



Unlocking Business Value with Adobe Document Cloud

Dicker Data Webinar

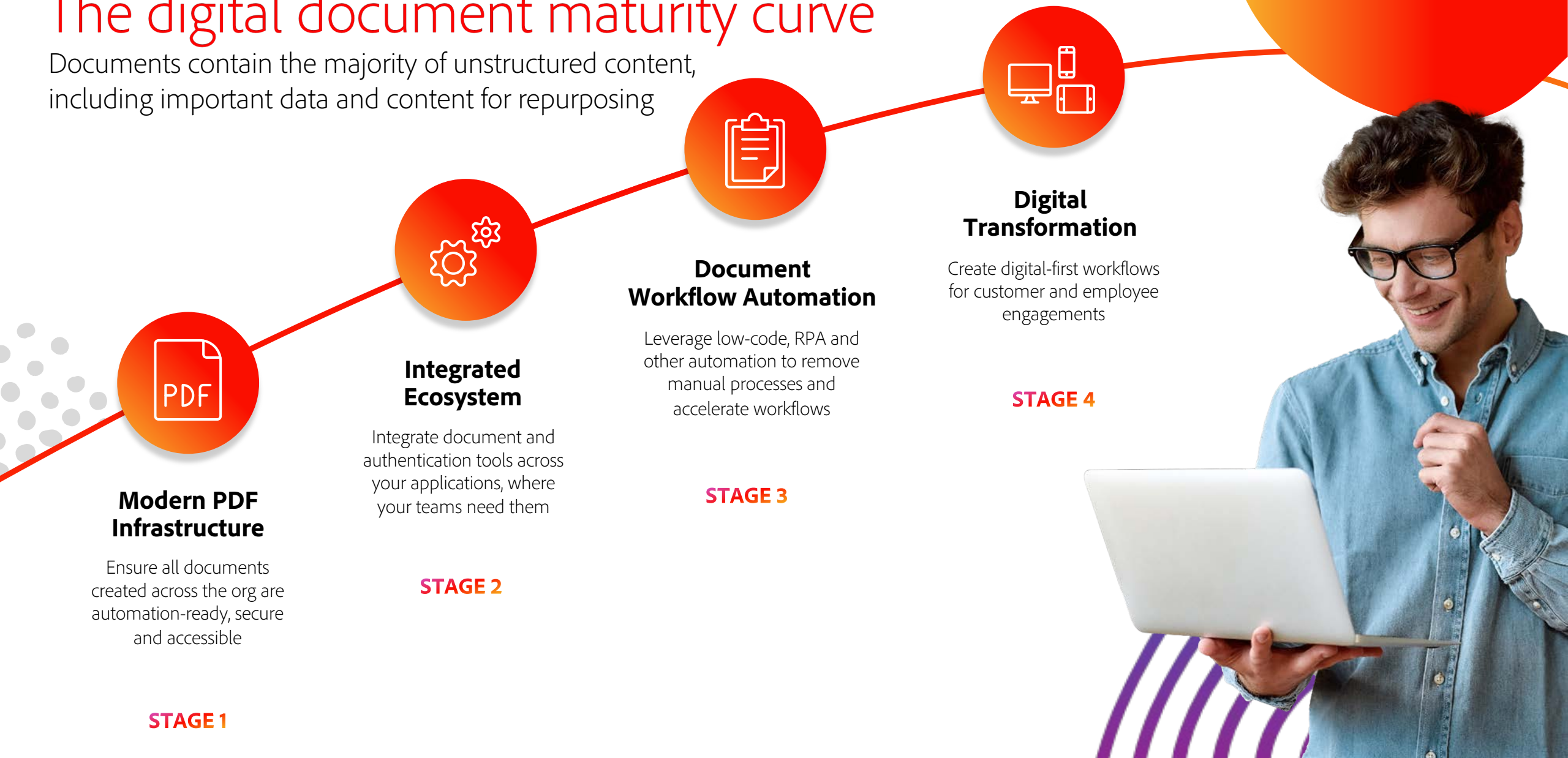
May 2023

Rosie Sue - Adobe Creative + Document Cloud Solutions Consultant



The digital document maturity curve

Documents contain the majority of unstructured content, including important data and content for repurposing



Challenges – Workers Productivity

According to a study conducted by Adobe, 67% of small and midsize business leaders agree that every minute counts for their business more than ever before. Surveyed workers and leaders said that unimportant tasks get in the way of performing their jobs effectively, including:

- Searching for, sharing and accessing files
- Filling out forms, timesheets and reports
- Waiting for signatures
- Making payments and invoicing
- Collaborating on documents



Keep business moving across the entire enterprise



Sales

- Contracts and agreements
- Proposals and quotes
- Application forms

HR

- Offer packages
- Employee onboarding
- Benefits enrollment and policies
- Self-service

Remote Work

- Applications
- Policy acknowledgements
- Contracts and agreements
- Authenticated signatures

Finance

- Budget approvals
- Travel/spend authorization
- Reimbursement requests
- Invoice approval

Marketing

- Customer onboarding
- Self-service
- Marketing contracts
- Release forms

IT

- Vendor agreements
- Asset management
- Change requests

Legal

- Contract management
- Nondisclosure agreements
- Policy management

Product Management

- Change authorization
- Requirements acceptance
- Roadmap approval

The power of Acrobat for all + Microsoft 365



Increase productivity and collaboration with Acrobat for all



Ensure security of documents with Microsoft and Acrobat



Integrate e-signatures cost-effectively to speed up transactions and workflows with Acrobat



Streamline license management and procurement

Adobe - Digital business agility



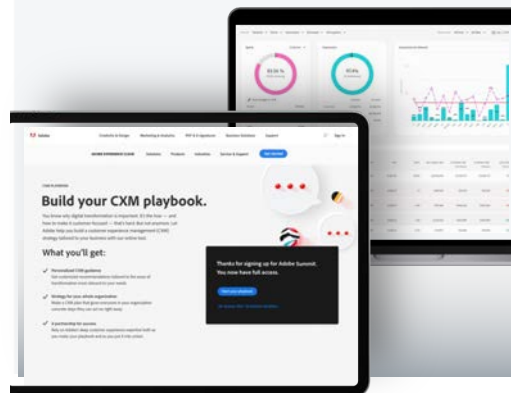
Adobe Document Cloud

**Accelerating
Document
Productivity**



Adobe Experience Cloud

**Powering
Digital Business**



Adobe Creative Cloud

**Unleashing
Creativity**



Improve customer and employee experiences at scale

Maximize workforce efficiency

Decrease costs and eliminate manual / paper processes

Accelerate the speed of business and minimize risk

Adobe Document Cloud Solutions



Desktop & Mobile Apps

 Adobe Acrobat

 Adobe Scan




E-Signatures



 Acrobat Sign



Acrobat Services

 PDF Services API



Create



Sign



Transform



Publish



Extract

Stay productive with tools that make it easy to edit text and images inside your PDF from anywhere

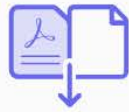
<https://www.adobe.com/au/acrobat/features.html>

Create & Edit



Create PDF

Open ▼



Combine Files

Open ▼



Organize Pages

Open ▼



Edit PDF

Open ▼



Export PDF

Open ▼



Scan & OCR

Open ▼



Rich Media

Add ▼



Design a new page

Add ▼

Increase collaboration by sharing your PDF — and keep it safe with smart file protection features.

<https://www.adobe.com/au/acrobat/features.html>

Share & Review



Share

Add ▾



Send for Comments

Open ▾



Comment

Open ▾



Stamp

Open ▾



Compare Files

Add ▾



Measure

Add ▾

Protect & Standardize



Protect

Open ▾



Redact

Add ▾



PDF Standards

Add ▾



Optimize PDF

Add ▾



Print Production

Add ▾



Accessibility

Add ▾

Customize



Create Custom Tool

Add ▾



Action Wizard

Add ▾



Index

Add ▾



JavaScript

Add ▾

Acrobat is the quick, secure, reliable way to fill in and sign electronic forms

<https://www.adobe.com/au/acrobat/features.html>

Forms & Signatures



Request E-signatures

Open ▼



Fill & Sign

Open ▼



Prepare Form

Open ▼



Certificates

Open ▼



Create a Web Form

Open ▼



Send in Bulk

Add ▼



Add E-sign Branding

Add ▼



Collect Payments

Add ▼

Elevate your team's productivity with Adobe Acrobat Pro

Employee productivity

Reduce the time spent on document preparation tasks, and give workers the freedom to complete essential PDF tasks from anywhere.

- **Compare documents**—Compare two versions of a PDF to review all the differences.
- **Edit scanned documents**—Turn scanned paper documents into instantly editable PDFs with fonts that match the original.
- **Work from anywhere**—Create and edit PDFs, and rearrange pages on mobile devices. Adobe Document Cloud subscription required.

Web and document management

Create better experiences online and optimize for operational efficiencies with industry-leading capabilities.

- **Forms**—Enhance PDFs by adding interactivity with JavaScript, such as data calculations and validations, button actions, and more.
- **Search efficiencies**—Build indexes for searching across document collections.
- **File size reduction**—Automatically optimize PDFs to improve download speed for customers with slow internet connections.

Compliance

Reduce compliance risk with standardized steps and best-of-breed toolsets so teams can do it right the first time—or fix it when it's broken.

- **Consistency**—Create PDFs with guided actions that standardize preparation steps for security, accessibility, archiving, and more.
- **Privacy**—Redact to permanently remove visible information in PDFs, such as confidential or personally identifiable information (PII).
- **Standards**—Convert and validate PDFs for compliance with ISO 32000 standards, such as PDF/A, PDF/X, or PDF/E.
- **Accessibility**—Enhance, fix, and validate PDFs to meet accessibility standards for people with disabilities.
- **Legal formatting**—Add Bates numbering to legal documents.

Specialty tasks

Support high-value, specialized communications with purpose-built tools for unique requirements.

- **Multimedia communications**—Add audio and video files to PDFs.
- **Print production**—Prepare PDFs for high-quality printing, and convert and validate PDFs for compliance with PDF/X.
- **Architecture and engineering communications**—Create PDF files from Microsoft Project, Microsoft Visio, or AutoCAD. Measure the distance, area, and perimeter of objects in PDFs. And convert and validate PDFs for compliance with PDF/E.



Extending the Ecosystem



Windows



Acrobat



SharePoint



Acrobat



OneDrive



Acrobat



Teams



Acrobat



Word



Acrobat



PowerPoint



Acrobat



Outlook



Acrobat



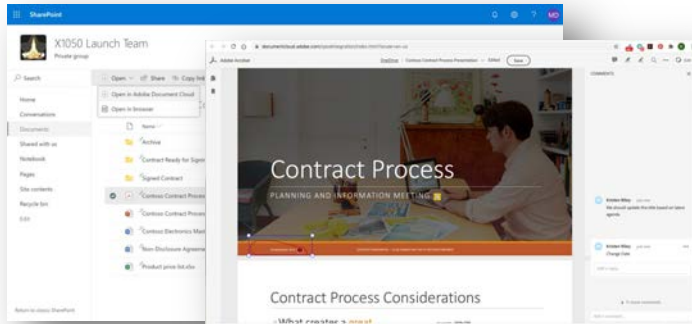
Adobe Acrobat DC

Create PDFs from Office 365 online. Create, View, Combine,
Organise Pages and Export from SharePoint and One Drive

Adobe Acrobat Pro + MSFT Applications



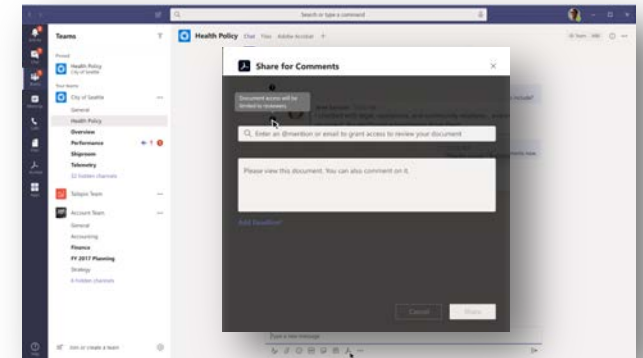
Access PDF services and Sign directly from OneDrive/SharePoint



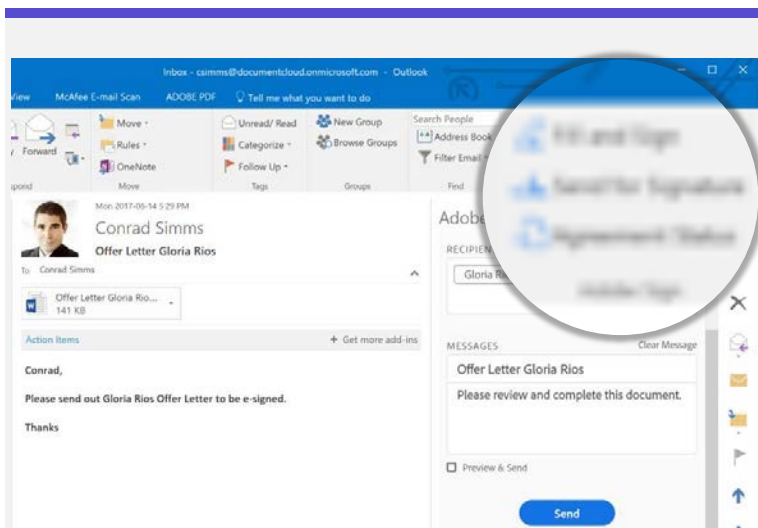
Create accessible PDFs directly from Word, PowerPoint, Excel, and Outlook



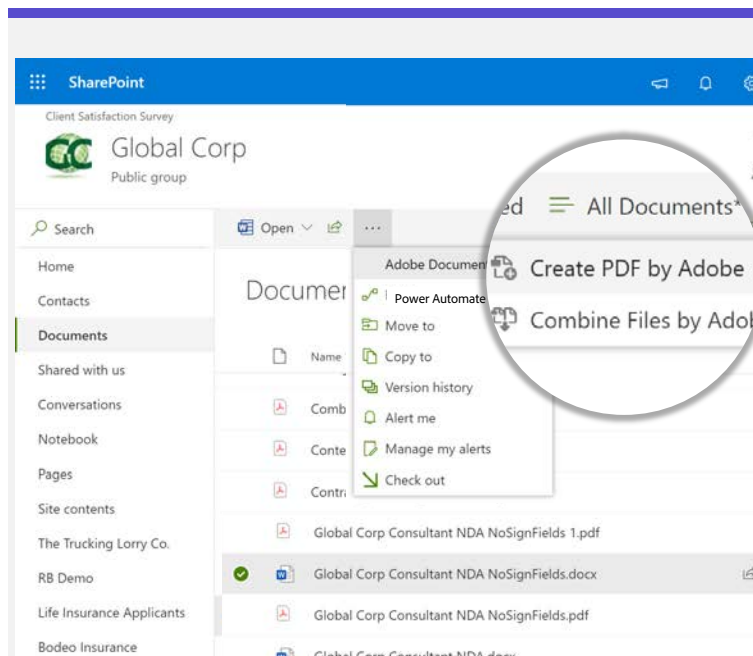
Share, collaborate and sign PDFs directly from MS Teams



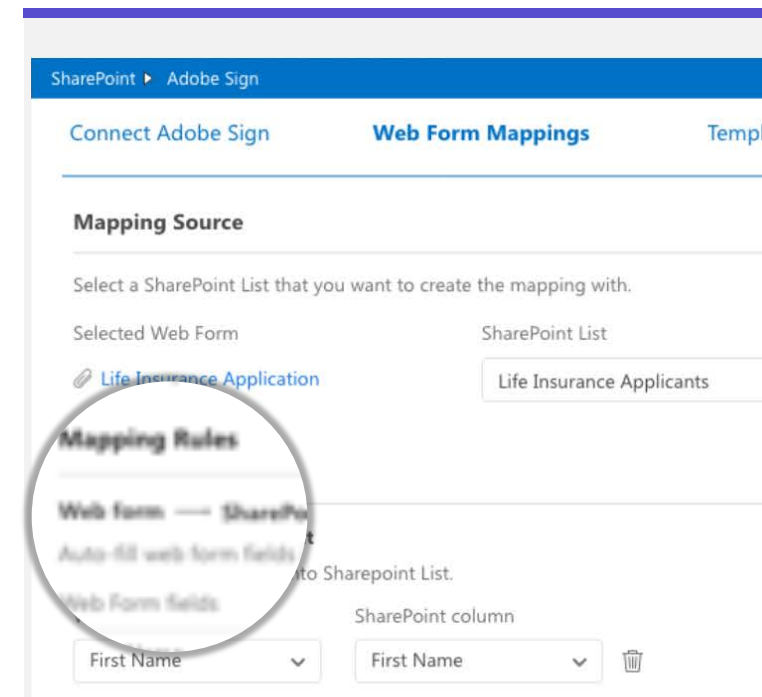
Seamless Integrations that Complement Your Productivity Apps



Sign, send, and track without leaving Outlook, Word, PowerPoint, SharePoint or Teams

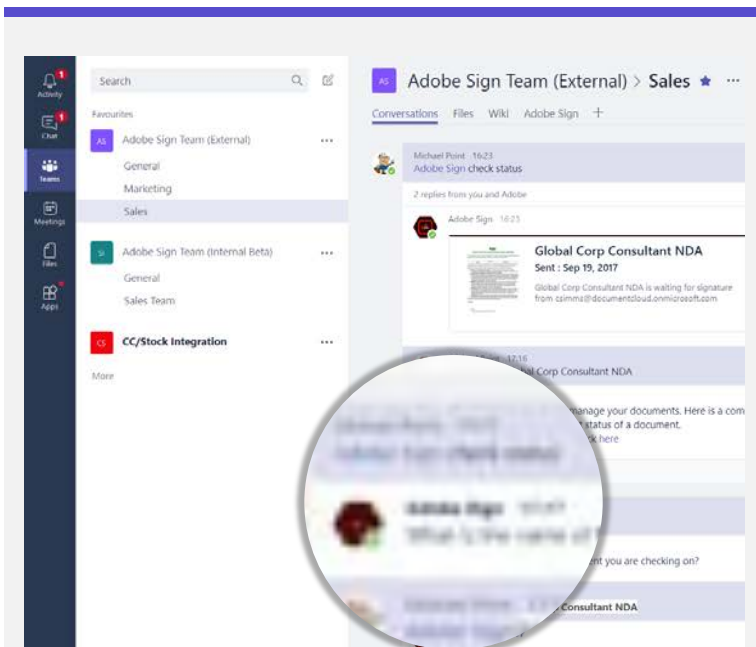


Create and combine PDF files directly from SharePoint

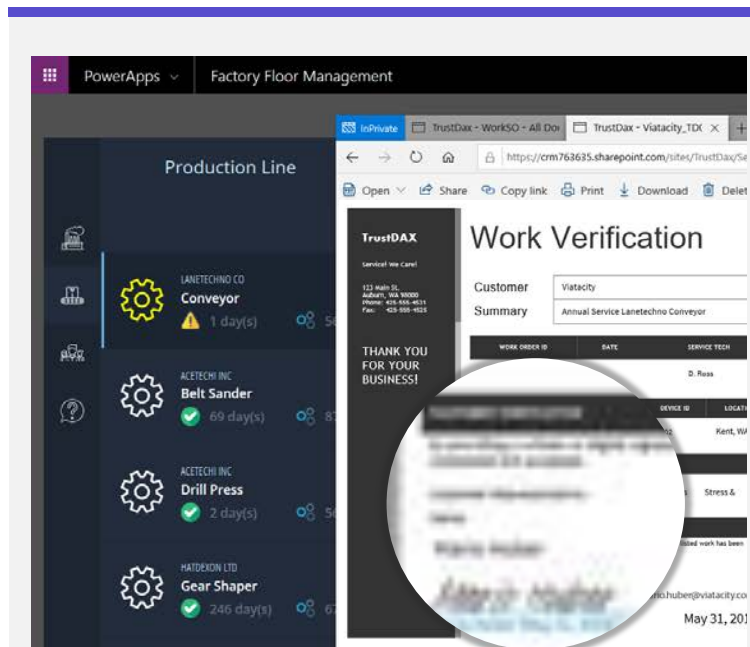


Save data and documents from web forms directly into SharePoint folders and lists

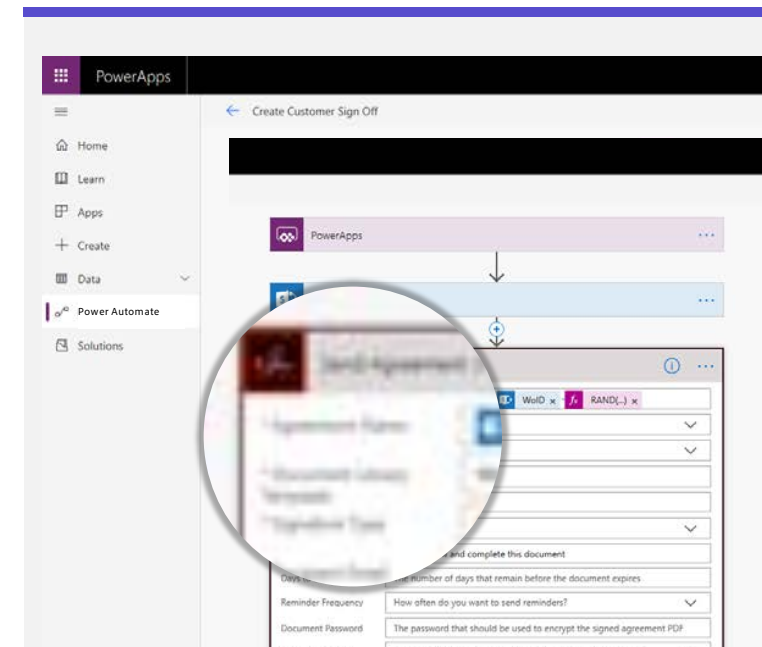
Seamless Integrations that Complement Your Productivity Apps



Chat with the Adobe Sign Bot within Teams to check on documents



Fill and sign documents from your custom web or mobile app with Power Apps



Add e-signature steps with the Power Automate connector

Turn documents into action

Get started with generative AI features

Search Adobe Sup

Last updated on May 21, 2024

Get ideas and step-by-step guidance on how to use AI Assistant. Save time and work smarter.

i Unlock efficiency and productivity.

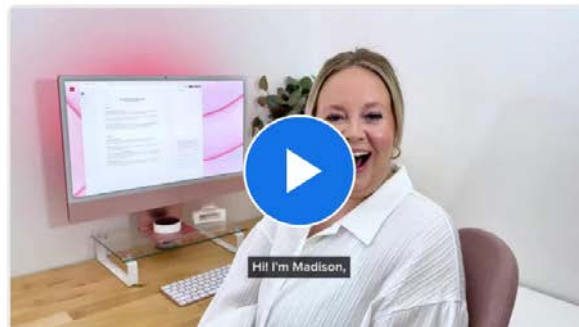
Start using AI Assistant to save time and work smarter. [Learn more about AI Assistant.](#)

Get started



Save time on meeting recaps

Keep team members in the know and turn meeting transcripts into action items and ideas.



Make blog writing easy

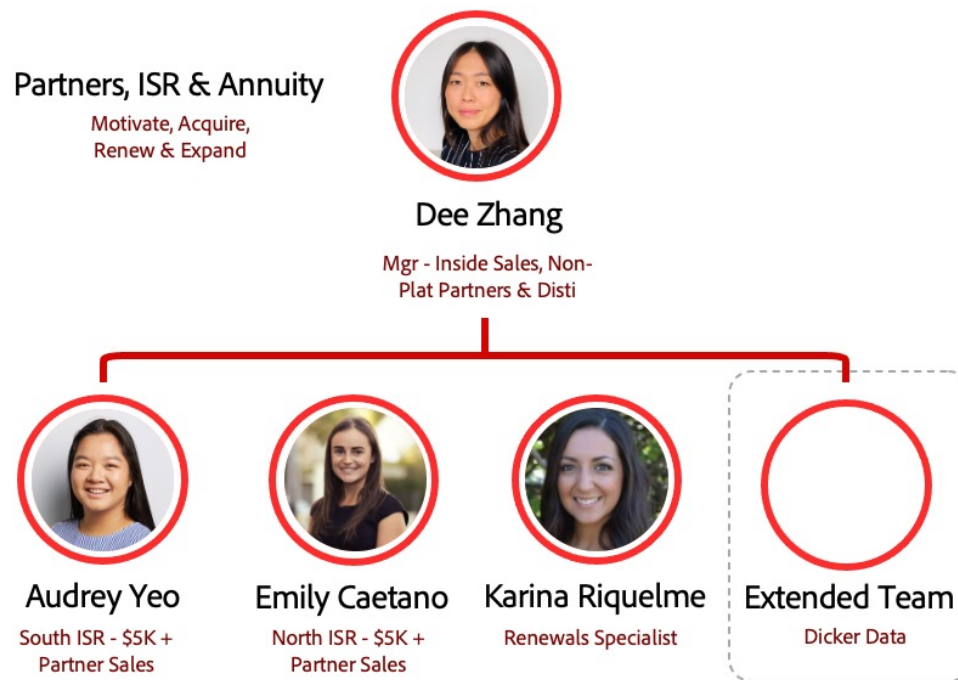
Save time and grow your business by using AI Assistant to generate blog content.

<https://helpx.adobe.com/acrobat/using/gen-ai-get-started.html>



What's in it for you?

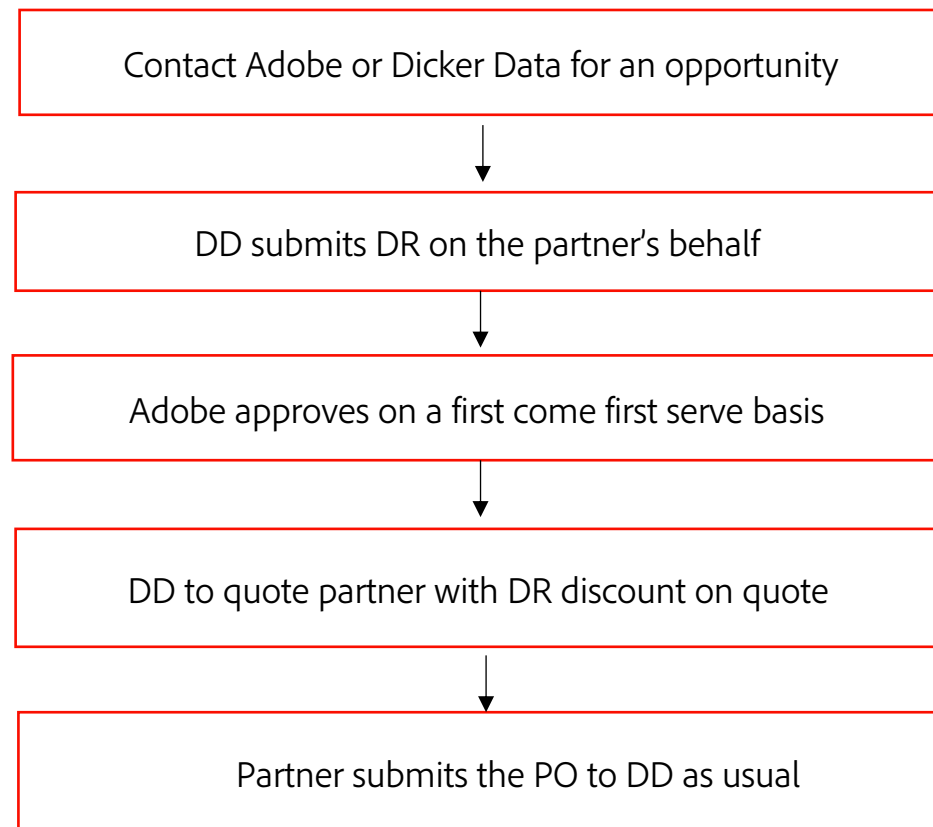
Who are we?



What's on offer?

1. Deal Registration on qualifying products and quantities via Distribution
2. NFR licenses for Gold Partners, Certified partners by exception
3. Marketing Development Funds via Distribution
4. Enablement and support for Partner sales teams

Deal Registration Process



Product	Incentive Description	Incentive Benefit	Eligible Partners	Eligible Segment(s)
Adobe Document Cloud VIP (includes Adobe Acrobat and Adobe Acrobat Sign)	Deal Registration on new sales Tier 1: min 10+ named user licenses or 1,500 Sign transactions	Tier 1 VIP: 10%	Certified ¹ , Gold, Platinum	Commercial, Education, Government
	NEW! Tier 2: min 50+ named user licenses or 7,500 Sign transactions	Tier 2 VIP 30%		
	Competitive Conversion Rebate (min 10+ named user licenses or 1,500 Sign transactions)	Up to 50% rebate. Contact Distributor		
Adobe Express (Team and Enterprise) VIP	Deal Registration on new sales Adobe Express VIP (min +10 licenses)	VIP: 20%		
	Deal Registration on new sales Adobe Express VIP for Education (min +100 licenses)			Education

¹ANZ Certified Resellers via Adobe Distributor;

- Note: Deal Reg is only approved for net new opportunities, and not contract switch opportunities eg. From Adobe.com to a subscription via the channel
- Note: Deal Reg is rejected if it is a renewal (if you are unsure, check with Audrey or Dicker Data if the opportunity is an upcoming renewal)

Q&A

Do you offer product training or more information on licensing for partners?

- Self-service for training modules using cbconnection.adobe.com using your Adobe ID

Can we do customer planning sessions?

- Yes! We would love to. Send your customer list to Audrey via email and we can do an insights report (existing perpetual licenses, direct transactions and consolidations)

How do we be an Adobe Partner and join the Adobe Partner Connection?

- Go to Dicker Data for step-by-step instructions for how to be a Certified Adobe Partner, until the Dicker Data Adobe Marketplace launches, in which you will no longer need to be an Adobe Certified Partner.

Where can I find more information on the Microsoft and Adobe partnership?

- There are plenty of resources on helpx.adobe.com or through CBConnection as per the links provided.

How do I know the difference between Adobe Acrobat Reader, Acrobat Standard, Acrobat Pro and Acrobat Sign Solutions?

- Great question. Work with Dicker or Adobe for particular use cases and integrations, and we can help guide you and your customer via a meeting or some whitepapers.

How do I get access to NFR licenses if I am not a Gold Reseller?

- Contact Adobe, with a proposal and we can apply on a case-by-case basis by exception only to the global NFR team.

Support & Touchpoints

Dicker Data team: adobe.deal@dickerdata.co.nz

Adobe team: Audrey Yeo – ayeo@adobe.com / Dee Zhang dezhang@adobe.com

Partner related operational queries: apacresellers@adobe.com

Self service enablement portal for partners: cbconnection.adobe.com

