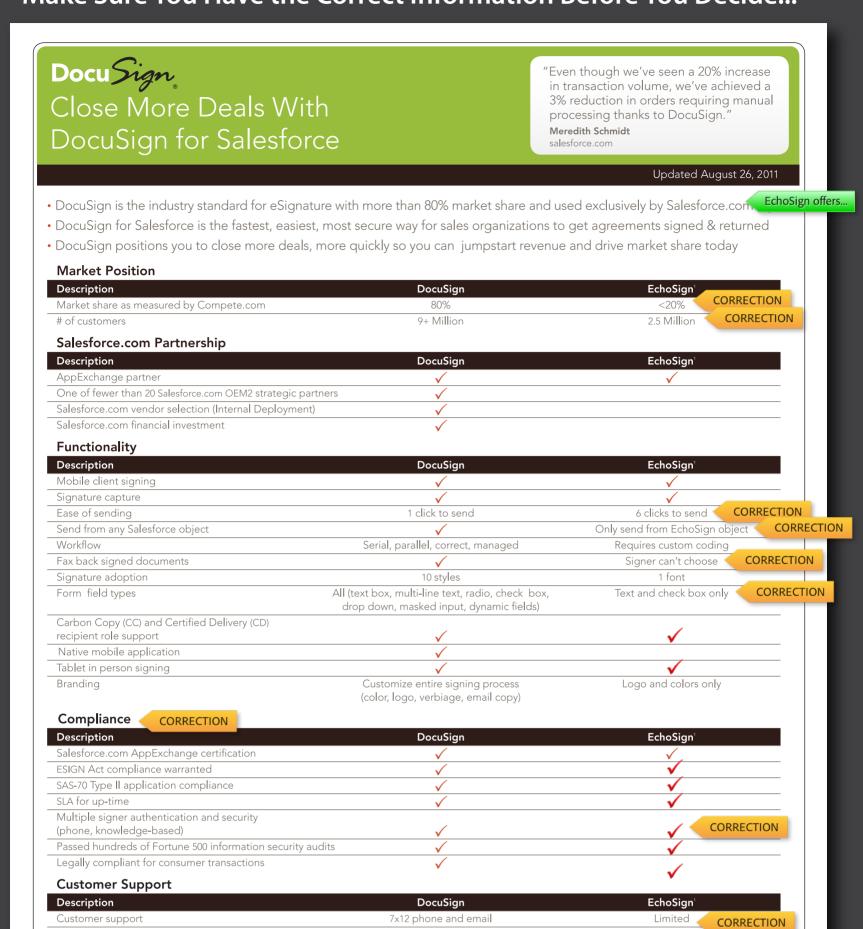
## ADOBE® ECHOSIGN®

# Trying to Decide between Adobe EchoSign and DocuSign? Make Sure You Have the Correct Information Before You Decide...





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## EchoSign also offers....

<sup>1</sup>Source as of 3/1/11: EchoSign for Salesforce User Guide, AppExchange listing

Merging Salesforce Data with Agreements				
Description	DocuSign	EchoSign		
UI for admin to define Data Mapping	$\checkmark$	$\checkmark$		
Native Salesforce UI for Admin		<b>√</b>		
Merge and Map imported PDF fields		<b>√</b>		
Merge and Map imported text tags		✓		
Merge and Map to fields created manually (drag and drop)	Only Pre-defined custom fields	✓ Any Field		
Unlimited number of merge and map rules		<b>√</b>		

and/or mapping rules to use

Apply Salesforce business rules to decide which Merging

Redlining and Negotiation		
Description	DocuSign	EchoSign
Full text editing		<b>√</b>
Sender receives Redlining in MS Word		✓
Sender reviews, accepts or reject each change		✓
Allow editing offline in MS Word		$\checkmark$
Allow Legal to review changes and create a revision without registering for an account		<b>√</b>
Send a new revision for signature		✓
Stop allowing signer to suggest changes ('Final revision')		<b>√</b>

### Limit Distribution of Sensitive Documents

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Description	DocuSign	EchoSign	
Encrypt and Password Protect Signed PDFs		$\checkmark$	
Allow Customers to Avoid Sending Signed PDF by Email		$\checkmark$	

### Signer Authentication

Signer Authentication			
Description	DocuSign	EchoSign	
One Time Password	$\checkmark$	<b>√</b>	
Control Length and Complexity of One Time Password		$\checkmark$	
Require Signers to Sign In with a 3rd Party Web Identity			
e.g. Facebook, LinkedIn, Google, etc.		$\checkmark$	
Require Signers to Use a Biometric Signature		$\checkmark$	
Knowledge Based Authentication (by RSA)	<b>√</b>	$\overline{\hspace{1cm}}$	

For more information www.echosign.com

