

# The ADvTECH Group including The IIE Achieves Productivity Gains After Adopting Adobe Sign

---

The ADvTECH group, Africa's largest private education provider and a leader in quality education, needed to upgrade its digital signing process with an improved product that would help it save time and be more efficient.

The group, which included The Independent Institute of Education (The IIE), South Africa's largest and most accredited private higher education provider organisation, had already been using an e-signature solution for two years. However, the incumbent product had glaring technical shortfalls that slowed down The IIE's processes.

Although The IIE was already ahead of some of its peers by using electronic signatures, it still sought to find a new solution. After a consultation with Learning Curve's product team, The IIE conducted an evaluation of Adobe Sign as a replacement. It found the digital solutions it was seeking with Adobe Sign's features and ease of integration. Here is how the adoption process went.



## About ADvTECH

The ADvTECH group, a JSE-listed company, is Africa's largest private education provider and a continental leader in quality education, training, skills development, and placement services. The group consist of 18 brands segmented between schools and tertiary as two separate education divisions, and resourcing as the third division.

ADvTECH's schools division comprises 9 brands with more than 109 schools across South Africa and the rest of Africa. These include Crawford International,

Trinity House, Evolve Online School, and the Pinnacle Colleges brands. Notable schools in the rest of Africa are Gaborone International School in Botswana, The Makini Group of Schools, and Crawford International in Kenya.

The group owns nine tertiary brands across 33 campuses across South Africa and the rest of Africa. ADvTECH's nine resourcing brands places thousands of candidates annually, assisting graduates to make the transition from the world of study to the world of work.

## About The Independent Institute of Education

The IIE stands out as the leading and most forward-looking educational group in South Africa, in a world where digital technologies are more important than ever. The IIE, whose brands include Vega, Varsity College, Rosebank College, IIE MSA and the IIE School of Hospitality and Service Management, prides itself on its work-ready focus and its building of future-fit student careers. Featuring modern, industry-relevant curricula, it understands that the qualifications students pursue and how they learn will lay the foundation for further growth and employment.



As the industry leader, The IIE commits to student success which includes a focus on innovative and supportive teaching methodologies and a comprehensive and holistic developmental student support system.

The organisation produces graduates who can contribute to society and the global economy and who recognise their responsibilities as citizens of a modern community. With all this in mind, The IIE understood the crucial role that digital technologies can play in the lives of the students of today and tomorrow.



## The Electronic Signature Challenge

ADvTECH's incumbent digital signature product was, by their own admission, reasonably priced. However, it suffered from technical shortfalls. One of them was that it imposed frustrating restrictions on the file types that were allowed in the workflow. Another challenge was that its reminder system was not intuitive enough to nudge signatories into action.

The result was that the process of getting important documents uploaded and signed took far too long. ADvTECH had to find a new solution not simply because pandemic-era learning has forced educational organisations to become more digitally agile, but also because of the sheer scale of the ADvTECH group's operation. The group needed to find a more fluid and intuitive system that could handle the demands of a modern, dynamic educational institution.

## The Solution – Adobe Sign

In Adobe Sign, the group ICT team at ADvTECH found the answers to the questions the organisation had been asking. After meeting with Learning Curve, who were already a trusted partner in other areas, The IIE explored Adobe Sign as a replacement tool.

Despite some initial misgivings about the pricing of Adobe Sign when compared to the incumbent system, The IIE was convinced that Adobe Sign's range of intuitive features and ease of use was just what they needed.



Commenting on their earliest impressions of the take-on process, a senior ICT member says: "The system was very intuitive. The average time was 15 minutes per person to have a basic understanding of the Sign interface, how to send documents for signature, track documents, and sign documents."

Learning Curve had conducted product training with both administrators and users who were able to quickly get up to speed with the features of the system. The ADvTECH team also installed a dedicated support person providing rapid assistance to internal users, which helped with the team success.

Commenting on some of Adobe Sign's best features, the senior ICT staff member says:

**“Tracking functionality is a quick scan of the dashboard to give you an overview to see where the document is in the process. The previous tool had a complicated tracking system.”**

Adobe Sign has already been deployed to different managers across the ADvTECH group, who can now upload their own documents for signatures in a fast and simple manner. On how this compares to their old process, group ICT comments: "The previous solution had operational challenges where only one person could upload documents. This was time-consuming."

---

## The Results

The group has already seen powerful productivity gains measured in time saving. The efficiency wins and ease of use of the system have blown the return-on-investment objection out of the water. A group ICT staff member says: "On the accounts payable system, 44 invoices were loaded as a test into Adobe Sign. The entire process from start to finish took 3 minutes to complete. With the previous solution we estimate the process would have taken over an hour."

These wins could not have been achieved without the elevated levels of customer service offered by Learning Curve. According to the ADvTECH ICT team:

**“We have partnered with Learning Curve for over 12 years as the partner of choice for the group for the supply and support of Adobe Licensing. We have a proven track record with LC and enjoy a very meaningful relationship.”**

As far as the success of the system, the results have been nothing short of remarkable: "Our use cases are growing. We started with Human Resources and moved to other departments." This level of adoption provides testament to the level of improvement Adobe Sign has delivered to the ADvTECH group.

## Conclusion

Learning Curve helped the ADvTECH group and their 18 brands to solve a pressing problem by offering a smart and intuitive solution with scalability that will tangibly improve the organisation's effectiveness. The group ICT team is hard at work rolling out the product to other areas of the organisation.

Commenting on his overall impressions of Adobe Sign, the senior ICT team member says: "It may look expensive, but the real return has to be measured over time with time saving and business productivity gains." In the competitive and dynamic educational environment in which they operate, Adobe Sign has truly been a game-changer for ADvTECH.



---

To find out more about the adoption of Adobe Sign, please [click here](#)

Learning Curve's Adobe Sign Technical Specialist and Sales Directors are on hand to answer any queries you may have and can be contacted as follows:

**Bishen Gosai**

*Adobe Sign Technical Specialist*

bishen@learningcurve.co.za | 082 847 8733

**Julie Govender**

*Sales Director*

julie@learningcurve.co.za | 084 299 2926

# learningcurve

 **Adobe**  
**Platinum Reseller**  
EDUCATION ELITE





AMI Marketing (Pty) Ltd t/a Learning Curve  
24 Norman Street, Hout Bay, 7806, Cape Town  
<http://www.learningcurve.co.za>