



The Honorable Jim McDermott  
1035 Longworth House Office Building  
United States House of Representatives  
Washington, DC 20515

June 25, 2010

Dear Representative McDermott:

Adobe Systems would like to express its support for H.Con.Res 290 declaring June 30, 2010, and each succeeding June 30, as “National ESIGN Day.” We would also like to personally thank you for your continued leadership in this important and growing area of technology.

Ten years ago next week, Congress enacted the Electronic Signatures in Global and National Commerce Act (ESIGN), providing confidence to individuals, business, and organizations nationwide that their use of electronic signatures and records would not be denied legal validity or effect simply because they were electronic. Congress wisely recognized that the onset of the 21<sup>st</sup> century presented the United States with an opportunity to take advantage of the latest technology to lower costs, improve productivity, and promote environmental sustainability.

Much of Adobe’s corporate history has been dedicated to the same ultimate goal: moving the world to a paperless society. Adobe’s technological developments, like the PDF format and the ubiquity of free viewing software like Adobe Reader, have made it easier to grasp these dreams and turn them into reality. PDF can support a wide variety of electronic signature types, allowing our customers and their customers / constituents in turn to trust that the documents they receive are authentic, come from the stated author, and have not been altered since they were signed: all of which are otherwise challenging in the paper world. Two years ago PDF transitioned to an ISO standard (ISO 32000-1) meaning that access to this technology has widened significantly, and is no longer a ‘proprietary’ vendor format. It also means everyone can collaborate on the advanced capabilities, like electronic signatures, that can deliver revenue multipliers and accelerated transactions to an increasingly web-connected world.

Many organizations have greatly benefitted from ESIGN to create and execute electronic documents. The US Government Printing Office (GPO) started publishing digitally signed PDF documents in 2008, starting with the FY09 Budget. GPO’s Federal Digital Systems (FDSYS) project uses Adobe’s LiveCycle product to produce authentic electronic copies of public laws and public documents for anyone around the world to verify as authentic and coming from the US GPO.

In the Executive Branch, the proliferation of PIV / HSPD-12 identity credentials and their on-board digital signature credentials means that millions of federal employees have the ability to sign PDF forms and documents, delivering on the promise of the Government Paperwork Elimination Act (GPEA) and ESIGN with one click.

In higher education, our partner Avow Systems provides universities like Stanford, University of Chicago and DePaul with ‘Certified Electronic Transcripts,’ which can be requested by alumni,

and quickly transferred via email to prospective employers and other educational institutions, eliminating worries about the growing market for transcript fraud.

Companies like Snap-On Credit in the financial services industry are taking advantage of electronic signatures to simplify and speed up the opening a credit line, whether in person at a branch office, in a customer's home, or directly over the Internet.

The bio-pharmaceutical industry has also standardized on PDF-based electronic signatures for creating secure electronic lab notebooks to protect intellectual property and for submitting clinical trial data. Pfizer has reported savings of over \$125 per signature, while organizations like Procter & Gamble improved productivity by 5-10% and avoided the use of 2.5 million sheets by choosing electronic records and signatures.

In the judicial arena, electronic signatures have had a dramatic impact on people's lives. Kane County Court in Illinois saw a 50% reduction in the time to complete an order of protection, while on the federal level, last August, Magistrate Judge John Facciola (DC) digitally signed the first judicial order, ushering in a new era of electronic filing.

Adobe has also embraced ESIGN internally allowing employees and business partners to embrace electronic signatures for the completion of contracts and other agreements, allowing our legal department to increase its productivity and accelerate the recognition of sales revenue.

Adobe looks forward to the next ten years of ESIGN, and is confident that further customer adoption and technological advancements will lead to the broader use, acceptance and ubiquity of electronic signatures here in the United States, and around the world. At the same time, we also realize there is much work still left to do to ensure that the momentum we have today is sustained and that governments, citizens, and vendors work together to bridge this last mile of the digital lifecycle. Adobe supports your ongoing efforts to help accelerate the advancement of electronic signatures and records as legal instruments.

Thank you for your support of the designation of National ESIGN Day.

Sincerely,

**John Landwehr**  
Director, Security Solutions & Strategy  
Adobe Systems Incorporated

**John B. Harris**  
Product Manager, Electronic Signatures & Alliances  
Adobe Systems Incorporated

cc: Representative Zoe Lofgren