



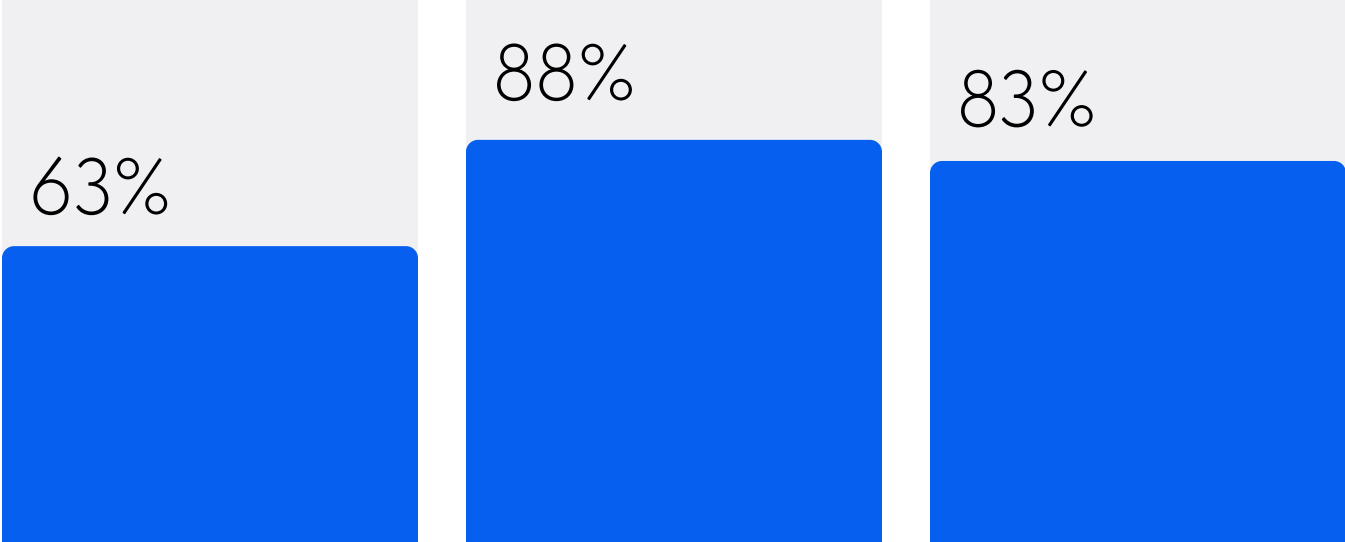
» Microsoft » Adobe » Exclaimer

# The Pax8 guide to powerful productivity

Learn how to harness the power of Microsoft, Adobe and Exclaimer to grow your business and empower your clients to achieve even more.

[pax8.com](https://pax8.com)

# How SMBs are thinking about their productivity



SMBs said increasing productivity is the biggest decision driver for adopting emerging technologies.<sup>1</sup>

MSPs reported that clients' demands for productivity were growing.<sup>1</sup>

Small business leaders reported that unimportant tasks like managing files and business documents get in the way of doing their jobs effectively.<sup>2</sup>

## Empower your clients with integrated solutions

By leveraging an integrated stack, you can streamline your clients' success. Here's how:

1. Connect departments and regions in real-time with a unified communication platform, facilitating faster decision-making and an agile workflow.
2. Enhance collaboration with intuitive collaboration tools and seamless task management.
3. Elevate data security with enterprise-grade features that protect sensitive information, ensuring compliance and mitigating risk.

# Ready to unlock the power of the productivity powerhouse?

Expand your offerings and amplify your customers' business successes with the productivity powerhouse of Microsoft, Adobe and Exclaimer.



- Streamline workflows with M365 or Modern Work
- Boost collaboration with Teams
- Amplify productivity with increased OneDrive storage with Business Premium
- Classify and protect sensitive information with Azure
- Gain enhanced business intelligence capabilities with Power BI
- Adopt artificial intelligence (AI) or emerging technologies with Copilot



- Centralise document management and secure customer data with Adobe Document Cloud
- Adopt faster agreement cycles; request, send and track signatures electronically with Adobe Sign
- Pre-define or automate workflows with Document Cloud, saving time and manual effort



- Standardise and streamline email signatures
- Pre-design templates and branding as well as create clickable call to action buttons
- Embed feedback and survey forms directly within signatures to gather valuable insights
- Streamline customer feedback
- Centralise legal and compliance disclaimers in outgoing mail
- Benefit from Exclaimer's robust enterprise-grade security measures

The Pax8 guide to powerful productivity

# Microsoft and Adobe





# Digital transformation for every part of the organization



# Shared application ecosystem

Microsoft Teams integrates seamlessly with Adobe Acrobat and Sign, delivering deeper connectivity than any other document management within the Microsoft ecosystem.

- Collaborate on documents directly within Teams
- Request e-signatures from Adobe Sign seamlessly within Teams
- Track document progress and signature status in real-time
- Eliminate context switching and enjoy a unified experience
- Benefit from industry-leading security protocols from both Microsoft and Adobe



## How Teams uses AI

Type **check status** to view current status of document.

Type **show docs for me** to display documents waiting on you.

Type **show docs for others** to display documents waiting on others.

Type **sign out** to sign out of your Adobe Acrobat Sign account.

Type **sign in** to get started.

# Shared management and security

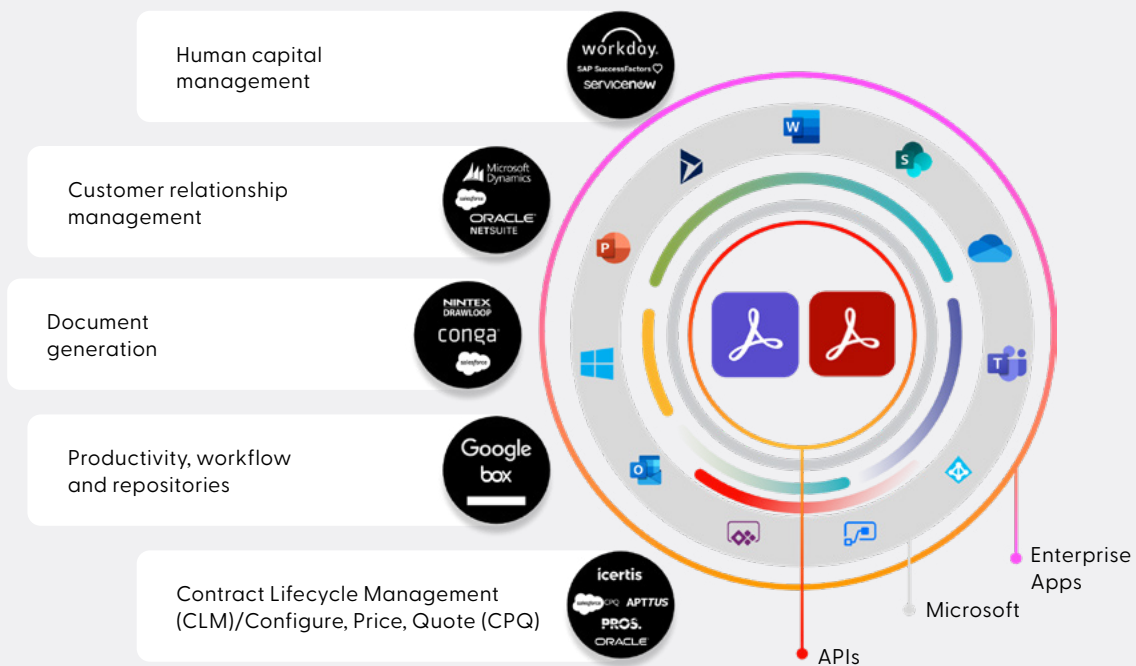
Microsoft and Adobe can integrate to revolutionize management and security. Here's how:

- Single Sign-On (SSO), simplifying access management and reducing risk
- Centralised identity management to enforce security across both ecosystems
- Simplified user provisioning
- Create a unified level of security, regardless of which platform is being used
- Shared threat intelligence by integrating Microsoft and Adobe's joint security measures
- Integrate with a central Security Information and Event Management (SIEM) system
- Integrates with Azure Active Directory (AAD), supports Single Sign-On (SSO), and Multi-Factor Authentication (MFA).

# How to sell Adobe as an integrated solution

## App integrations

Show how Microsoft apps integrate with Adobe for seamless productivity across workflows.



### Education before purchase

Show customers how the powerful combination of Adobe, Microsoft and Power Automate can streamline workflows, enhance collaboration and help them take their productivity further.

### Adobe purchase

Partners prioritise price and profit margins and use Adobe for specific sales opportunities. It is important to take a strategic partnership approach.

### Demo Adobe with Microsoft

Deliver the “productivity message.” Focus on Teams adoption, Business Premium upsell and modernising their workplace.

### PDF security

Demonstrate that services expand beyond Adobe, helping to reduce risk and drive more value for customers.

The Pax8 guide to powerful productivity

# Exclaimer





# Streamlining email signature management

Exclaimer’s email signature solutions provide opportunities to streamline and scale your business. Here’s how:

- Standardise email signatures across departments
- Differentiate and tailor signatures to your organisational needs
- Leverage high volume of email traffic as a communications channel
- Convey your brand and deploy promotional material with email signatures
- Build credibility and trust with email signatures

Watch the “Streamlining email signature management” webinar.

Watch

# Shared application ecosystem

Exclaimer’s email signature solutions with the robust security and productivity features of Microsoft, elevate both productivity and security. Here’s how:



Centralise workflow management with seamless platform integration



Facilitate efficient internal and external collaboration with Teams and Outlook



Automate features and streamline workflows



Increase security with Microsoft’s MFA, anti-malware protection and data encryption

# Why Pax8 is your partner of choice

Pax8 enhances and simplifies your experience with our modern Cloud Commerce Marketplace, in-house expertise and 24/7 global technical support.

We've made everything cloud so straightforward that it's easy to see why thousands of MSPs and IT service providers across the US, Canada, Europe and the UK are switching to Pax8.

31,000+

partners



90+  
vendors



500,000+  
SMBs



24/7  
support

Pax8 provides world-class expertise and resources to streamline your and your clients' workflows. As an expert in productivity, we offer unparalleled access

to educational resources, on-demand training, and the world-class support you need to propel your business forward.





» Microsoft » Adobe » Exclaimer

Are you ready to unleash your full potential?  
Our productivity experts are here to help.

Schedule a call

[pax8.com](https://pax8.com)

1. CompTIA. "Tech Buying Trends Among Small and Medium Sized Businesses." 2023.

2. Adobe Blog Team. "Adobe and Microsoft Partner to Transform the Future of Work." 2021.

©2024 Pax8 Inc. All rights reserved.