

Partner Quote Sheet

Architecture, Engineering and Construction (AEC)

Tom Anderson
Vice President, Platform Product Management
Bentley Systems

“Collaboration between Bentley and Adobe continues to progress, each sharing a common goal to optimize PDF for AEC. A combination of the all new ProjectWise StartPoint, and the latest release in the Acrobat product line, now enables AEC professionals to easily manage, find and share project information during design and review cycles. ProjectWise StartPoint is an entry-level collaboration tool from Bentley designed specifically for MicroStation and AutoCAD users; with its introduction, and the advances made in Acrobat 8, teams of all sizes can collaborate more effectively on a combination of PDF, DGN, DWG, and Microsoft Office file formats.”

John TeSelle
President
LineType Software, Inc.

“Adobe’s focus on the needs of architects, engineers, and construction professionals has remained consistent for several years, and as a result, Acrobat Professional and Adobe PDF have become indispensable technology for the AEC market. During that time, LineType’s Banjo Digital Signature plug-in, when installed with Acrobat, has enabled AEC professionals to benefit further from their Acrobat investment by applying digital signatures that comply with licensing board requirements in many states. With Acrobat 8, Adobe is taking document communication and collaboration processes to the next level with a host of new features specific to the AEC industry. LineType remains committed to helping AEC professionals build on what is already a significant update to the software.”

Dr. Peter Mossack
Member of the Board for Research and Development
Nemetschek AG

“The ability to reliably and securely communicate 2D and 3D data across extended project teams is of great importance to our customers and the entire AEC industry. In order to facilitate these key extended document workflows, The Nemetschek group has for several years supported PDF from our major software applications. PDF is the best choice for our customers because it is a widely accepted, de facto standard for information exchange and, importantly, also an open format. With advances in the Acrobat 8 product line - such as the ability to further extend the capabilities of Adobe Reader in a shared review, and enhancements to AEC-specific mark-up and measurement tools - Adobe will enable our customers to more effectively drive high-value document collaboration processes after converting CAD models to PDF from Nemetschek applications.”

James Davis
President and CEO
TerraGo Technologies

“TerraGo Technologies has a long history of leveraging Acrobat and Adobe PDF to help GIS professionals unlock the treasure trove of geospatial data they’ve built, and enable them to share this information with everyone inside and outside of the organization who can benefit from it in a connected or disconnected environment. Using TerraGo’s geospatially enabled PDF files with the advanced collaboration and improved forms and mark-up tools provided by Acrobat 8 Professional will further enable our customers to extend these capabilities to their geospatial and non-geospatial clients and partners. TerraGo Technologies MAP2PDF suite of software products leverage every organization’s GIS and Adobe investment to extend easy to use and robust spatial intelligence to anyone – anywhere.”

Tom Hicks
Vice President of LEED
U.S. Green Building Council

“Our relationship with Adobe has been a fruitful one for both companies and, more importantly, end users of the LEED (Leadership in Energy and Environmental Design) Green Building Rating System. Adobe server and desktop products, and Adobe PDF, have helped USGBC take the LEED process to the next level, one that is significantly streamlined and entirely online. With Acrobat 8, Adobe is now making it even easier and more efficient for submitting organizations--and USGBC staff itself--to collaborate on LEED-related documents in Adobe PDF throughout the certification process. Of particular note is the power of Acrobat 8 Professional users initiating a collaborative review to now enable those with the free Adobe Reader to apply digital signatures to documentation -- impressive functionality that will help further speed previously paper-intensive processes.”

Consulting

Leonard Rosenthol
CEO
PDFSages

“Acrobat 8’s continued support for ISO standards is an important step towards making its use a reality for customers. The ability to view PDF/A documents in a compliant manner fills in that one remaining piece in the PDF/A workflow. In addition, the draft support for PDF/X-4 will help publishing customers begin to get their feet wet. All told - Acrobat 8 is a must-have!”

Enterprise Content Management (ECM)

Rob Tarkoff
Senior Vice President of Strategy, Business Development and Alliances
EMC Software

“EMC Documentum customers have a long history of successfully leveraging Acrobat to augment document-based business processes, such as document review and electronic forms workflows. The enhanced annotation and forms features of Acrobat 8 will help enable our customers to more effectively extend these processes to their customers and partners. Tighter and richer Acrobat-based integrations will increase the overall value of our joint customers’ Documentum and Adobe investments.”

David White
Vice President of Product Marketing
PTC

“PTC and Adobe had enjoyed a longstanding relationship that includes integrating Adobe PDF with PTC solutions in order to help streamline the collaborative manufacturing process. Enabling PTC’s Pro/ENGINEER®, Windchill®, and Arbortext® solutions to create, manage, and publish 3D PDF documents from within a single platform architecture provides our customers with a competitive differentiator that increases productivity and accelerates new product development timelines. Acrobat 3D version 8, allows our customers to effectively drive document-based 3D design collaboration processes within complex supply chains or distributed development teams and ultimately deliver products to market faster, with more increased efficiencies.”

Michael Lynch
CEO
Right Hemisphere

“Right Hemisphere is committed to delivering best in class Product Graphics Management software to synchronize product development and downstream product communications. By including our PGM technology in Acrobat 3D Version 8, Adobe is delivering a powerful desktop application to publish 3D designs from all major CAD applications and create intelligent PDFs for technical publications, interactive training, marketing communications, and design collaboration. Adobe has delivered a truly transformational application in Acrobat 3D that enables companies to publish, share, review and mark-up more precise, secure and interactive 3D documents. Used in conjunction with our own PMI and PDF Publishing Module software, Acrobat 3D Version 8 becomes even more valuable by enabling customers to streamline delivery of interactive 3D PDF documents with PMI data directly from source CAD data, all in one secure document.”

Rainer Gawlick
Vice President, Worldwide Marketing
SolidWorks Corporation

“SolidWorks and Adobe have a common goal of helping people communicate and collaborate most effectively using 3D data. By strengthening support for more precise, compressed 3D PDF in Acrobat 3D Version 8, Adobe will help our customers further enhance the value of their SolidWorks investments. Now, SolidWorks users can extend document-based 3D design collaboration capabilities in a more secure, lightweight fashion to anyone with the free Adobe Reader.”

Chris Kelley
Vice President of Partner and Platform Marketing
UGS

“In order to extend the value of our customers’ PLM investments, UGS’ relationship with Adobe is focused on enabling 3D data and manufacturing information to be securely and efficiently accessed and utilized by anyone who wants to participate in any stage of the product lifecycle process. Our partnership enables global organizations to tap into the manufacturing industry’s vast reservoir of 3D digital product designs – stored in the widely adopted JT format – and publish them as Adobe PDF files. Through Acrobat 3D Version 8, Adobe is helping to further extend the role of PDF as a common document platform for collaborating and communicating within extended project teams or complex supply chains.”

Paper-to-Digital

Dr. Pierre De Muelenaere

President and CEO

I.R.I.S

“We are pleased to partner with Adobe in extending the capabilities of the Paper Capture feature in Acrobat 8. The addition of IRIS’ advanced OCR technology will allow Acrobat 8 customers to create searchable PDFfiles from scanned documents more quickly, accurately, and reliably. Intelligent documents generated from a paper source can then enter the PDF workflow and can be indexed by enterprise content management and other document management systems. The IRIS OCR technology included in Acrobat 8 supports a wide range of languages and lexicons giving the Adobe customer extraordinary paper-to-PDF conversion capabilities.”

Print

Tamotsu Sakamoto

Senior Vice President and Executive General Manager of Office Products Business Group

Fuji Xerox

“Fuji Xerox highly evaluates Adobe PDF as a standard format for electronic documents used broadly worldwide, as well as Adobe Acrobat as a tool to create and utilize PDF files. Over the years, we have been providing electronic document solutions in coordination with a variety of Adobe products. Currently in Japan, there is a growing importance of document management in the process of corporate internal control in light of the implementation of the Personal Information Protection Law, e-Document Law and J-SOX Law. Given these circumstances, we at Fuji Xerox anticipate that our products including ApeosPort series linking up with Adobe’s offerings such as Adobe LiveCycle’s Policy Server and Adobe Acrobat 8 with advanced security and quick document sharing and management functions, as well as an enormous number of Adobe Reader users who can utilize PDF files, will contribute to solving issues in document management experienced by many businesses and government agencies.”

Kazunori Azuma

Corporate Executive Vice President

Ricoh

“Ricoh provides document solutions combining Adobe PDF, Ridoc Document System - (Ricoh’s own document management system), and the imagio MP series - a new-generation of multifunction printers, to its customers, primarily government agencies, local governments, and large companies. Acrobat 8 features stronger security capabilities and enhanced ease of operation. In this way we will continue to offer solutions that meet customers’ diverse needs with greater flexibility, including IT system development, improvement of efficiency and productivity in business processes to reinforce internal control.”

Security

Jason Hart

CEO

ActivIdentity

“Acrobat 8, with its increased usability, will significantly broaden the acceptance and use of digital signatures and further enhance the ability of governments and enterprises worldwide to exchange information securely. ActivIdentity and Adobe’s joint customers will greatly benefit from these enhancements in Acrobat 8 as we develop the next generation of digital identity assurance solutions.”

Ram Varadarajan

CEO

Arcot Systems

“The integration of ArcotID and Arcot SignFort with Acrobat 8 can significantly lower costs and improve cycle-time with easy and secure digital signing. For the first time, every user in an organization can digitally sign PDF documents in Acrobat or Adobe Reader without installing additional software or provisioning signing certificates to their PC. This joint solution enables organizations to replace traditional ‘print and sign’ methods with a more secure, streamlined process for signing and approving documents.”

Russ Davis

CTO

Communication Intelligence Corp.

“The new features and increased flexibility of Acrobat 8 enable CIC to rapidly bring its next generation eSignature solutions to market with enhanced security and support for the broader LiveCycle family of products. Acrobat and PDF are core in virtually all of CIC’s major electronic signature deployments and this release represents significant benefits and enhanced value for our clients.”

Eric Skinner

Vice President, Product Marketing and Business Development

Entrust Inc.

“Acrobat 8 offers new security features such as a streamlined digital signature interface and user-friendly signing process that integrate well with security vendor offerings and help customers achieve higher levels of compliance with regulatory and internal policies. Entrust and Adobe’s many joint customers will greatly benefit from these and many other critical security capabilities in Acrobat 8.”

Chris Bailey

CTO

GeoTrust

“By streamlining the document certification interface in Acrobat, Adobe has made it easy for enterprise users to leverage GeoTrust Certified Document Services (CDS) credentials to create and distribute business content without fear of it being altered. This and other enhancements in Acrobat 8 demonstrate Adobe’s commitment to information assurance.”

Stuart Cohen

Director of Partner Development

RSA Security

“At RSA Security, we deliver a wide range of solutions that protect online identities and digital assets. Our technology partnership with Adobe and compatibility with Acrobat products allow customers to leverage trusted identities by confidently creating and collaborating on electronic content using encryption and digital certificate technology. Acrobat 8 continues, and improves upon Adobe’s tradition of implementing simple, yet robust functionality for ensuring and validating the authenticity and integrity of documents.”

Chris Fedde

Senior Vice President and General Manager, Enterprise Security Division

SafeNet

“It’s a business imperative today that sensitive information be digitally distributed to countless remote employees, partners, customers, suppliers and agencies worldwide. This has prompted thousands of organizations to focus on ensuring document privacy, security and confidentiality. By enabling users to electronically sign their documents and keep their digital identity securely stored on a SafeNet Smart Card or iKey token, Acrobat 8 can not only provide customers with a means for reliable electronic document exchange, but they can now guarantee the integrity of the data and provide reporting for regulatory compliance. Acrobat 8 has again set a new standard for secure document process management in the enterprise, and SafeNet is proud to be a key part of its security plans.”