


Smart Tips
for
FrameMaker®
Conversions



Introduction	3
About FrameMaker® 6.0	3
The Business Case for Change	5
Migrating from Interleaf/Quicksilver to FrameMaker®	9
Conclusion	15
Sample Requirements Checklist	16
Resources	17
About the Author	18

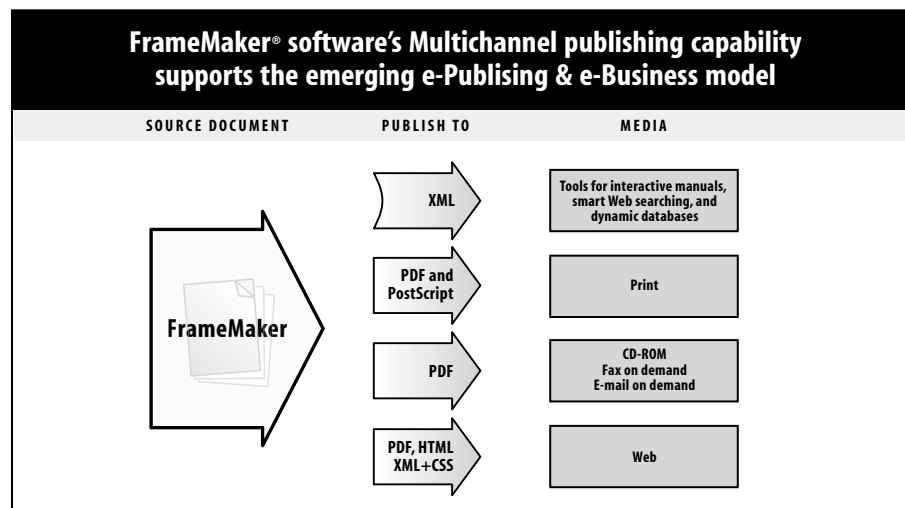
Introduction

This document is designed to be an aid in the transition to Adobe® FrameMaker 6.0 software from Interleaf/Quicksilver. Many of the tips and hints in this document also will be valuable to users transitioning from other authoring / publishing systems. Included here are a business case for making the change, tips for converting documents, and one customer's example conversion process. Also included are a list of products and consultants* who can make the conversion to FrameMaker as painless as possible, and a list of requirements to consider when evaluating a new publishing platform.

About FrameMaker 6.0

Adobe FrameMaker 6.0 delivers a comprehensive solution for publishing long, content-rich documents across major computer platforms. Whether publishing to the Web, CD-ROM, or print, FrameMaker 6.0 lets you work more productively than ever before. The program now includes WebWorks® Publisher Standard Edition software from Quadralay for extensive HTML and XML publishing capabilities. FrameMaker 6.0 makes it easier than ever to manage large publications, with new book-management and book-wide commands. Even AdobeFrameMaker Portable Document Format (PDF) publishing, a longtime FrameMaker strength, has been enhanced in this version.

Adobe FrameMaker and Adobe FrameMaker+SGML provide the enterprise with a complete single-source solution for multichannel publishing. Using Adobe FrameMaker, technical publishing groups can author mission-critical, large, complex documents such as books, catalogs, manuals, proposals, and online product information and then deliver them across multiple media—in print, on CD, or on the Web, in multiple formats, including SGML (FrameMaker+SGML), XML, HTML, Dynamic HTML, and Adobe PDF.



* Current when this document was produced.

“A product that allows you to create a single source, have multiple capabilities within that single source to publish information out to different users at different times with different equipment with different problems and situations... is an incredibly important part of the strategy that publication managers have to pursue today,” notes Joann Hackos, Ph.D., president, ComTech.

In addition to running her own consulting company, ComTech, Ms. Hackos is a past president of the Society for Technical Communication and is the author of *Managing Your Documentation Projects*.

XML

Organizations around the world are rushing to implement XML-based solutions across the enterprise, as XML offers new ways to access, publish and manage information. Both FrameMaker 6.0 and FrameMaker+SGML 6.0 support publishing to XML.

FrameMaker+SGML 6.0 in particular provides a complete structured authoring environment for creating, validating and publishing structured content. Features to read XML into FrameMaker+SGML can be created using the Frame® Development Kit (FDK), and a prototype client for importing XML is available on the FDK web pages. In migrating from Interleaf to FrameMaker+SGML 6.0, you have the ability to structure your documents and so take advantage of new ways of publishing based on XML.

SGML

The predecessor for XML, SGML has long been the standard format for structured documentation in a number of industries, such as aerospace, air transport, defense, automotive and semiconductor industries. FrameMaker+SGML 6.0 offers complete support for the SGML format. It includes a comprehensive structured authoring environment, with features such as continuous validation, guided editing and context-based formatting.

Platform for the Future

Valuable new features for FrameMaker and FrameMaker+SGML software are added with each major release from Adobe. The most recent release, version 6.0, in April 2000, contained a host of new features, including new features for authors (enhanced book management) and new publishing capabilities (new HTML generation engine, new support for XML, enhanced PDF output).

Third parties often add new features for customizing and extending the software. The Frame® Development Kit, FDK, offers a comprehensive API for tailoring, extending or automating FrameMaker.

A Business Case for Change

Why are publishing groups switching to FrameMaker software? FrameMaker today provides a powerful combination of rich functionality at a relatively affordable price.

Anyone who has converted even a small document from one file format to another realizes that some amount of effort is involved. When your document repository is made up of thousands, or tens of thousands, or hundreds of thousands of pages, even the thought of converting can be daunting.

So why bother? The following are reasons why many companies are turning to FrameMaker for publishing long documents:

Ownership stability. Adobe Systems Incorporated is the leading producer of software tools for individuals in the publishing industry. Other products in the Adobe family include Acrobat®, Photoshop®, PageMaker®, Illustrator®, InDesign™, PostScript®, GoLive®, LiveMotion™ and other leading applications. The Adobe name is recognized by publishing professionals around the world, and the company is focused on providing high quality applications to writers, editors, designers and publishers in a wide variety of media.

Founded in 1982, Adobe is the second largest PC software company in the U.S., with annual revenues of \$1 billion. It employs over 2,600 employees worldwide and has operations in North America, Europe, the Pacific Rim, Japan and Latin America.

Availability of resources. Because it is so widely used, FrameMaker users are relatively easy to find. For those new to FrameMaker, training resources are also available in a number of formats, including instructor-led, CD-ROM and self-paced workbook. Most major urban areas have local consulting and training resources available.

Active web and newsgroups mailing lists also maintain and continue the FrameMaker community world wide.

Relative affordability. In addition to licensing individual shrink-wrapped copies, Adobe has a volume licensing program that allows groups to receive discounts when licensing a certain number of units. Maintenance and support programs also are available.

Right level of output formats at the right time. FrameMaker has long been able to automatically hyperlink tables of contents, cross-references and index markers in books and documents, and to transfer those links to Adobe Acrobat. Updates have provided even tighter integration with Acrobat and high-quality XML and HTML output. TOC, cross-reference and index links are preserved in all transformations. With third-party tools, FrameMaker can generate context-sensitive help in a variety of formats.

Smooth migration path to SGML. With FrameMaker+SGML, formatted data can be brought into a structured environment and exported as SGML.

Customization options. The Frame® Developer's Kit (FDK) opens the interface to developers. The FDK requires knowledge of C and C++.

The availability of the FDK has created a base of plug-in and add-ons that extend the software's functionality.

Relative ease of use. The FrameMaker user interface is driven by pull-down menus or keyboard shortcuts. Users who have a basic knowledge of electronic publishing can create their own templates with a minimum of training, or they can use one of the many standard templates Adobe has created.

PDF print workflow support. Because of its tight interoperability with Acrobat, FrameMaker easily fits into a PDF print workflow. It often is the foundation upon which such workflows are created. The FrameMaker installation CD ships with a copy of Acrobat Distiller®.

Web workflow support. FrameMaker can export HTML natively, or through WebWorks Publisher Standard Edition. For additional output types, such as WinHelp, WebWorks Publisher Professional Edition is available as an upgrade from Quadralay.

XML workflow support. FrameMaker and FrameMaker+SGML can export XML for those moving to XML, or who want the capability. FrameMaker+SGML's combination of structured authoring environment and XML output offer the ultimate in XML publishing solutions.

Document management system support. Documentum, Filenet @mezzanine, OpenText Livelink and other systems can manage FrameMaker files and associated graphics. Such systems can usually manage Word, Excel, Powerpoint and graphics files along with FrameMaker documents.

In addition, there is a document management system that works specifically with FrameMaker. The system, Astoria from Chrystal Software, provides the usual document management features for graphics, presentations and word processing files, but it also manages individual FrameMaker paragraphs for greater ease of sharing information.

Import and export data for use by others. FrameMaker users can collaborate with other content creators. Word files, Excel spreadsheets and graphics can be imported into FrameMaker. FrameMaker data can be export as plain text, Rich Text Format (RTF), various flavors of Word, Excel and other formats.

Platform for the future. FrameMaker excels at producing the right outputs needed for today, and it provides a migration path to SGML and XML if structured authoring is a future requirement.

**Reliable and Dependable Software from a Company
that Knows Electronic and Print Publishing**

7

FrameMaker is part of Adobe's Cross-Media Publishing Segment, which includes other professional publishing tools such as Illustrator®, PageMaker® and InDesign™.

Because of its ability to use templates and manage long documents efficiently, FrameMaker is uniquely positioned within the Adobe product line to meet the requirements of technical publishing groups.

For departments concerned about maintenance of older computer systems, FrameMaker provides great flexibility. The application runs on Microsoft® Windows®, MacOS and several flavors of UNIX. It is an ideal solution for technical writing departments that operate on Windows-based computers, but who need to share documents with engineering groups operating UNIX workstations and marketing/publishing departments running Macs.

FrameMaker software's file format is cross-platform, so workers operating in mixed computing environments can share files. As an added benefit, the user interface is the same on all platforms, reducing training costs.

Because of its flexible platform support, FrameMaker can ease the transition to new a new operating environment and help reduce the cost of a department's hardware investment.

Users can license FrameMaker individually, or through one of Adobe's corporate volume purchasing plans. The volume plans allow customers to mix Windows, UNIX and MacOS licenses into a combination that matches their computing environments.

For departments weary of a scarcity of qualified trainers and programmers, FrameMaker will be a welcome change. Adobe Authorized Learning Providers are available throughout the United States and Canada, and some may even travel to provide corporate on-site instruction and coaching.

The Adobe Solutions Network provides support for third-parties who can program C to customize FrameMaker, and customers can download the Frame® Software Development Kit (FDK) and have their own C developers make modifications.

Companies with world-wide operations can keep their documents in FrameMaker, which supports authoring of documents in a wide range of languages. The FrameMaker software, as well as being available in English, has been localized into French, German and Japanese. Whichever version you use, you can author in a wide range of languages including most Western European languages and Chinese, Korean and Japanese. Many translation houses accept and can deliver files in FrameMaker format.

To help decide whether to invest in a conversion, compare your existing application to FrameMaker.

	FrameMaker	Your Application
Is training readily available?	X	
Are trained document developers available?	X	
Are programmers available for application customization?	X	
Does the vendor's core competency include publishing?	X	
Are French, German and Japanese versions available?	X	
Are hyperlinks from TOCs, index markers and cross-references automatically generated in Acrobat and web output?	X	
Is a migration path to SGML available?	X	
Does the product support XML in the manner you require?	X	
Can it easily handle long documents?	X	
Does it meet your cross-platform needs?	X	
Is third-party consulting and application support available?	X	
Is the application and the hardware it runs on Y2K compliant?	X	
Can you easily publish from a single source to high quality print, PDF, HTML, XML and on-line help formats?	X ^a	

a. On-line help via third party plug-ins

For an example requirements document, see Sample Requirements Checklist on page 16.

Migrating from Interleaf/Quicksilver to FrameMaker

While no conversion is painless, some are easier than others. For example FrameMaker includes filters for importing and exporting Microsoft Word and Interleaf/Quicksilver ASCII files.

Overview

9

The good news is that most conversions are not difficult. Many companies have successfully completed such conversions.

In the following section, strategies for successfully converting Interleaf/Quicksilver files to FrameMaker are discussed.

Strategies for Success

In general, conversions work best if a plan is developed before beginning the conversion.

First of all, review your document repository. Do you need to keep all the files in a page layout application, or have some become archival reference documents? An excellent long-term storage format for documents is Adobe Acrobat PDF. Document management systems generally index and archive PDF files well. If the data needs to be extracted at some point, Acrobat provides built-in cut and paste capabilities, or inexpensive third party tools can extract text and graphics from PDF files in batches. Archiving documents can dramatically reduce the scope of the documents that need to be converted. WorldView files are obviously candidates for archiving.

Once the scope of the project is resolved, two strategies generally evolve. Some organizations use a combination of the two.

Strategy One. In-house conversions of living documents by existing staff on an as-needed basis. New documents are created in FrameMaker. Existing ones are moved over as they are updated. Conversion is performed manually.

Strategy Two. Conversions are outsourced and converted in a batch process. The outsourcing company can perform the conversions by hand, or with software. Documents are returned to the customer in FrameMaker format.

Implementing Strategy One

Overall, this strategy involves two major steps: prep the file within Interleaf/Quicksilver, and then finish the conversion within FrameMaker.

Converters should run tests, and develop a worksheet that answers common problems before rolling out conversion tasks across a group.

The basic Interleaf/Quicksilver package includes an export filter for Interleaf ASCII Format, or IAF. FrameMaker cannot import Interleaf/Quicksilver documents directly, but can import IAF files. This format will bring across text and tables, but can be problematic with graphics.

An optional Interleaf/Quicksilver filter pack exports files to Maker Interchange Format (MIF), which is FrameMaker software's equivalent of IAF. This format can produce quite good conversion results.

Conversion packages. Two third-party companies make conversion filters that may help save time with your conversion process. Filtrix from Blueberry Software (www.blueberry.com) converts IAF to MIF, including autonumbers, symbols and graphics. TagWrite (www.tagwrite.com) has software that converts IAF files to Rich Text Format, which can then be imported into FrameMaker. A new version of Filtrix is expected in Spring 2001.

Interleaf/Quicksilver preparation. LISP is the Interleaf/Quicksilver programming language, and LISP scripts can be used to automate data extraction. Areas where scripting may be useful:

- Renaming Interleaf/Quicksilver components to FrameMaker tags (style formats).
- Extracting text, such as warnings and cautions, from Interleaf/Quicksilver graphics frames.
- Replacing certain symbols that do not survive the export to IAF with character keys that will be changed back to the appropriate symbol in FrameMaker.
- Batch exporting of text and graphics.
- Reveal and hide text using effectivity. In FrameMaker parlance, effectivity is known as conditional text. Effectivity/conditional text is used to hide and reveal text.
- Autonumbers. In some cases, autonumbers come across as hard-coded text. This should be stripped out before exporting, unless tests show they come across as FrameMaker autonumbers.

Polishing the file in FrameMaker. Once the file has been prepped and exported out of Interleaf/Quicksilver, it is then brought into FrameMaker.

To reduce the tedium of converting, a scripting language is available for FrameMaker called FrameScript, which is available from Finite Matters Ltd. (www.framescript.com). FrameScripts can automate repetitive tasks.

Areas where final cleanup may be needed:

- *Untagged/rogue tagged text.* The Interleaf/Quicksilver author may have misapplied formatting information, and this will cause some text to appear without any formatting or with a format that is not part of the FrameMaker template.

This text can be tagged with the appropriate FrameMaker style individually, or in batch mode with the global update options in FrameMaker.

- *Graphics.* Imported graphics can be reimported into FrameMaker. Graphics drawn in Interleaf/Quicksilver can be more problematic.

The Filtrix conversion filters from Blueberry can be a great aid in covering graphics. Interleaf EPS graphics are passed through as EPS files to FrameMaker; Interleaf line drawings are converted to FrameMaker line drawings; and Interleaf raster image are converted to FrameMaker rasters.

Another technique is to export the graphic from Interleaf/Quicksilver as an Encapsulated PostScript (EPS) or PostScript® (PS) file. Acrobat Distiller® can turn EPS and PS files into Acrobat PDF files, which then can be edited by Adobe Illustrator® software.

Unlike bitmaps such as TIFF files, PDF files are vectors with smooth lines and text that can be more easily edited.

- *Tables.* Ad hoc use of ruling, shading and cell straddles (merging) can fool converters, which prefer regular patterns. Table Cleaner, a FrameScript from Carmen Publishing, removes custom ruling and shading and performs other useful functions. For more information, see www.frameexpert.com.
- *Special symbols and equations.* Interleaf/Quicksilver has a unique font encoding scheme, which can trip up a converter when it tries to export a special symbol. These symbols should be replaced with a special character code (for example, SSS) and then the character code replaced with the symbol character in FrameMaker.

Equations are not supported by many filter applications, although FrameMaker includes an equation editor for recreating equations in documents.

The time required to convert a document depends on many factors, including the complexity of the document, its length and the skill of the person performing the work.

Customer Example

In 1999, Regina Lipkin faced a difficult decision: should the technical publications group she runs renew their Interleaf/Quicksilver licenses, or move to another publishing system?



Regina Lipkin, manager, technical publications, engineering services, Hughes Network Systems.

Like many publication department supervisors, Lipkin has to work with a limited budget for software, hardware and staff resources. She manages the technical documentation group attached to engineering services at Hughes Network Systems, the makers of DirecPC and multiple DirecTV systems. The group produces 100 to 500 page manuals primarily for engineers and technicians. Writers were running Interleaf 6 on UNIX workstations that needed a performance upgrade.

In addition to the licensing issue, another factor driving the review process was a change in the publishing department's output needs. The department was moving from printed to online distribution of documentation, and needed a publishing package that could quickly and easily produce HTML and Adobe Acrobat PDF files.

When she faced the decision of continuing her group's Interleaf/Quicksilver licenses, or moving to another product, Lipkin created a logical, business-case based decision making process. She assembled a requirements document, scouted the product landscape, investigated the options and based her decision on the results of the procedure. The results are outlined in a 50-page Requirements, Test Plan, Test Results, and Implementation Plan document.

As the investigation step moved forward, three products became the finalists.

First, Microsoft Word because it is used throughout the corporation. Second, Interleaf/Quicksilver because it was the incumbent product. And third, FrameMaker because it was the tool that appeared to be most frequently used by technical writers in general. The requirements document helped her evaluate the strengths and weaknesses of each product.

"In the end it came down to Interleaf and FrameMaker," she said "Both products were very closely matched, to tell you the truth."

She also had to consider whether her group could afford the time and money to switch to another publishing platform such as FrameMaker. If they switched to FrameMaker, could a third party outsource the conversion, or could they do it in house? Could they find training and consulting resources?

The group requested bids to outsource the conversion, but decided that outsourcing was not

within their budget. They were able to find a local consultant who could provide training, template assistance and a better understanding of the conversion process.

They then ran some conversion tests. The conversion process was supervised by Noelle Donati, documentation project manager. Although some existing books would be more troublesome than others, she reasoned the group could convert their manuals on their own to FrameMaker.



Noelle Donati,
documentation project
manager, Hughes Network
Systems

After concluding that it would be feasible to convert the manuals in-house, manager Lipkin then looked at other factors. Could she find writers trained in FrameMaker®, and was training available? Was she convinced that Adobe supported the product? Was there solid third-party support?

The answer to those questions was a definitive yes. When test scores were summarized, FrameMaker received a score of 199, Interleaf 149 and Word 71.

Before moving to FrameMaker, the writers were constantly switching from UNIX to the PC, something the writers often complained about.

“Moving to FrameMaker on the PC has made the writer’s lives a lot easier,” she said. “There is a picture in my office of someone who was given a new PC. There is a big smile on his face, and what you have to understand is that this is a person who usually doesn’t smile much.”

The Conversion Process

After purchasing their FrameMaker licenses, the Hughes group prepared for the conversion process. They hired a trainer to bring the staff up to speed on FrameMaker. They developed a template, and brought in a consultant to review it and make comments.

“Sending everyone through training really moved the process along,” Lipkin said. “We were all working from the same page after that.”

Because they faced converting thousands of pages of documentation, Donati began looking for ways to automate the conversion. They decided to perform some of the conversion in Interleaf, and then do other parts in FrameMaker.

Interleaf has a built-in scripting language called LISP. The group wrote LISP scripts to extract chapter titles and headings that were in Interleaf graphic frames, to remove graphics and place them in separate folders, to retag Interleaf components to new FrameMaker tag names and then to export the text. The group found it worked best if the Interleaf text was saved as Interleaf ASCII format, and then exported to Rich Text Format (RTF) using an Interleaf export filter.

As is the case with nearly any conversion process, there were a few irritations. One was exporting Interleaf tables. The import into FrameMaker didn't go as smoothly as the text import. The group finally imported the RTF tables into Word, and then imported the Word tables into FrameMaker.

Overall, it took about two hours to bring text into FrameMaker, Donati said.

Graphics were another area that required special attention. Many graphics source files were lost, and other graphics were drawn with Interleaf's drawing tools.

The group used two strategies for dealing with the graphics. The Blueberry filters from Filtrix worked well for extracting Interleaf-drawn graphics, Donati said. The other process was to print the graphics as PostScript files on disk, to turn the PostScript files into Adobe Acrobat PDF with Acrobat Distiller and then edited the PDFs with a software drawing application.

Once the Interleaf documents were in FrameMaker, the writers applied formats from the FrameMaker template, and imported the tables from Microsoft Word. Some paragraphs were not tagged by the LISP script, so the writers had to find those and apply the correct formatting.

To finish the tables, Hughes used a plug-in for FrameMaker called FrameScript. They used a special FrameScript called Table Cleaner to fix straddle (merged) table cells and to remove custom ruling and shading formats.

Donati said the conversion time varied from writer to writer and document to document. The experienced writers took about a week to convert a manual of a few hundred pages, although she was able to finish some in three days. Junior writers took two to three weeks.

Even though the conversion process took a little investment, Donati said the writers were glad the group switched to FrameMaker. They see FrameMaker skills as a nice addition to their resume, and they feel they are using a tool that is accepted throughout the industry.

"We chose FrameMaker because it seems to be the most widely used package for technical writers in the world," Lipkin said. "When you look at mailing lists, go to Society for Technical Communication conferences and talk to people, all you hear about is FrameMaker.

"We've been using it for more than a year now, and it has worked out great for us."

Conclusion

For organizations looking to move from Interleaf/Quicksilver to another product, FrameMaker is a logical choice. Interleaf/Quicksilver documents can be converted in a batch by a third-party, or documents can be moved into FrameMaker one at a time on an as-needed basis.

15

FrameMaker is more robust than a word processing application, so it can handle long documents and provide good typographic control. It provides high-quality output to print, PDF, HTML and XML. There is a straight-forward migration available to SGML with FrameMaker®+SGML, and with third-party tools FrameMaker can output WinHelp and other online help types.

Users, developers, trainers and consultants provide a rich and deep support community for FrameMaker, and the product is backed by a well-known software company with a commitment to the world of publishing.

Sample Requirements Checklist

STABILITY AND FUNCTIONALITY	FrameMaker	Your Application
Runs on UNIX, MacOS and Windows?	X	
Stable and reliable, even when working with long documents?	X	
Does the interface include easily-recognizable icons and a logical menu system?	X	
Is the printed and online documentation accurate, accessible and easy to read?	X	
Is prompt, accurate customer support available from a third-party or the manufacturer?	X	
Is the file format stable, even for long documents?	X	
Can the software efficiently handle long documents?	X	
Can you do reliable and sophisticated autonumbering?	X	
Hyperlink or find feature for broken cross-references?	X	
Can files be shared across a workgroup?	X	
Can autonumbers be applied throughout the document, even down to minor headings?	X	
Is it compatible with document management systems?	X	
Can graphics be accurately placed?	X	
Is table creation easy and flexible?	X	
Migration path to SGML available?	X	
Built-in color libraries?	X	
Third-party plug-in support?	X	
Volume pricing available?	X	
Vendor knowledgeable of publishing industry?	X	

BOOK FUNCTIONALITY	FrameMaker	Your Application
Automatic generation of tables of contents and indexes?	X	
Are hyperlinks in tables of contents, indexes and cross-references automatically passed on to PDF, HTML and XML?	X	
Can it use a template, and can templates for different outputs be easily rolled out across an entire book?	X	
Can autonumbers easily be set across a book or collection of chapters?	X	
Can page layouts be readily changed across a book?	X	
Can paragraph and character styles be readily changed across a book?	X	
Can individual chapters contain a mixture of portrait and landscape pages?	X	
Are cross-references stable and easy to maintain?	X	
OUTPUT AND INPUT CAPABILITY	FrameMaker	Your Application
Single-source capabilities for PDF, HTML, XML and WinHelp?	X	
HTML output?	X	
XML output in the manner you require?	X	
Does it have a wide variety of laser printer support?	X	
Can it import common word processing file types?	X	
Can it import common image formats?	X	
Can it export common word processing formats?	X	

Resources

Resources cited in this document appear below. While these are specific to North America, similar resources are widely available around the globe, and many of these companies trade internationally.

Conversion Filters

Filtrix from Blueberry Software (www.blueberry.com).

TagWrite (www.tagwrite.com).

Utilities

FrameScript from Finite Matters Ltd. (www.framescript.com).

Table Cleaner, a FrameScript from Carmen Publishing, (www.frameexpert.com).

Consultants

Caxton, Inc., training, consulting (www.caxton-inc.com)

Cognoscenti Inc., training, consulting (www.cognosinc.com).

CompuPacific, outsourcing of conversions, (www.compupacific.com).

Data Conversion Laboratories, batch conversions, (www.dclab.com).

DigiPub Solutions Corp., training, consulting, Filtrix sales (www.digipubcorp.com).

Framework Consulting, training, consulting, SGML development (www.frametrain.com).

ICM, outsourcing of conversions (www.icmconv.com).

Litton TASC, outsourcing of conversions, (www.tasc.com).

Teltek Systems, Inc., training, consulting (www.telteksys.com).

For a complete list, see www.Adobe.com/products/partnerfinder/searchservice.html

Community

FrameUsers.com. Maintains an active user list.

comp.text.frame. Newsgroup for FrameMaker® users.

User-to-user forums at Adobe. www.Adobe.com/support/forums/main.html.

About the Author

Carl Young is president of DigiPub Solutions Corp., an Adobe Authorized Training Provider. Carl has trained hundreds of people to use FrameMaker and Adobe Acrobat. In addition, DigiPub provides template creation, conversion consulting and other services for those moving from Word, Ventura and Interleaf/Quicksilver to FrameMaker, and conferences for users of Adobe Acrobat. For more information, please see www.digipubcorp.com.



Adobe Systems Incorporated • 345 Park Avenue, San Jose, CA 95110-2704 USA • www.adobe.com

Adobe, the Adobe logo, Acrobat, the Acrobat logo, FrameMaker, FrameMaker+SGML, Frame, GoLive, InDesign, Illustrator, Photoshop, PageMaker, LiveMotion, and PostScript are either registered trademarks or trademarks of Adobe Systems Incorporated in the United States and/or other countries. All other trademarks or registered trademarks are the property of their respective owners.

© 2001 Adobe Systems Incorporated. All rights reserved. Printed in the USA.