ADOBE® ECHOSIGN® PRESENTS

Web Contracts 2012

The Future of Contracting

February 23rd
San Jose Marriott

Web Contracts 2012 Schedule at a Glance

Thursday February 23rd, 2012

7:30am – 12:00pm	**Registration**
8:00am – 9:00am	**Breakfast**
9:00am – 9:30am	**Adobe EchoSign: Past, Present & Future** Adobe EchoSign
9:30am – 10:00am	**EchoSign Road Map** Adobe EchoSign
10:00am – 10:30am	**EchoSign NDA Portal** Electronic Arts (EA), ThinkSmart Data Solutions
10:30am – 10:45am	**AM Break**
10:45am – 11:30am	**Case Studies** Groupon, United Healthcare, Marketo
11:30am – 12:00pm	**EchoSign in High Volume Operations** Taleo, Adobe Systems Inc.
12:00pm – 12:45pm	**Lunch**
12:45pm – 1:15pm	**Analyst Speaker** Forrester
1:15pm – 1:45pm	**4 Peat: How to Overcome Objections in Legal** Aptina Imaging
1:45pm – 2:15pm	**Using EchoSign in the Most Demanding Environment** Cigna & TransUnion
2:15pm – 2:45pm	**10 Cool Things You Can Do with EchoSign** Adobe EchoSign
2:45pm – 3:00pm	**PM Break**
3:00pm – 3:30pm	**One Million Contracts and Counting** British Telecom
3:30pm – 4:15pm	**Partner Breakout Demos: AppExtremes, Apttus,** CompuSight, SugarCRM, NetSuite
4:15pm – 4:45pm	**Going Global: E-Signing Across 100 Countries** Meltwater Group
4:45pm – 5:00pm	**Closing Remarks** Adobe EchoSign
5:00pm – 8:00pm	**Cocktail Reception**

Speaker Information

For this inaugural event we've assembled a group of industry leaders to speak on a wide range of special topics involving the future of contracting online.

Adobe EchoSign: Past, Present and Future

Presented by
Jason Lemkin
Vice President, Web Services,
Adobe EchoSign

EchoSign Road Map and 10 Cool New Things You Can Do with EchoSign

Presented by
Eran Aloni
Director of Product
Management EchoSign,
Adobe EchoSign

EchoSign NDA Portal

Presented by
Yuka Tzavaras
Manager, Legal Ops &
Analysis, Electronic Arts,
Electronic Arts (EA)

EchoSign NDA Portal

Presented by
Stacy Denney
Managing Director,
ThinkSmart Data Solutions

EchoSign Case Study: Groupon

Presented by
Chris Bland
Finance Manager - Operations,
Groupon

EchoSign Case Study: United Health Care

Presented by
Marvin W. Clark
United Healthcare Operations,
United Healthcare

EchoSign Case Study: Marketo

Presented by
Bill Binch
SVP Sales,
Marketo

EchoSign in High Volume Operations

Presented by
Jerry Payne
Sr. Contracts Manager,
Taleo Corporation

EchoSign in High Volume Operations

Presented by
Maggie Hardin
Sr. Manager, Global
Procurement Process & Sys,
Global Procurement,
Adobe Systems Incorporated

Forrester Analyst

Presented by
Craig Le Clair
Vice President,
Principal Analyst,
Forrester

4 Peat: How to Overcome Objections in Legal

Presented by
Robert Schlossman
Vice President, General
Counsel and Secretary,
Aptina Imaging

Using EchoSign in the Most Demanding Environment

Presented by
Ryan Smith
Director of Total Health
and Network Operating
Effectiveness,
Cigna

Using EchoSign in the Most Demanding Environment

Presented by
Matthew Brady
Director of Sales Automation,
TransUnion

One Million Contracts and Counting

Presented by
Mark Bagley
VP, Innovation Scouting,
BT Group,
British Telecom

Going Global: E-Signing Across 100 Countries

Presented by
Courtney Hill
Head of Global A/R,
Meltwater Group

Partner Breakout Sessions

Don't miss EchoSign Partners from 3:30pm – 4:15pm today!

Salon V
See AppExtremes and Apttus demo their integration with salesforce.com and EchoSign.

AppExtremes, Inc.
AppExtremes, Inc., develops the Conga Suite, the most popular set of reporting and document creation tools for Salesforce CRM and Force.com applications. Our applications have earned five-star ratings on the AppExchange and more than 1,200 customers use the Conga Suite to be more productive and successful, at a price that fits their budget.

Apttus
Apttus provides applications for Configure Price Quote (CPQ), Contract Management, Revenue Management and Procurement, all 100% insides the Salesforce Cloud. Apttus also runs with other CRM platforms. Apttus solutions are fully integrated out-of-box with Adobe EchoSign. The company serves over 50 Fortune 500 customers and hundreds of mid-size companies across all industries. Salesforce themselves use Apttus internally.

Salon VI
See EchoSign's native integration with popular CRM applications – NetSuite, SugarCRM, MS Dynamics CRM.

CompuSight
CompuSight works with clients to develop sustainable IT solutions that support and enhance their overall business strategy. Recently, CompuSight partnered with Adobe EchoSign to build a seamless integration between MicroSoft Dynamics CRM and EchoSign.

NetSuite
NetSuite is the world's leading provider of cloud-based business management software. NetSuite helps companies manage core business processes with a single, fully integrated system covering ERP/financials, CRM, ecommerce, inventory and more.

SugarCRM
SugarCRM offers open source CRM business software for customer relationship management solutions - both cloud-based and on premise CRM softwares - for sales, marketing, customer support with email, mobile and social CRM integration.

Networking Event

Follow the signs!

Join Adobe EchoSign and your peers for a great networking experience at Motif.

Motif
389 South 1st Street, San Jose, CA
5:00pm - 8:00pm

For more information
www.echosign.com

Adobe