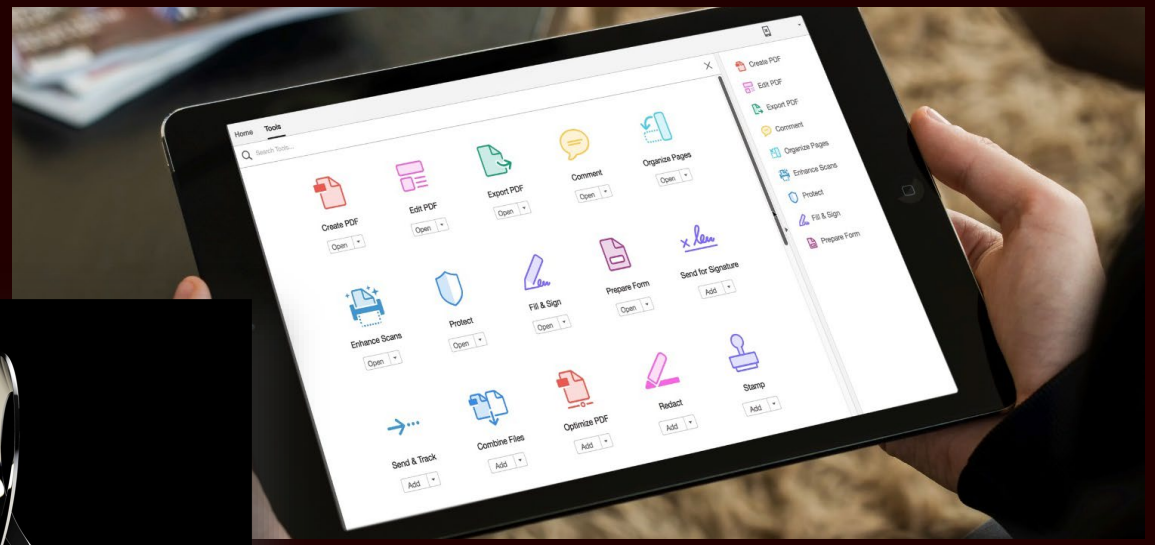
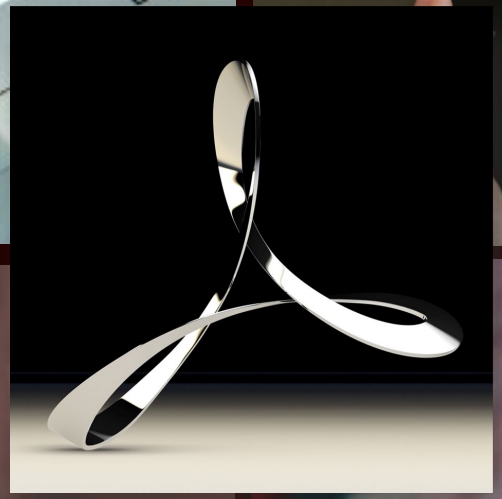
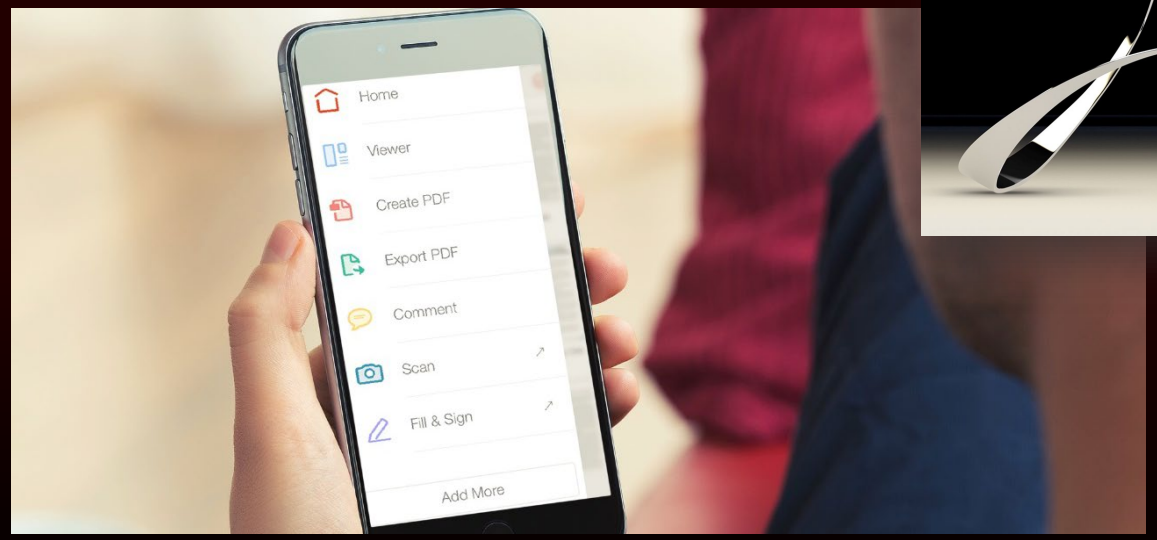
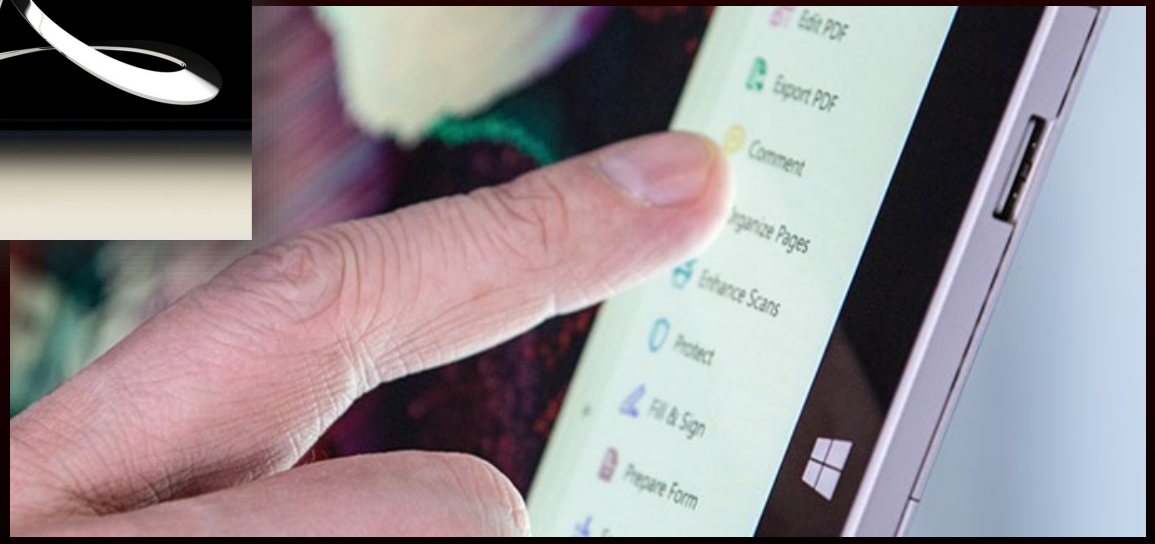
# Demo



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# WHY ADOBE

OVER

**20**

YEARS OF DOCUMENT SOLUTIONS

OVER

**6 billion**

SIGNATURES TRANSACTIONS

DOCUMENT SOLUTIONS

**PLATFORM**

BASED ON STANDARDS

OVER

**$862m**

R&D budget

OVER

**1000**

PATENTS IN DIGITAL DOCUMENTS

SCALABLE

FOR GLOBAL DEPLOYMENT

LEGALLY BINDING

SECURE, AND AUDITABLE

SECURITY

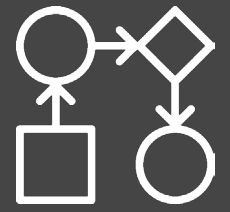
INTEGRATION

BEST-IN-CLASS

**ENTERPRISE SUPPORT**

INCLUDED AT NO EXTRA CHARGE

ADVANCED



WORKFLOW SOLUTIONS

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# Examples of how a transaction is measured:

1. When an Electronic Document or a collection of related Electronic Documents are sent to a recipient through the electronic signature service, this is counted as one transaction.

2. MegaSign (for sending one document to many): every recipient the document(s) is sent to equals one transaction. *Example: if a document is sent to 300 recipients, this counts as 300 transactions.*

3. Widget (self-service model): when an individual completes a form, and clicks “sign”, this equals one transaction. *Example: if 300 people fill out a form and sign it, this counts as 300 transactions*

**Note: For each of the scenarios above, a transaction has a maximum of 100 pages or 10 MB.*



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# Adobe Sign MEEC Agreement Overview

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

- 2 Purchase Periods:
  - August 27, 2018
  - May 24, 2019

| Product | Minimum Purchase | Per Unit / Per License |
|---|---|---|
| | | |
| Adobe Sign (transaction) | 2,000 Transactions | $1.50 / Transaction |

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