Adobe ✕ Microsoft

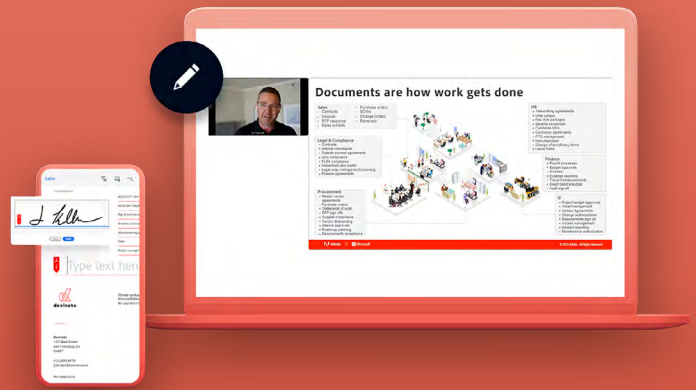# Speeding up your contract process with Adobe Document Cloud.

See how Adobe Document Cloud enables you to handle digital documents more efficiently.

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The changing world of work.

In the past few years, every organisation has been forced to think about how they can operate with employees, customers, and business partners often spread out around the country or even the globe. The new reality is that workplaces are now hybrid spaces, so documents need to be created, sent, signed, and managed digitally. The efficiency with which organisations can do this makes a big difference between success and failure.

Creating a connected sales cycle.

The best way to manage your sales contract process is by leveraging your existing IT infrastructure. This requires using the same CRM platform you're used to, but integrating Acrobat Sign Solutions into it, to make the end-of-contact signature transaction as simple as possible. Documents should be generated with Adobe PDF Services, which can create a template-driven model, allowing contracts to be produced at scale. Running all of this on your own could be hard work, so considering Microsoft Power Automate to do it for you as an alternative could bring even more efficiencies. It can automate repetitive tasks and connect to hundreds of apps, services, and data sources.
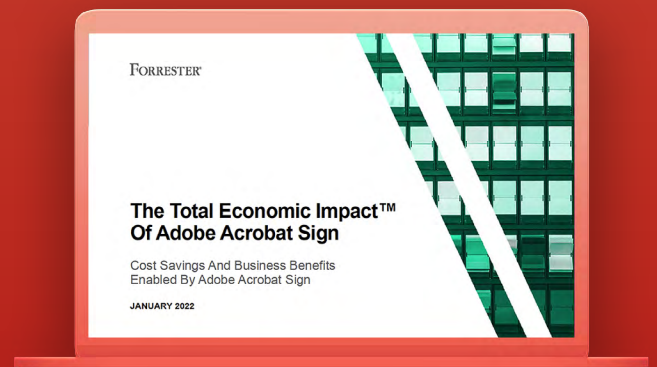
Challenges with contracts.

Businesses couldn't function without documents. Whatever department you're in, documents will fuel how your work functions. One of the more important documents are sales contracts. A typical Fortune 2000 company has between 20,000 – 40,000 in play at any given time. Sending thousands of contracts between potentially hundreds of people can create huge problems where time, money, and maybe even the contract itself could be lost. Research has shown that this inefficiency can lead to a 9% profit loss.

Email adobe@westcoastcloud.co.uk to find out more.