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TRANSFORMATION

CONNECTING TECHNOLOGIES
FOR A TOTALLY DIGITAL ENVIRONMENT

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Going Paperless

How to implement digital signatures



Legal Framework

Regulation (EU) No 910/2014 (the eIDAS Regulation) has direct effect in EU Member States from 1 July 2016. It establishes an EU-wide legal framework for electronic signatures. The eIDAS Regulation defines:

- An “Electronic Signature” as “Data in electronic form which is attached to or logically associated with other data in electronic form and which is used by the signatory to sign”
- An “Advanced Electronic Signature” As one which meets the following requirements:
 - (i) it is uniquely linked to the signatory
 - (ii) it is capable of identifying the signatory
 - (iii) it is created using electronic signature creation data that the signatory can, with a high level of confidence, use under their sole control
 - (iv) it is linked to the data signed therewith in such a way that any subsequent change in the data is detectable
- A “Qualified Electronic Signature” as “An advanced electronic signature that is created by a qualified electronic signature creation device, and which is based on a qualified certificate for electronic signatures”

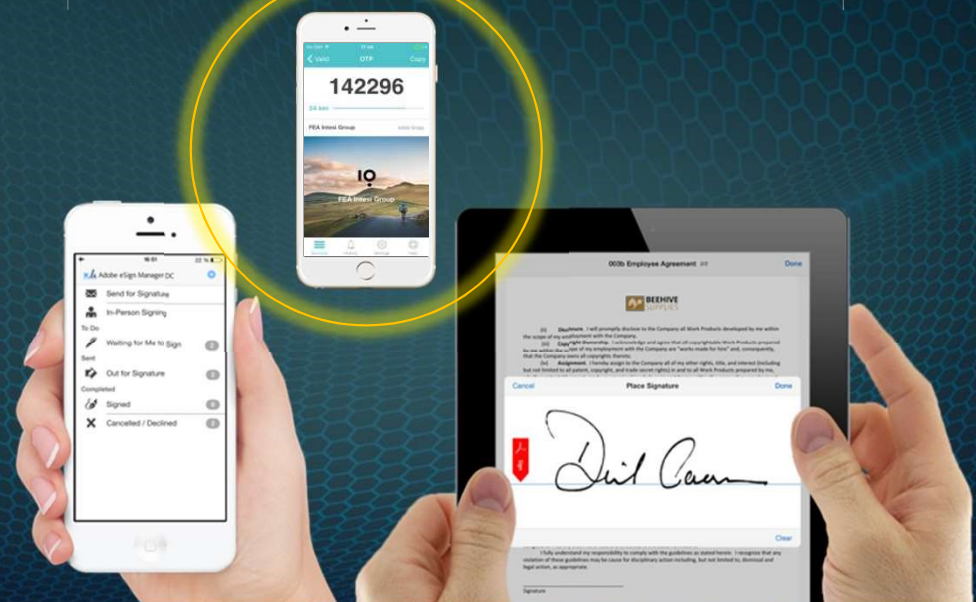
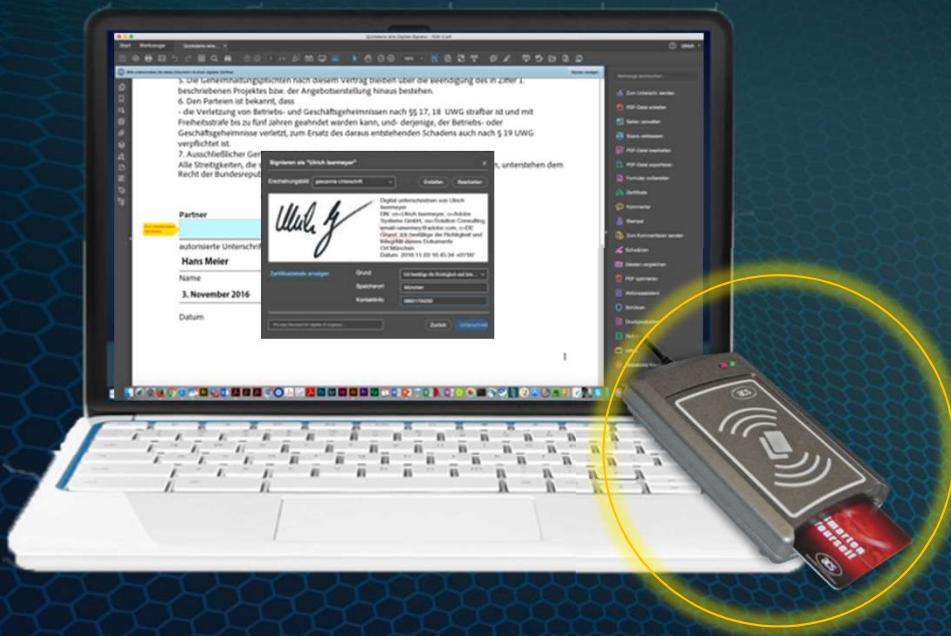
Developing an electronic
and digital signature policy



Adobe pioneered the first open standard for digital signatures in PDF



...and now, we're delivering a new standard for mobile and web



Complexity/Cost

Business

e-signature



e-signature with 2 factor authentication



e-signature with Advanced certificate



e-signature with Qualified certificate



Level of Identity Assurance

Adobe Sign Stand alone

Adobe Sign and QTSP



Adobe Sign meets the highest levels of security & compliance



Secure



Compliant



AES
encryption
at Rest

AES
encryption
In Motion

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Sign anywhere with cloud signatures



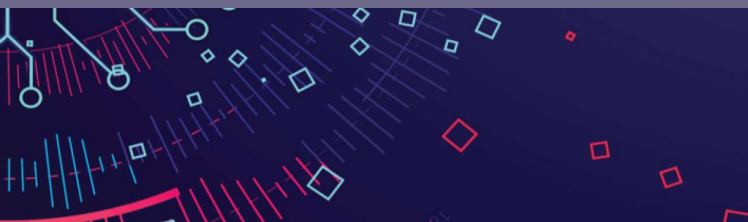
No additional hardware or software required.



Mobile. Sign securely anytime, anywhere



Dramatically lower IT Burden

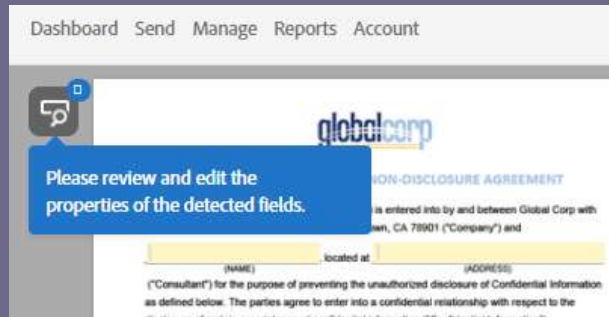


Experience Innovation – End-to-end experiences

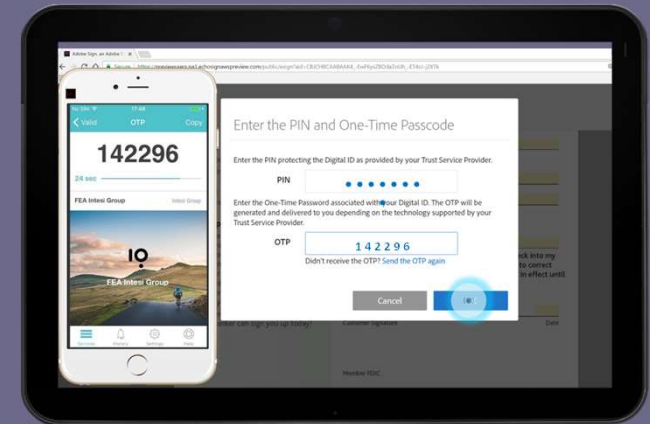
Adobe Sign delivers breakthrough experiences and fewer steps.



Scan, edit & sign paper documents



Prepare forms faster with automatic form field recognition



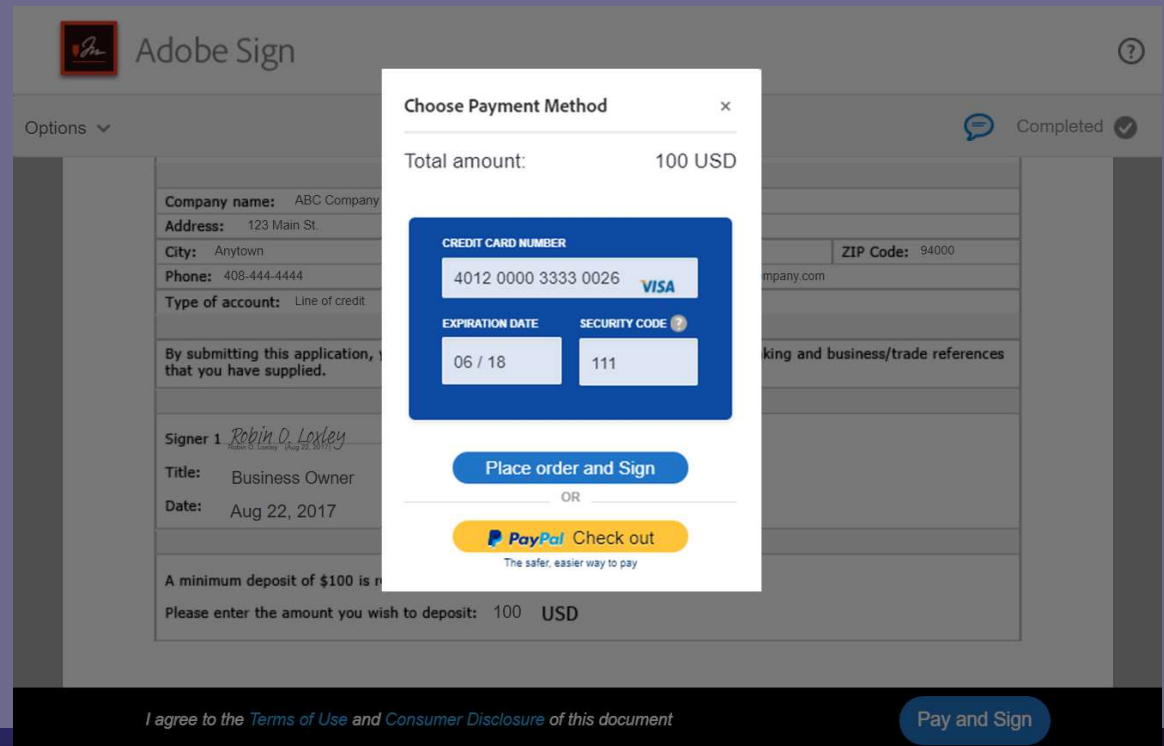
Sign on web & mobile with the highest compliance

Experience Innovation – Adobe Sign payments



Integrate with payment gateway leader Braintree, a PayPal service.

- Accept credit cards, debit cards, or PayPal
- Instant success –no downloads or signups for customers
- Work with up to 130 currencies
- Get merchant support in 44 countries

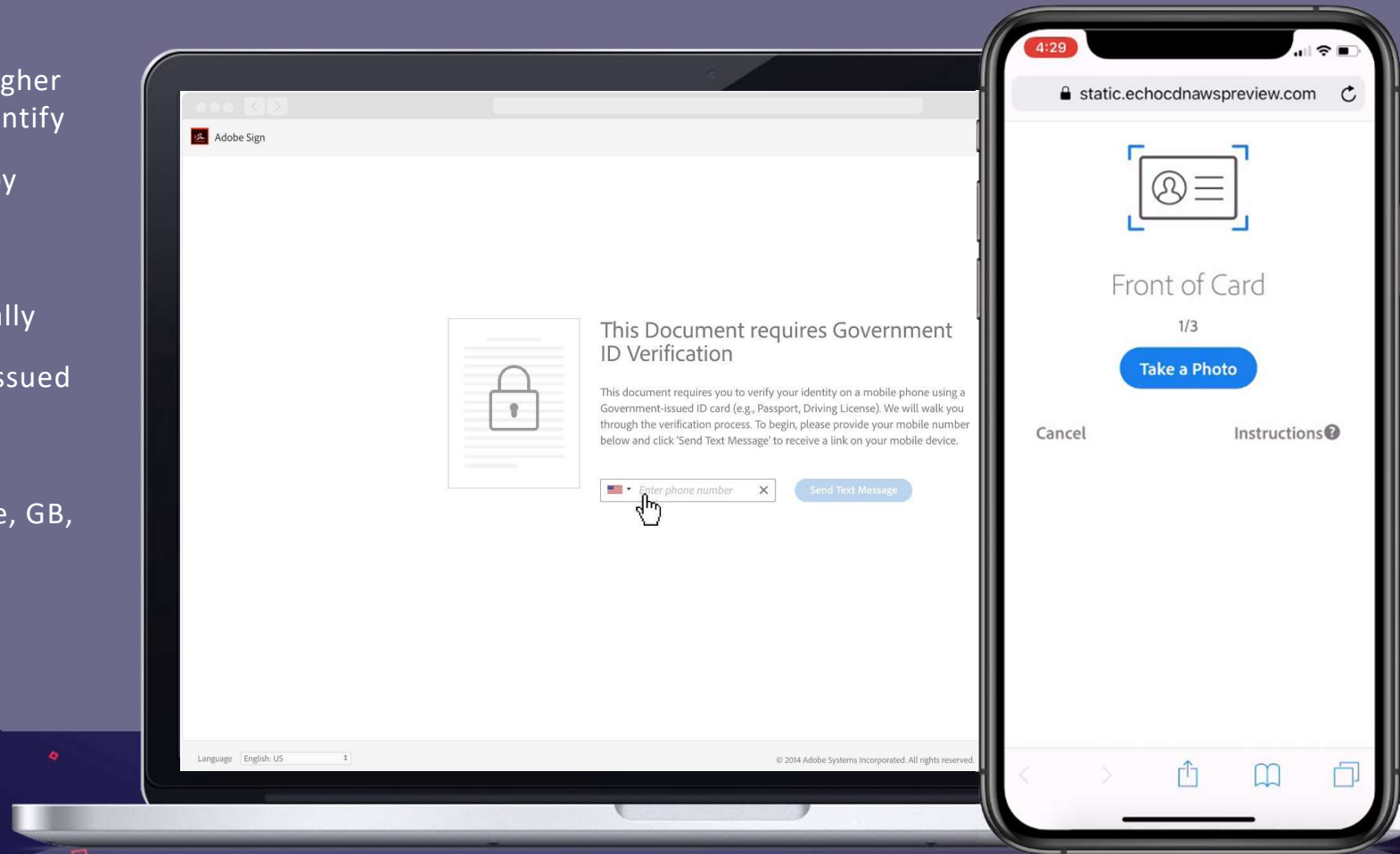


* Business & Enterprise plans. Braintree merchant services not available in Japan or India.



Experience Innovation – ID-based signer identify verification

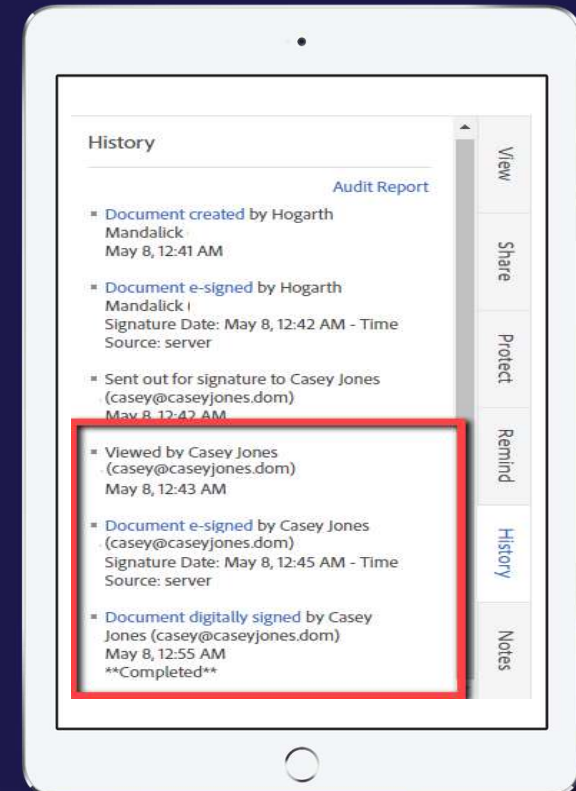
- Providers senders with higher level of trust in signer identify
- ID verification provided by partner Mitek (completely transparent to the signer)
- Supports passports globally
- Drivers licenses & state-issued IDs from the following regions:
 - USA, Canada, France, GB, Ireland, Italy, Netherlands, Spain



Adobe Sign – Audit Trail

A chronology of the “who, what, when, and why” of a record.

- ▶ WHO created the document, what date&time, IP address, to whom has been routed for signatures
- ▶ Recipients identities, date&time of accessing the document
- ▶ Study staff forged signatures of sub-investigators and patients



Customer Relationship Management

Contract Lifecycle Management & Configure, Price, Quote

Collaboration and Productivity

Human Resources & Enterprise Resource Planning

Document Assembly

Solution Partners



Adobe Sign Partner Ecosystem

Workflow

Other

About Us

- ✓ Qualified Trust Service Provider according to eIDAS Regulation (soon), registered in Malta
 - ✓ Leading TSP in the certification and preservation of digital data
 - ✓ Part of CSC (Cloud Signature Consortium)

- ✓ Solutions and services
 - ✓ Accredited Preservation Provider according to Italian Law
 - ✓ Document platforms for digital transactions with legal value
 - ✓ Digital workflows with legal value
 - ✓ Key Escrow for digital signatures and software source-code
 - ✓ Digital transformation consulting services



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THANK YOU

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