



Adobe® Acrobat® customer references

Benefits overview



This document showcases Adobe customers who have identified some level of quantified benefits associated with their use of Adobe Acrobat. Measured benefits range from calculated ROI over a period of time to quantified time savings or productivity gains associated with business activities.

Adobe Acrobat software is used by organizations worldwide to bring greater efficiencies to everyday business document processes. Across companies and departments large and small, Acrobat delivers multiple benefits, including:

- Enabling teams to work together better
- Streamlining engagement with any audience
- Helping safeguard systems and data
- Optimizing and enhancing an organization's IT environment



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Architecture, engineering, and construction



Architecture, engineering, and construction

Benoy



Benoy is an international design, architecture, and development firm specializing in large-scale projects such as shopping centers, office buildings, and even entire master-planned cities.

Services include: Architecture, design and planning, and 3D visualization and graphic design

www.benoy.com

Country: United Kingdom



Ferrari World Abu Dhabi, Yas Island

[Read the story](#)

"More and more our project leads are using Adobe Acrobat Pro to produce PDF presentations. We've also created Adobe PDF Portfolios with company information and project examples for iPad, so directors can deliver high-quality, ad hoc presentations to potential clients."

Martin Neal Senior
Associate IT director, Benoy

Challenges

- Maintaining industry-leading position in the architecture industry
- Accelerating development of architectural plans, renderings, and elevations
- Expanding client services to include marketing collateral creation
- Improving internal and external communications for better client services

Results

- Strengthened the firm's profile as an industry leader
- Enabled better collaboration among Benoy designers and client project managers worldwide
- Enhanced architectural plans and building illustrations to create realistic virtual pictures of future developments
- Delivered value-added services to clients to enhance satisfaction and strengthen relationships

Benoy



Architecture, engineering, and construction

Bureau Veritas Group



Bureau Veritas has helped clients comply with standards and regulations relating to quality, health, and safety—as well as environmental and social responsibility.

Services include: Inspections and audits, testing and analytics, classification, certification, asset management, training, and consulting.

www.bureauveritas.com
Country: United States



Download the PDF Portfolio

Read the story

"Acrobat is going to be the most critical document tool we have across all of our business areas. We can clearly see how the new features and intuitive user interface will make our staff more efficient, and ultimately save our business and customers time and money."

Kevin Wedman
CBO and national vice president, Bureau Veritas

"Acrobat affords us the ability to quickly and accurately move back and forth between PDF and Microsoft Word or Excel files. Combine that with the advanced scanning capabilities and document search functionality, and we won't have to waste time looking for native files or through stacks of paper. This equates to a massive time savings for a company of our size and an even better bottom line."

Kyle Froling
Senior IS support associate, Bureau Veritas

Challenges

- Accelerating document workflows
- Enhancing communications and collaboration
- Reducing environmental impact and operational costs
- Helping to ensure document security and compliance

Results

- Reduced document and administration costs by as much as \$500,000 for large-scale projects
- Conserved 22,000 gallons of potable water per project
- Saved 50 trees per project by moving to electronic document delivery
- Accelerated design review cycles by as much as 95%
- Improved collaboration and input on all stages of design, minimizing construction delays
- Addressed environmental sustainability goals



Architecture, engineering, and construction

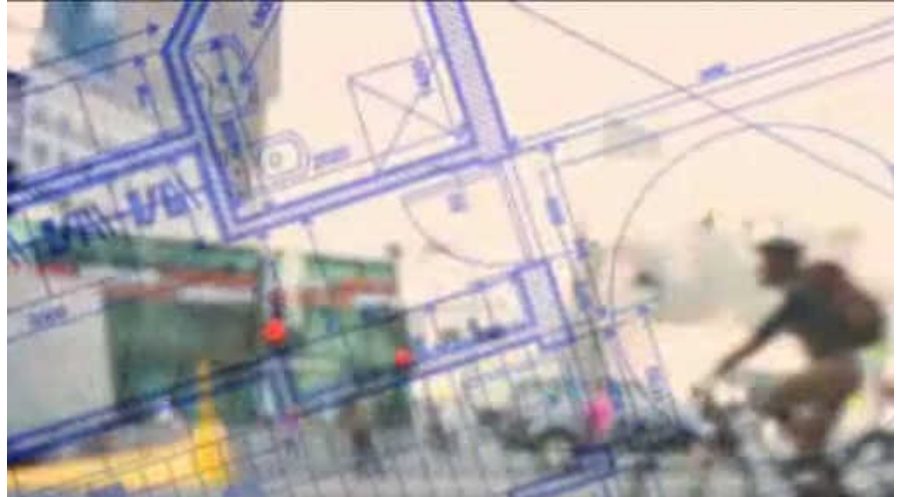
HASSELL



HASSELL is a single, privately owned international network of architectural design studios that has won hundreds of prestigious awards for excellence.

Services include: Architecture, interior design, landscape architecture, and planning, with integrated sustainability and urban design capabilities.

www.hassell.com.au
Country: Australia



[Read the story](#)

"From past experience, we knew Adobe PDF could be used to speed up workflow and allow quick markups; a perfect starting point for where we wanted to go."

Bill Rue
Chief information officer, HASSELL

"The new Action Wizard in Acrobat is superb. The functionality enables our employees to take time-consuming or complex tasks and turn them into one-click processes, accelerating our workflow and saving significant resources."

Johnny Chloride
Solution delivery manager, HASSELL

Challenges

- Managing document revisions across multiple locations
- Improving responsiveness to client requests
- Enhancing collaboration among clients, engineers, developers, and building authorities

Results

- Reduced drawing retrieval times from one to two days to ten minutes
- Eliminated paper and printing costs for the company and its clients
- Improved the quality of deliverables and services, strengthening client relationships
- Accelerated design review processes for faster project completion
- Automated data collection and forms creation for increased accuracy
- Enhanced security of private information
- Enabled reliable, secure access to vital data for geographically dispersed audiences
- Improved collaboration among key project stakeholders

HASSELL



Architecture, engineering, and construction

Movares



Movares is an engineering consultancy firm operating throughout project lifecycles—from initial studies and the earliest planning phases to the design and execution of projects and on through to management and maintenance.

Services include: Solutions for capacity, safety, and integration issues in the areas of mobility, infrastructure, spatial planning, and transport systems.

www.movares.com

www.movares.nl

Country: Netherlands



[Read the story](#)

"If a drawing isn't communicated correctly every step of the way, for example a bridge or railway design, it could lead to enormous costs. Our employees use Acrobat and PDF to help ensure high quality, accuracy, and easy access no matter who the audience."

"With Acrobat, time savings in preparing deployment are enormous and the new functionality helps to make security updates available faster. We expect updating systems will be even faster and easier when we start using the Microsoft System Center Updates Publisher (SCUP) and the new Acrobat SCUP catalogs with System Center Configuration Manager (SCCM) in the near future."

*Peter Dubbelman
Consultant in information and communication technologies (ICT), Movares*

Challenges

- Enabling accurate document collaboration between employees and clients
- Providing easy access to complex project documents without requiring costly software
- Protecting project-critical information and confidential technical specifications
- Addressing long-term document archive requirements
- Streamlining future desktop software updates

Results

- Maintained visual fidelity of key technical drawings and specification documents
- Enabled documents to be shared and commented on by large, dispersed teams
- Helped safeguard sensitive materials from unauthorized access or tampering
- Implemented reliable, standards-based archival solution
- Reduced the time to package Acrobat for deployment by 80% with Adobe Customization Wizard
- Simplified software updates with SCUP and SCCM capabilities available in Adobe Acrobat



Architecture, engineering, and construction

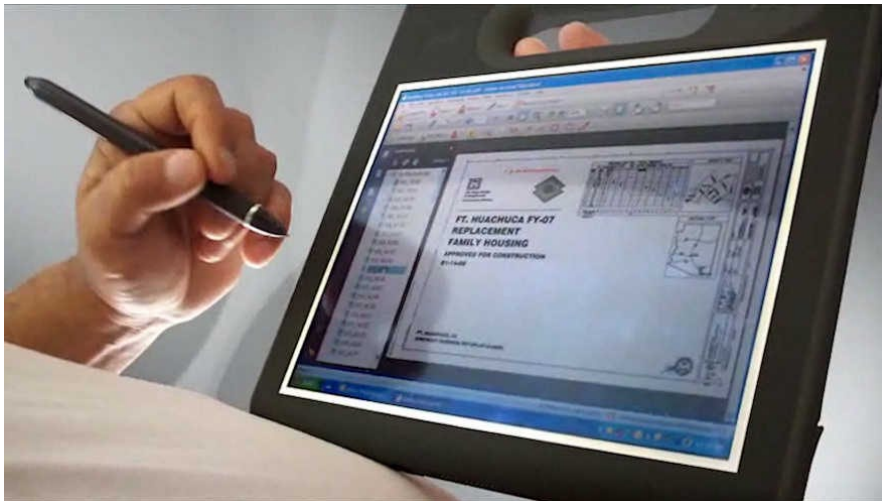
Sundt Construction, Inc.



Employee-owned **Sundt Construction** is one of the oldest and largest general contractors in the United States.

Services include: Full-service building contractor services including Construction Management at Risk, Design Build, and Build to Suit.

www.sundt.com
Country: United States



[Read the story](#)

"We no longer have to pay tens of thousands of dollars annually for photocopies, many of which are discarded as documents are updated and redistributed. At the same time, construction waste is reduced because more automated document review processes make it easier to catch and correct construction mistakes sooner."

"With Motion's tablet PCs and Adobe Acrobat software, we have a feature-rich, cost-effective solution that transforms the work our owners, employees, subcontractors, and customers can do."

Frank Bejarano
Project manager, Sundt

Challenges

- Improving document access and review in the field
- Cutting construction waste
- Reducing errors and rework on buildings
- Reducing paper and print costs
- Adopting an affordable digital management solution with ease of use

Results

- Saved tens of thousands of dollars on document printing and management costs for large projects
- Kept projects on track and within budget with faster problem solving
- Differentiated services to compete for new business
- Accelerated field staff access to critical building plans in interactive PDF
- Met government regulations with searchable archive of materials in PDF
- Simplified document tracking and management



Education



Education

Brevard Public Schools



Brevard Public Schools (BPS), an A-rated school district for seven consecutive years, is the 10th largest of 67 school districts in Florida and the 47th largest district in the United States.

Services include: K-12 public education for ~73,000 students.

www.brevard.k12.fl.us
Country: United States



[Read the story](#)

"Adobe Acrobat makes it easy for me to review and comment on student work at any time, to monitor their progress and then share that information instantly with the students or even their parents. It's a compelling way to show parents their child's work and keep them involved in their education."

"We have very rich student ePortfolios that hold a lot of movies and video snippets created with Adobe Flash® technology and Adobe After Effects®. When I brought those ePortfolios into Adobe Acrobat, I immediately noticed a significant boost in playback speed."

Pete Episcopo
Digital arts and media instructor, Viera High School,
Brevard County, Florida

Challenges

- Helping students develop 21st-century communications skills
- Streamlining lesson development and delivery
- Improving collaboration among students and faculty

Results

- Enabled students to create professional-grade multimedia portfolios
- Helped teachers develop and deliver coursework faster and more effectively
- Improved teacher feedback on student work by enabling comments directly on digital work
- Enhanced high school curriculums to meet evolving skills requirements

Education

California State University Monterey Bay



CSUMB is one of the 23 campuses of California State University. CSUMB prides itself on making higher education accessible to traditionally underserved and low-income populations.

Services include: Higher education, post-secondary education; undergraduate and graduate degrees.

<http://csumb.edu>
Country: United States



[Read the story](#)

"Creating portfolios in Acrobat will dramatically change the way students and faculty present information. Instead of a number of individual static documents, students can quickly and very easily compile an array of files to create interactive, dynamic presentations of their work."

"With Adobe tools, everything is conveniently in one place—and the content is in its original form regardless of the browser, applications, or plug-ins that students or instructors may use. With Acrobat, the fidelity of the original content is preserved."

John Ittelson
Professor emeritus of information technology and communications, California State University Monterey Bay

Challenges

- Helping students absorb information in more meaningful, personal ways
- Enabling instructors to plan curriculum and better evaluate student achievement
- Integrating leading-edge technology into curriculum to better prepare students for future careers

Results

- Accelerated administrative processes by 15%
- Simplified assignment and materials submissions to streamline instruction and evaluation
- Improved student assessments and better identified achievements
- Enhanced the quality of student work
- Better-prepared students for the workforce
- Improved students' understanding of and ability to communicate complex ideas

Education

English School Foundation, Island School

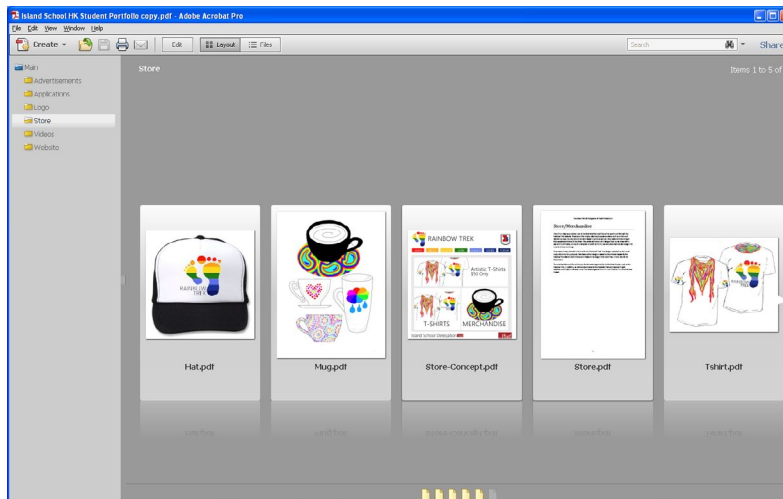


Island School, opened in 1967, is an English international, co-educational, comprehensive school, providing primary and secondary education for children of all nations in Hong Kong.

Academic offerings: Primary and secondary school education.

www.esf.edu.hk/our-schools/secondary/island-school

Country: Hong Kong



Download the PDF Portfolio

"We give all the students a portfolio with some structure and supporting content. Acrobat's strength is that it can cope with students working on different types of projects."

"There are tools in Acrobat which support collaboration such as the sharing of files, but most importantly it provides a platform for students to show evidence that they are collaborating."

*Kevin Lester
Senior head of house, English School Foundation,
Island School*

Challenges

- Helping students develop transferrable, diverse skills
- Enabling students to express creativity and present collections of their work
- Enhance collaboration among students and faculty for a more comprehensive learning experience

Results

- Helped students learn to use 21st-century technology in preparation for continuing education and future employment
- Empowered students to take ownership of learning opportunities by applying their personal styles to projects
- Fostered a collaborative environment for students to work with one another
- Provided a platform for teachers to engage students with direct, impactful feedback and direction
- Improved assessment of student learning and progress

Education

Ipswich Grammar School



Ipswich Grammar School was Queensland, Australia's first secondary school, founded in 1863. The school educates students from years 1 to 12 in their educational matriculation.

Academic offerings: Primary educational services and personal/social development programs.

www.ipswichgrammar.com

Country: Australia



"Electronic portfolios allow both teachers and students to demonstrate competency in technology integration and effective communication by illustrating the ability to create a customized experience for end users—that is being able to craft just the right kind of portfolio for the desired outcome."

"End users were able to create 70 electronic portfolios within a matter of 20 minutes. The ease with which they produced their electronic portfolios got the boys asking their teachers for more homework as they found Acrobat engaging and a fun tool."

Azim Ahmed

eLearning curriculum facilitator, Ipswich Grammar School

Challenges

- Enhancing student learning through more engaging, dynamic content
- Improving collaboration among students and faculty
- Encouraging creative presentations of solutions and ideas through 21st-century technologies

Results

- Created engaging, consistent student experiences leveraging Adobe PDF and PDF Portfolios to overcome technological limitations
- Assisted faculty in developing personalized learning plans for students
- Helped teachers provide feedback at various phases of a project for personalized feedback to reinforce educational concepts
- Provided a platform for teachers and students to showcase personal work using PDF Portfolios
- Enabled reliable access to rich learning content regardless of operating environment or platform

Education

Oxford Brookes University – Sustainable Vehicle Engineering Centre

Oxford Brookes University – Sustainable Vehicle Engineering Centre (SVEC) is a leading university research organization focused on promoting and developing new low-carbon technologies to be used during the entire lifecycle—including production, use, and disassembly—of an automobile.

Services include: Report development, consultancy, research, testing, knowledge transfer, and education.

<http://tech.brookes.ac.uk/svec>
Country: United Kingdom



"PDF documents created with Acrobat X helped unlocked doors to introduce SVEC to the world community. The Adobe software is an invaluable tool to showcase the university's use of leading-edge technology. PDF is a flexible and cost-effective way for us to deliver our message, continue to raise awareness for new projects, and help people understand how powerful technology advances are bringing people together and changing the world."

"The MINI E project's main objective focuses on the application of low-carbon technologies. Delivering more interactive content in dynamic PDF documents—and eliminating reliance on static paper communications—is a direct extension of what we are trying to accomplish. It's a fantastic demonstration of our commitment to our core values."

Jim Campbell
Automotive advisor, Sustainable Vehicle Engineering Centre, Oxford Brookes University and Managing Director, Sutherland Campbell

Challenges

- Conveying technical materials and content to a broad audience
- Integrating multimedia content into a single document resource
- Reducing the organization's reliance on paper-based brochures
- Providing a global audience project updates and new information—fast and sustainably

Results

- Increased project visibility across a global audience
- Improved audience engagement with multimedia experiences
- Delivered more relevant and timely information and updates to the public and project stakeholders
- Supported project core values of sustainability



Financial services



Financial services

McGladrey



McGladrey is the fifth largest accounting firm in the United States, with professionals in 90 cities who collaborate with clients to meet their tax and auditing needs.

Services include: Assurance, tax, and consulting services.

<http://mcgladrey.com>
Country: United States



[Read the story](#)

"Everybody I talk to here loves Acrobat. It's proof positive that when you need a solution to support PDF, by far your best choice is Adobe."

"No one is requesting or inquiring about other tools for supporting our PDF workflows any longer. With Acrobat as part of our standard enterprise image, our users have everything they need."

Matt Corcoran
Desktop manager, McGladrey

Challenges

- Reducing software costs, licensing risks, and IT complexity
- Simplifying enterprise software deployment and management
- Supporting critical processes such as e-filing
- Maintaining end-user productivity

Results

- Saved \$600,000 over four years
- Reduced software management time by 98%
- Streamlined desktop deployment by making Acrobat part of standard software image
- Improved interoperability with other accounting tools
- Supported productivity and secure document collaboration



General business



General business

Adelanto



Adelanto is a leading French direct and digital marketing agency committed to improving the performance of clients' online marketing campaigns.

Services include: Digital creative strategies, e-mail marketing campaign development, website development.

www.adelanto.fr
Country: France



[Read the story](#)

"Acrobat makes the revision process highly flexible. It's important that everyone be able to share their comments by annotating or underlining them in such a way that we can identify the author of each document update. Acrobat is the perfect tool for this, especially since the new capabilities included in each new version have opened up many new project opportunities for us."

Lauren Azières
Associate director, Adelanto

Challenges

- Streamlining internal document revision process to use with clients and partners
- Reducing travel needs
- Improving responsiveness to client demands

Results

- Increased productivity
- Accelerated document review cycles
- Enhanced collaboration and creative processes
- Improved efficiency and responsiveness to client needs
- Reduced travel expenses



General business

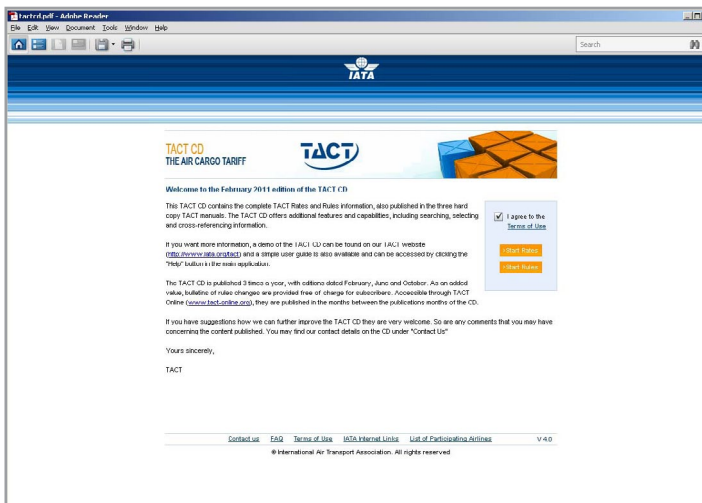
International Air Transport Association



The **International Air Transport Association (IATA)** is an international trade body created over 60 years ago by a group of airlines. Today, IATA represents some 230 airlines comprising 93% of scheduled international air traffic. The organization also represents, leads, and serves the airline industry in general.

Services include: Auditing, accreditation, consulting, financial services, publications, advertising.

www.iata.org
 Partner: Sabern, *www.sabern.com*
 Country: Belgium



Download the PDF Portfolio

Read the story

"By using Adobe Acrobat, we created a functional prototype within a week. Many of the required functions were already included in Acrobat, so we were able to quickly deploy a working solution at low costs."

"Adobe Acrobat was one of the few solutions with which we could simply adopt the look and feel of the paper version of TACT. This saved us a lot of time in development, and also means that we can update TACT quickly by entering new data into the existing format."

Karen Lelieveld
 Marketing and sales manager, Sabern

Challenges

- Publishing and distributing tariff and cargo rules manuals more efficiently
- Reducing costs associated with paper-based processes
- Enabling faster, more cost-effective updating and distribution of materials

Results

- Created a searchable digital index of more than 3.3 million records for simplified access to information
- Minimized storage resources for greater efficiency and cost savings
- Reduced printing and shipping costs
- Enabled seamless, rapid updating of materials
- Developed a digital document management system in approximately one week
- Provided reliable, secure access to rich content across multiple platforms, channels, and devices



General business

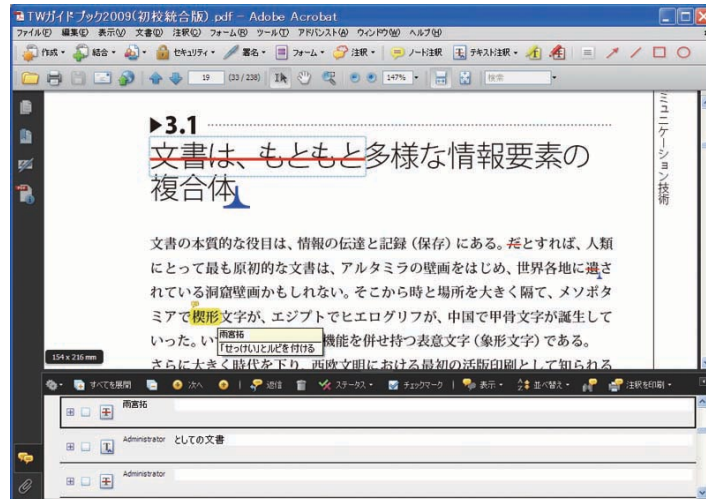
Japan Technical Communicators Association



The **Japan Technical Communicators Association (JTCA)** is comprised of 104 corporations and companies with 200 members from the technical communicators industry. The organization is focused on making user manuals more compact, useful, and inclusive of information.

Services include: Manual evaluation and standardization, guidebook publishing, manuals training, and technical communications research, as well as hosting seminars and symposiums.

www.jtca.org/en
Country: Japan



Read the story

"The member volunteers share all of their work over the Internet. Because all of the comments and edits can be saved via Adobe Acrobat, everyone can see which edits were suggested and when—which helps avoid confusion and prevent rework. Adobe Acrobat is now indispensable to the JTCA."

"Even though there were other tools for digitizing the proofreading workflow, we needed a dynamic solution that could be used on a global basis since many domestic Japanese manufacturers were expanding their global presence."

Satoshi Kuroda
Chairperson, Planning Committee of Public Activities,
JTCA

Challenges

- Streamlining review and commenting on user instructions
- Reducing the need for paper-based proofreading and review workflows
- Enabling digital commenting and simultaneous review by multiple users

Results

- Created a fully electronic review and proofreading workflow
- Enabled multiple users to simultaneously review and comment on documents
- Maintained record of member input for greater accuracy in edits and changes
- Enabled review of multilingual and multimedia content from a single file
- Helped standardize editing and proofreading comments for greater consistency and accuracy





Government



Government

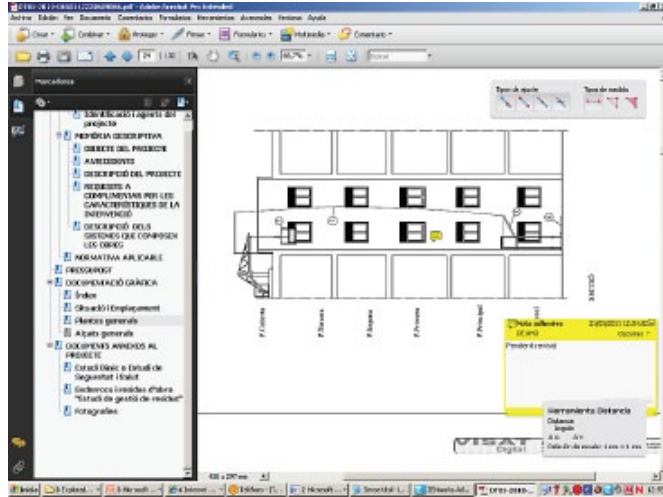
City of Barcelona, Spain



The Municipal Institute of Information Technology of Barcelona (IMI) is the autonomous agency of the **City of Barcelona** tasked with supplying computer and telecommunications services to the city council and agencies, as well as to public enterprises.

Services include: Policy definition and administration, permitting and licensing, urban planning

www.bcn.cat
Country: Spain



[Read the story](#)

"Our Acrobat solution has resulted in a revolution and drastic change in an environment dominated by paper. Now we can fully process a municipal license for work without a single sheet of paper."
Miquel Garcia
Acting director, Urban Action Services City of Barcelona

Challenges

- Digitally managing 100% of municipal licensing documentation
- Enabling measurement of plans to scale as well as electronic review and annotation

Results

- Virtually eliminated the use of paper and manual creation of permit requests
- Streamlined permit request review process
- Compiled all permit request information into a single digital file for more efficient management
- Expedited the processing of municipal records for building permits and public works activities



Ajuntament de Barcelona



Government

Municipality Works Rotterdam



Municipality Works Rotterdam is responsible for maintaining and developing essential city projects—overseeing more than 450,000 trees, over 13,000 miles of city pipes, approximately 87,000 street lights, and other public systems

Services include: Civil engineering and city maintenance.

www.gw.rotterdam.nl
Country: Netherlands



[Read the story](#)

"The enhanced commenting and updating capabilities supported by Acrobat enable us to collaborate easily and quickly complete our internal processes, leading to fast, effective cooperation across project teams."

Theo de Smidt,

ICT consultant, Municipality Works Rotterdam

"We wanted highly reliable software that would create PDF files that look exactly like the original files—having that reliability is the main reason we chose Adobe Acrobat."

Phil van Amen

Project leader, Infrastructure Projects, Municipality Works Rotterdam

Challenges

- Improve collaboration on essential municipality projects
- Provide more secure, reliable document review
- Accelerate project completion

Results

- Saved over €100,000 each year through more efficient production of technical drawings
- Converted CAD documents to PDF while maintaining intelligence such as layers and measures
- Combined several document types, including specifications, into more secure, easily managed PDF Portfolios
- Accelerated document review and approval cycles
- Adopted reliable, proven standard for document archiving



Government

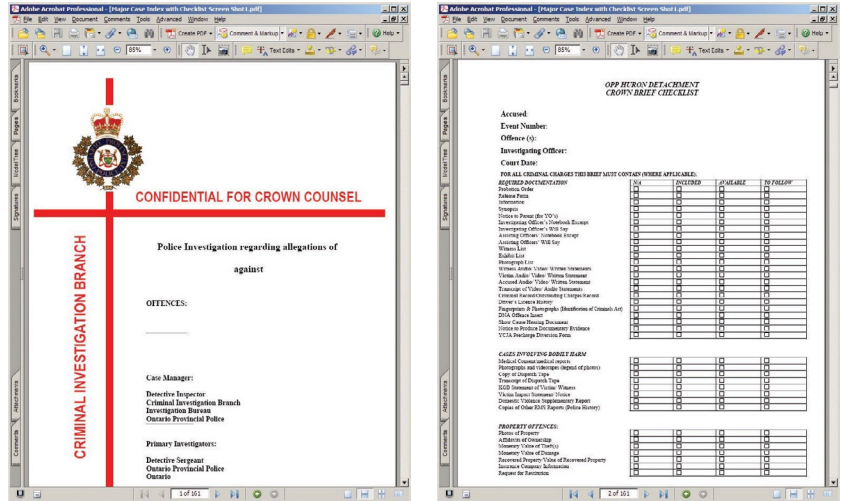
Ontario Homicide Investigators Association



The **Ontario Homicide Investigator's Association (OHIA)** brings together members of police services and related government agencies involved in the investigation of unlawful death.

Services include: Provides a forum for members to share their skill, knowledge, and expertise for their professional development and support.

www.ohia.on.ca
Country: Canada



[Read the story](#)

"The efficiency gains are dramatic. Using Adobe Acrobat, we can build an electronic disclosure (e-disclosure) in days, instead of the months often necessary when dealing with paper."

Mike Scott
Detective sergeant, Ontario Provincial Police

Challenges

- Establishing standards for managing and exchanging case documents
- Safeguarding the integrity of case materials
- Reducing investigators' time spent on administrative duties

Results

- Saved tens of thousands of dollars in paper and delivery costs for large cases
- Minimized administrative time and costs for building case disclosures
- Improved detective and legal counsel access to critical case information
- Freed investigators to devote more time to higher-value research activities
- Enhanced the quality of case materials submitted to courts
- Helped to better protect sensitive information



Government

San Diego County District Attorney



The San Diego County District Attorney's Office is responsible for the investigation and prosecution of criminal complaints in its jurisdiction of more than three million people.

Services include: Criminal prosecution, crime prevention, and victim advocacy.

In partnership with: San Diego County Juvenile Justice Partners County Technology Office Probation Department Office of the Public Defender

www.sdcca.org
www.sdcounty.ca.gov/cto
Country: United States



[Read the story](#)

"Adobe has created a top-notch solution that will help our offices run at optimum efficiency, help our staff do their jobs more effectively, and enable us to deliver even greater value to the community."

"With Acrobat, our D.A.s can prepare for their cases much faster and more effectively than before. Our attorneys highlight and mark up key passages and can pull highlighted content to create succinct court notes for review prior to the hearing—streamlining our preparation process and helping attorneys to work more effectively and efficiently during proceedings."

Mark Whitmore
Deputy district attorney, San Diego County

"The integrated solution allows our teams to work seamlessly with PDF files in SharePoint. The integration of Adobe Acrobat Pro and SharePoint is greatly improving how the Juvenile Justice Partners manage, share, and publish juvenile case information."

Susan Green
Assistant chief information officer, San Diego County.

Challenges

- Streamlining juvenile court case file management
- Equipping deputy District Attorneys and other juvenile justice stakeholders with better access to case file information during court proceedings
- Improving collaboration for hearing preparation among all stakeholders in court

Results

- Improved case file management of more than 25,000 annual cases, freeing up ten staff members for more critical activities
- Expedited case file review processes
- Enhanced collaboration in the office and in the courtroom
- Empowered attorneys in the courtroom with quick access to case information
- Accelerated Juvenile Court proceedings



Government

Tourism Ireland



Tourism Ireland is the organization responsible for marketing the island of Ireland to potential vacationers as a premier tourist destination.

Services include: Targeted marketing programs aimed at vacationers worldwide.

www.discoverireland.com
Country: Ireland



Download the PDF Portfolio

Read the story

"PDF Portfolios are essential to our collaborative processes. With Adobe Acrobat, we can use the Portfolio Wizard to easily incorporate rich media into a single, more secure PDF for streamlined review. It offers an engaging visual experience that makes presentations clearer, more lively, and interactive."

"Acrobat has become integral to the way we communicate and collaborate."

Patrick Lennon
Print and publishing officer, Tourism Ireland

Challenges

- Improving the process for producing global publications
- Reducing the time required to edit and approve content
- Helping ensure accuracy of content in local markets

Results

- Improved efficiency of editing and approval process
- Reduced time to get publication to print by three weeks
- Enhanced accuracy of information
- Reduced travel expenses



Government

U.S. Army Corps of Engineers



The **U.S. Army Corps of Engineers (USACE)** delivers engineering services to customers in more than 90 countries worldwide.

Services include: Building and maintaining America's infrastructure and providing military facilities.

www.usace.army.mil
Country: United States



[Read the story](#)

In addition to saving \$1.3 million in licensing costs in the first year, the Corps estimates it will reduce costs by \$750,000 per year by reducing the number of purchase transactions from more than 500 to a single transaction each year.

With Adobe solutions, including Adobe Acrobat and Photoshop® Elements, on every desktop, USACE is giving its personnel integrated tools for collaboration and visual communications. Personnel can also use the tools together to support communication goals.

Challenges

- Centralizing procurement of Adobe creative software applications
- Supporting visual information sharing across the Corps
- Enhancing document-based collaboration and communications
- Simplifying forms creation and distribution

Results

- Saved \$6.6 million over five years with Adobe Acrobat enterprise agreement
- Streamlined document-based processes and reduced reliance on paper
- Simplified forms creation and distribution



Legal



Legal

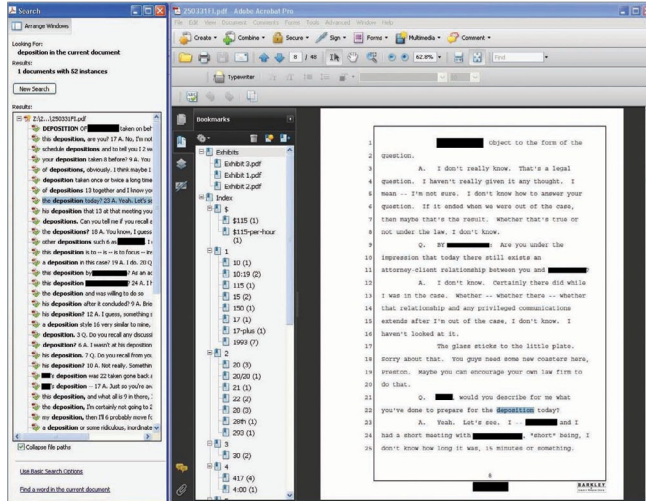
Barkley Court Reporters



Barkley Court Reporters is the largest independently-owned court reporting firm in the United States.

Services include: Court reporting and pre-trial technical services such as presentations, testimony gathering, animations, and video.

www.barkley.com
Country: United States



[Download the PDF Portfolio](#)

[Read the story](#)

"In the legal industry, document validity is of the utmost importance. Acrobat streamlines converting any document to PDF for more secure sharing and collaboration—without jeopardizing case documents in native application files."

Mason Farmani
COO and managing partner, Barkley Court Reporters

Challenges

- Enabling easier access for lawyers to critical legal documents, such as deposition transcripts
- Replacing paper-based documentation with digital files to reduce operating expenses and environmental impact
- Improving customer experiences with more responsive services

Results

- Delivered deposition transcripts and other legal documents as more secure PDF files for greater organization and faster response times
- Accelerated case research and review with easily searchable PDF files
- Enhanced the security of sensitive, privileged client information
- Achieved annual document production savings of up to \$480,000 through digital document collaboration
- Increased environmental sustainability by reducing by tons the volume of paper used annually



Legal

Bell Alliance



Bell Alliance is a Vancouver, British Columbia-based law firm specializing in real estate, estate planning, and business law.

Services include: Legal services for individuals, families, and small businesses inside and outside of the province.

www.bellalliance.ca
Country: Canada



[Read the story](#)

"The Action Wizard in Acrobat empowers our staff to transform many of their time-consuming tasks into simple one-step processes. Associates can stay focused on their core expertise—solving legal issues—instead of trying to figure out how to use specific software features."

"Every day, we have to rework information that clients send to us in a variety of formats, including paper. With Acrobat, we can efficiently convert client documents to PDF and then reliably output them to Microsoft Word or other formats for editing. When we're done, we just convert them back to PDF for team review. This simple process saves us hours or even days of work because we don't have to retype documents."

Ron Usher
Senior counsel and technology strategist, Bell Alliance

Challenges

- Accelerating processing of real estate transaction documents
- Eliminating costly, inefficient paper-based processes
- Enhancing the security of sensitive, personal data

Results

- Enabled rapid, efficient routing, review, and submission of essential documentation for faster delivery of service to clients
- Cut real estate transaction processing time from days to minutes
- Created intelligent PDF forms with digital signatures for improved data security
- Automated data storage for convenient access to records and greater responsiveness to client needs
- Produced more than 290,000 electronic documents in three years

BELL ALLIANCE
LAWYERS & NOTARIES PUBLIC



Legal

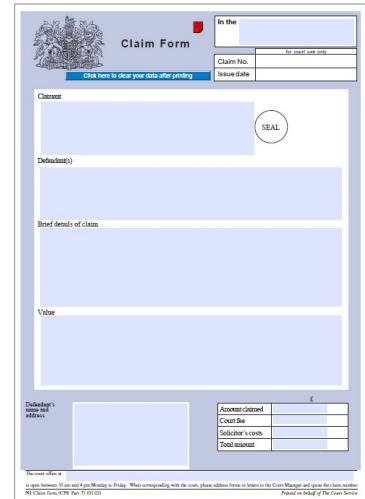
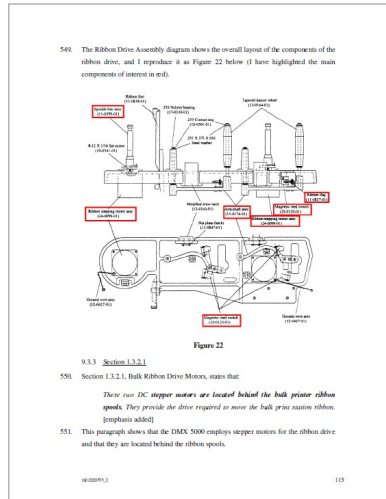
Herbert Smith



Herbert Smith is an international leader in global dispute resolution practices and legal services, specializing in finance, real estate, intellectual property, and other high-profile sectors.

Services include: Legal counseling, litigation

www.herbertsmith.com
Country: United Kingdom



[Read the story](#)

"Flexible working is an important way to balance work and life responsibilities. With Acrobat, we can do much of our document review, commenting, and assembly through the firm's secure systems while at home."

"There have been a number of high-profile cases where law firms or government bodies have tried to redact PDF files without using the proper tools, only to find that the sensitive information has been uncovered by the press. By using Adobe Acrobat, we know that information that we need to keep confidential, stays confidential."

Andrew Moir
Partner, intellectual property group, Herbert Smith LLP

Challenges

- Keeping documents with more than 1,000 pages organized—even when they change at the last minute
- Helping to ensure the security of redactions
- Completing electronic forms with confidence
- Streamlining IT administration

Results

- Reduced time to repaginate case books from hours to minutes
- Enhanced collaboration across legal teams
- Provided faster access to more reliable, flexible case documents in PDF
- Provided greater security for redactions
- Enabled faster and more accurate completion of electronic forms
- Improved IT desktop administration by standardizing on Acrobat X

Herbert Smith



Legal

Law Society of Scotland



The **Law Society of Scotland** promotes the interests of the solicitors' profession in Scotland and the interests of the public in relation to the profession.

Services include: Solicitor representation and support; membership oversight; and regulation and standards facilitation.

www.lawscot.org.uk
Country: Scotland



Challenges

- Automating document processes and archiving sensitive materials in a more secure, digital format
- Completing legal contracts entirely electronically
- Distributing scanned documents while maintaining their integrity
- Reviewing documents without losing edits and tracking an existing document's history

Results

- Improved the integrity of scanned documents
- Enhanced audit trails, and helped to ensure edits and comments are tracked and more securely archived
- Drove user adoption of electronic document submissions and dramatically reduced redundancy within forms processes
- Reduced total cost of ownership, given the ubiquity of PDF

Legal

Michael Morse, P.C.



Michael Morse, P.C. is Michigan's largest auto, truck, and motorcycle accident injury firm.

Services include: Legal support for Michigan drivers and pedestrians involved in automobile, truck, and motorcycle accidents.

www.michigan-auto-attorney.com
Country: United States



[Read the story](#)

"Shifting to electronically organizing, presenting, and distributing materials using the rich functionality of Adobe Acrobat will ultimately benefit the legal profession as a whole. Leveraging dynamic PDF enables improved communication among participants in a case, and results in greater awards."

"Acrobat enables us to create a more engaging, impactful experience for our case documents, as rich media can be embedded and all necessary content can be included... When you're looking at an actual photo of a patient getting an injection, the reality of what this accident victim lives with every day is crystal clear."

Michael J. Morse
Attorney and owner, Michael Morse, P.C.

Challenges

- Leveraging technology to improve process of organizing and presenting case materials
- Delivering engaging presentations during courtroom and out-of-courtroom proceedings
- Streamlining case management
- Reducing case management costs

Results

- Helped to increase the firm's case capacity
- Accelerated settlement lifecycle
- Streamlined communication and collaboration internally and with litigants, law enforcement, and courts
- Reduced supply cost and power usage
- Integrated with document management system
- Helped to increase settlement amounts

michaelmorsep.c.
ATTORNEYS AT LAW



Legal

Stibbe



Stibbe is a full-service legal firm consisting of teams of specialists who offer customized corporate and institutional legal services to clients.

Services include: Legal services for a broad range of legal practice areas and industries.

www.stibbe.be
Country: Belgium



[Read the story](#)

"Preparing closing binders used to be a difficult and labor-intensive task for our secretaries. With Acrobat we can create PDF Portfolios, making this process much easier and less time-consuming."

"Acrobat provides a number of ways to further protect documents, such as passwords, watermarking, and making data anonymous. Now we can handle antitrust cases with greater confidentiality and efficiency."

Stefan Loeners
ICT project manager, Stibbe

Challenges

- Simplifying administrative processes
- Automating workflows for greater efficiency
- Making documents and records sharing easier
- Enhancing security of sensitive information

Results

- Enabled more advanced document security measures on digital files
- Automated data exchange with existing legacy systems
- Enriched client communications via intuitive, engaging PDF Portfolios
- Streamlined document management and processing with easily searchable document indices using the Adobe Software Development Kit (SDK)

Stibbe



Legal

Young Conaway Stargatt & Taylor, LLP



The law firm of **Young Conaway Stargatt & Taylor** serves a diverse range of clients, including national and international companies, as well as local businesses and individuals.

Services include: Corporate litigation, special entity creation, employment, real estate, tax and estate planning, and more.

www.ycst.com

Country: United States



[Read the story](#)

"The application addresses so many of our business needs—from securing case documents to packaging materials in dynamic PDF Portfolios to automating forms processes. It is phenomenal."

"We're always looking to improve operations, better serve clients, and gain a competitive advantage in the legal market. We had been using Adobe Acrobat software for several years, but recent advances in the software have revolutionized our practice."

Margaret DiBianca

Associate, Young Conaway Stargatt & Taylor, LLP

Challenges

- Protecting case documents
- Simplifying delivery of case materials
- Accelerating access to critical case information

Results

- Boosted administrative productivity by as much as 20%
- Safeguarded confidential case information
- Strengthened cases by delivering high-quality, rich documents in PDF Portfolios
- Reduced time to build research portfolios from days to hours

YC ST YOUNG CONAWAY
STARGATT & TAYLOR, LLP





Life sciences



Life sciences

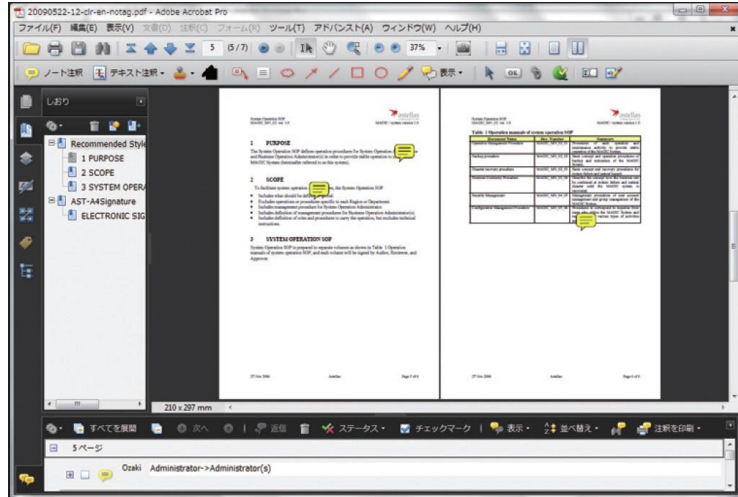
Astellas Pharma



Astellas Pharma is a global manufacturer and producer of pharmaceutical products. Headquartered in Japan, the company has offices and subsidiaries in Asia, Europe, and the Americas.

Services include: Manufacturing, marketing and import/export of pharmaceuticals.

www.astellas.com
Country: Japan



[Read the story](#)

"With Adobe Acrobat, we can create files that comply with the rules required for new drug applications, and can also check them after they are created. In addition, Acrobat handles languages other than Japanese, and the ability to use it in the same way in every country is yet another reason why we chose it."

Katsuya Tamamoto
Senior manager of the Research & Development department, Astellas Pharma

Challenges

- Accelerating completion of new drug application forms
- Reducing shipping, handling, and printing costs
- Helping ensure compliance with local, federal, and international regulatory agencies

Results

- Reduced paper documents by 66%
- Saved tens of millions of yen per year in printing and shipping costs
- Maintained consistent documentation quality to comply with regulations
- Standardized software operations worldwide for greater efficiency
- Leveraged built-in security features to enhance protection of sensitive information



Life sciences

Palio

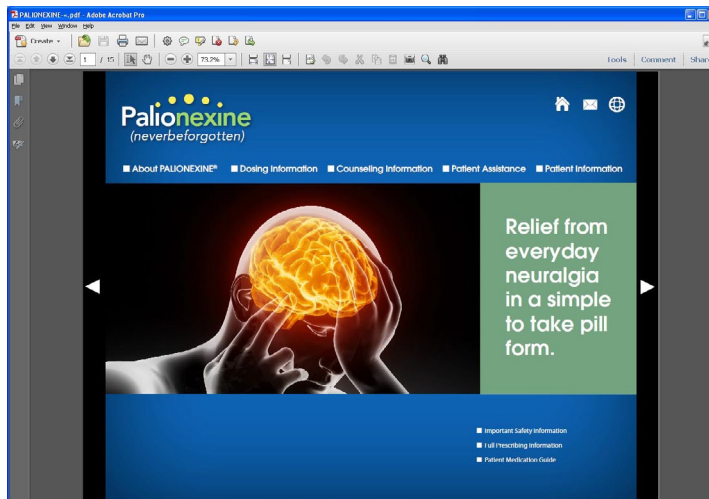


Palio, an inventive health company, is a full-spectrum pharmaceutical advertising and communications agency headquartered in Saratoga Springs, New York.

Services include: Creative services, brand strategy, marketing, and public relations.

www.palio.com

Country: United States



"Adobe software saves time and helps our clients communicate more clearly and effectively about their products. It has made our lives as creative professionals a lot easier."

"Adobe software applications integrate with each other beautifully, enabling us to leverage and share assets across different mediums in meaningful ways that give our clients a competitive edge."

Marty Hardin

Senior vice president and creative director, Palio Digital Media Lab

Challenges

- Engaging customers more effectively
- Crossing multiple media using the same set of assets to save time and money
- Reducing the cost of producing, updating, and distributing materials
- Accelerating review cycles
- Helping ensure security of pharmaceutical information

Results

- Provided engaging interactive presentations, delivered on tablets and other devices
- Repurposed assets easily for use across devices and channels
- Saved hundreds of thousands of dollars by avoiding the need to update printed materials
- Generated twice the work in the same amount of time through PDF reviews
- Utilized 256-bit security of PDF documents to aid in complying with FDA regulations





Manufacturing



Manufacturing

AGA | A Member of The Linde Group



AGA is northern Europe's leading industrial gas company and part of The Linde Group. AGA is also a market leader in liquefied petroleum gas and has ventures in biogas.

Services include: Comprehensive line of commercial gas products, containers, refrigerants, and gas delivery systems.

www.aga.com
Country: Denmark



[Read the story](#)

"We want to avoid any unnecessary steps in our review processes. By using Acrobat to convert materials to PDF for improved collaboration, we've cut document review cycles in half."

Anders Palm
Director of medical devices, regulatory, and compliance, The Linde Group

"Using Adobe Acrobat to generate dynamic PDF files offers us tremendous flexibility in how we collaborate inside and outside our company. We can easily generate reliable PDF files from standard business and technical applications to help ensure that everyone everywhere can easily work together."

Torbjörn Åsberg
IT license manager, AGA

Challenges

- Streamlining review of complex CAD drawings and concepts
- Improving compliance with regulatory agency documentation requirements
- Enhancing security of sensitive information through superior document rights management and archiving

Results

- Reduced document review times in half
- Enabled document collaboration among globally dispersed teams
- Reduced document administration costs
- Enabled digital document archiving for better records keeping and compliance with regulatory directives



Manufacturing

Bombardier



Bombardier is the world's third largest civil aircraft manufacturer, serving commercial airlines, corporations, and governments around the world.

Services include: Aircraft manufacturing, maintenance, servicing.

www.bombardier.com
Country: Canada



[Read the story](#)

"Adobe Acrobat and the Adobe Digital Enterprise Platform make it much faster, efficient, and more reliable to update and distribute manuals."

"Updated information has to be available instantly to customers. It's critical that people always have current information on hand. The Adobe solutions provide essential control over how we deliver manuals and when they are available."

Ken Kittner
Supervisor of web-based training and learning,
Bombardier

Challenges

- Streamlining the delivery of training materials for aircraft maintenance staff and pilots
- Improving protection of valuable intellectual property
- Reducing printing and shipping costs

Results

- Converted 50% of its training materials to more secure PDF files for online delivery
- Reduced threats to intellectual property by controlling access to training manuals and preventing file manipulation
- Replaced expensive and unsecured CD-based or paper-based training content with inexpensive, manageable digital files
- Accelerated customers' access to updated training content for improved learning
- Eliminated costly printing and distribution of 1,000+ page manuals
- Stored compact, secure PDF files in a password-protected central repository for easy, secure access to documents by authorized customers

BOMBARDIER



Manufacturing

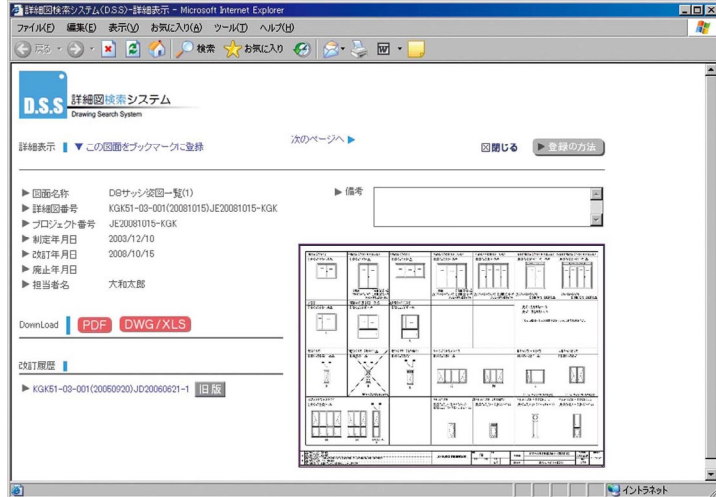
Daiwa House Industry Co., Ltd.



Daiwa House Industry Co., Ltd. is a pioneer in manufactured housing. The company produces prefabricated, semi-custom houses that are constructed from a large selection of the best building materials available.

Services include: Pre-fabricated home design and construction.

www.daiwhouse.co.jp
Country: Japan



[Read the story](#)

"Because Adobe Reader® is an industry standard and enjoys wide adoption outside of Daiwa, the detailed drawings converted to PDF can be reviewed by most construction firms without any problems."

"We used to spend about US\$600,000 a year on printing, but going paperless with Adobe Acrobat eliminated this cost. It became possible to review the most recent drawings at any time and we saw fewer mistakes regarding information requests and orders for building materials."

*Hiroyasu Ito
Design Solution Group, Daiwa House Industry, Ltd.*

Challenges

- Eliminating paper in collaborative processes
- Providing dispersed project teams with easy access to digital designs
- Reducing costs associated with paper, materials, shipping, printing, and other operations

Results

- Reduced printing costs by up to ¥50 million annually
- Indexed digital files of more than three million design drawings
- Enhanced collaboration among design and construction teams
- Accelerated delivery of semi-custom homes



Daiwa House®
Group



Manufacturing

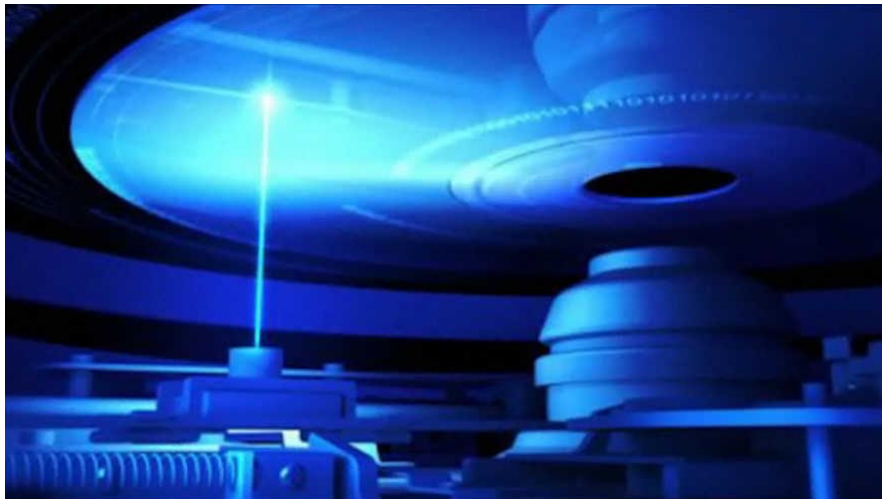
Sony Corporation, Semiconductor Division



Sony Corporation, Semiconductor Division is a global manufacturer primarily focused on the electronics, game, entertainment, and financial services sectors.

Products include: Audio, video, television, information and communication, semiconductor, and electronic component products.

www.sony.co.jp
Country: Japan



[Read the story](#)

"If you talk about PDF, then it makes sense to contact Adobe. I found that Adobe Acrobat could make it even simpler to gain the approvals needed electronically."

"The approval lead time became very quick. It used to take on average one week, but with Acrobat I can receive any approval from any of the seven project managers on any given day."

Ms. Sachiko Yanagi
Approval systems coordinator, Sony Corporation
Atsugi Technology Center

Challenges

- Accelerating design review processes
- Coordinating design approval across busy project managers

Results

- Reduced design review and approval cycles by 86%
- Improved manager access to design documents
- Leveraged innovative 'virtual seal' system as part of PDF process to accelerate process modification record process
- Reduced costs by distributing engineering documents that can be reviewed with free Adobe Reader software

Manufacturing

TOTO



TOTO is the world's largest plumbing products manufacturer, focused on innovative design, performance, conservation, and implementing leading-edge technologies.

Products include: High-performance plumbing systems that bring consumers superbly designed water- and energy-efficiency products.

www.totousa.com
Country: United States



"We work to ensure, maintain, and improve customer satisfaction by delivering outstanding products and services. Giving customers access to timely, accurate product information and catalogs is an important part of that process. With Acrobat, we can take advantage of enhanced, shared review capabilities to accelerate commenting and approving content across multiple locations."

Hideo Omata
Sanitary Devices and Fittings Division, Planning Department, Business Promotion, TOTO

Challenges

- Refining and accelerating document review processes
- Improving collaboration across teams and geographies
- Enhancing customer access to relevant product information

Results

- Streamlined document review processes
- Adopted professional best practices for collaboration
- Supported environmental stewardship across global operations
- Reduced travel and operating costs
- Increased content quality and employee productivity

Manufacturing

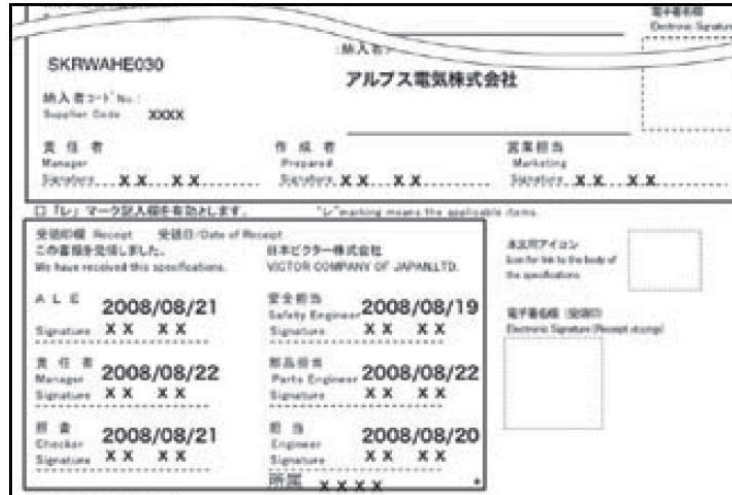
Victor Company of Japan, Limited (JVC)



JVC is a global leader in manufacturing high-quality audio and visual products and technologies.

Products include: Video cameras, projectors, home and automotive sound systems, and headphones.

www.jvc-victor.co.jp
Country: Japan



[Read the story](#)

"To ensure that many parts manufacturers participate, our new system had to be a standardized one and have minimal or no adoption cost... we adopted the ECALGA standard that anyone can use, as well as the digital Delivery Specification Documents Exchange System built on PDF and XML."

Mr. Masahiko Nakatani
Senior engineer, Engineering Innovation Department,
Technology Development Division, JVC

Challenges

- Accelerating product specification document review and sharing
- Helping to safeguard intellectual property
- Addressing system requirements of all suppliers

Results

- Reduced document exchange cycles from as long as 20 days to 1 day
- Improved accuracy and timeliness of reviewer feedback
- Eliminated errors from manual data entry by automating data capture
- Shortened product time to market with accelerated document exchange
- Increased competitiveness of manufacturers



Media and publishing



Media and publishing

Dividi Projects



Dividi Projects is a digital marketing and media organization that helps companies leverage existing digital assets for more cost-effective marketing and communications.

Services include: Marketing, design, digital artwork, reprographics, video, motion graphics, and project management.

www.dividiprojects.com
Country: United Kingdom



[Read the story](#)

"Every day, people want more and more interactive elements in their presentations, including Flash video, high-definition images, intuitive navigation, audio, and more. Acrobat enables organizations of all sizes to greatly improve the quality and impact of their communications, while realizing greater value from their software purchases through a bundled package."

"The Action Wizard is a feature that will help businesses complete common tasks faster. Automating tasks in Acrobat will be a great boost to productivity and will save organizations a lot of time and money."

Harry Hemus
Founder, Dividi Projects

Challenges

- Helping clients communicate with maximum impact using rich media content
- Leveraging existing digital assets for more cost-effective marketing and communications
- Assisting clients in differentiating brands from their competitors

Results

- Improved direct communications response rates by as much as 70%
- Enabled clients to leverage existing digital assets that previously could not be used
- Reduced costs to create and deliver powerful, engaging marketing communications
- Enabled recipients to reliably view rich media content exactly how it was intended



Media and publishing

Goodby, Silverstein and Partners



Goodby, Silverstein & Partners is a fully integrated, award-winning design and advertising agency serving local businesses and Fortune 500 corporations.

Services include: Multimedia design and development including web, digital, print, and broadcast.

www.goodbysilverstein.com
Country: United States



[Read the story](#)

"Everything we do depends on the presentation of ideas. Adobe Acrobat enables us to take any content—rich media presentations, ad proofs, or administrative documents—and deliver it to clients, vendors, partners, or publishers exactly as we intend."

Joel Giullian
Account director, Goodby, Silverstein & Partners

"Acrobat has been a versatile tool for us since its inception. As Adobe PDF now enables us to dynamically interact with our work and with each other, we can focus more effectively on our core competency—creativity—and keep projects on schedule and on budget."

Will Hung
Director of digital imaging, Goodby, Silverstein & Partners

Challenges

- Streamlining internal processes for more efficient services to clients
- Enhancing collaboration for improved creativity and higher quality output
- Communicating rich, multimedia content to diverse audiences

Results

- Improved creative collaboration for more impactful, dynamic deliverables
- Streamlined distribution of content for review for faster, more cost-effective collaboration
- Reduced travel times and costs
- Enabled reliable, secure access to media-rich presentations for dispersed audiences
- Accelerated project review for timelier delivery and improved client services



Goodby, Silverstein & Partners



Media and publishing

ProPoint Graphics



ProPoint Graphics specializes in developing world-class presentations and communications services for global clients, spanning virtually every industry. The company has produced powerful, interactive multimedia presentations for companies like AT&T, ADP, and Showtime, among others.

Services include: Business presentation design and production, editorial services, and project management

www.propointgraphics.com

Country: United States



[Download the PDF Portfolio](#)

[Read the story](#)

"Companies want new ways to reach audiences, especially using video, animation, and other interactive elements to capture their attention. We found we can do this by integrating several types of media files into a single document without sacrificing the quality or integrity of the files. Only Adobe Acrobat can help us achieve this by creating high-quality, rich-media PDF files."

Jordan Halperin
President, ProPoint Graphics

"Using Adobe Acrobat eliminates accessibility concerns because PDF is a universal format that anyone can view with only the Adobe Reader software. It's an ideal vehicle to deliver any type of rich, high-quality business communications."

Dmitri Alexander
Multimedia designer, ProPoint Graphics

Challenges

- Enhancing static corporate documents and presentations with dynamic content
- Helping clients increase the effectiveness of their promotions, presentations, and marketing campaigns
- Enabling simple, reliable access to rich multimedia content across operating systems, channels, and devices

Results

- Streamlined delivery of creative assets across operating environments with PDF, reducing development time and costs
- Created unique, multifaceted promotional campaigns, spanning a variety of media
- Added interactive, dynamic content to traditional corporate documents and presentations for greater engagement and higher impact
- Increased downloads of press kits and dramatically increased awareness of client campaigns





Oil and gas



Oil and gas

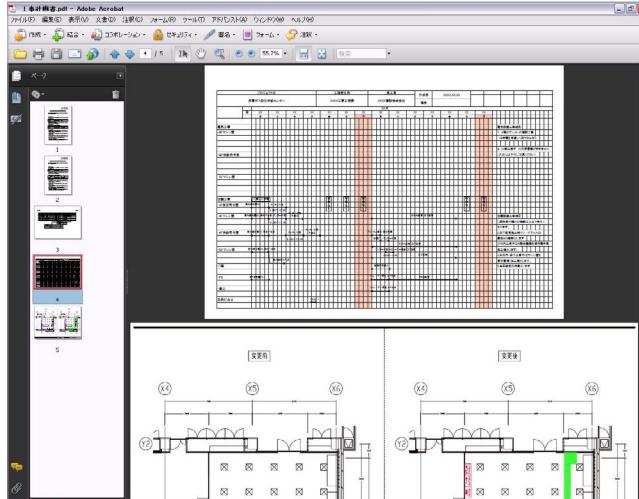
Keiyo Gas Co., Ltd.



Keiyo Gas Co., Ltd. provides energy with clean natural gas to approximately 850,000 area residents in Japan.

Services include: Production, supply, and sale of city gas; sale of gas equipment; and gas-fitting operations.

www.keiyogas.co.jp
Country: Japan



[Read the story](#)

"We decided to adopt Adobe Acrobat as the standard tool for document management and circulation because it was excellent in respect to reliability, functionality, and quality."

Yoshimasa Yamaguchi
IT infrastructure team leader, Keiyo Gas Co., Ltd.

"We can now centrally control the license keys through the Adobe volume license program. As a result, the work involved with version and software management has decreased greatly."

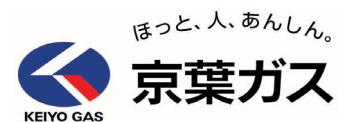
Yasuhiko Yamamoto
Chief clerk, IT infrastructure team, Keiyo Gas Co., Ltd.

Challenges

- Standardizing document creation and management for increased efficiency
- Consolidating disparate PDF creation platforms to a single platform
- Preventing the introduction of unauthorized edits and changes into important documents

Results

- Accelerated the creation and distribution of design drawings for better collaboration
- Enhanced the security of sensitive company and project information with digital document controls
- Standardized digital document creation to a single platform for greater compatibility and cost-effectiveness
- Optimized storage capacity for more efficient use of resources
- Reduced reliance on paper-based document processes and improved sustainability



Oil and gas

Oil and Gas Company



This company is one of the world's largest oil and gas companies, providing energy that helps underpin growing economies and improve living standards around the world.

Services include: Exploration, development, and marketing of oil, gas, and other energy products.

Country: United States



"One day we may collaborate in a joint venture with another oil and gas company, and the next day we may compete with them. Acrobat gives us greater control over the information we need to share."

"The one-off procurement and deployment process consumed extensive IT resources, and it often took eight days to fulfill the user's request for Acrobat. Right away, we saw that we could save \$800,000 each year simply by eliminating the costs associated with processing all the separate purchase orders for Acrobat."

Desktop license manager, Oil and Gas Company

Challenges

- Simplifying software license management and meeting compliance standards
- Reducing IT staffing and software costs
- Accelerating secure deployment of software to a highly mobile workforce

Results

- Saved more than \$900,000 in IT costs related to software deployment
- Enabled desktop managers to quickly deploy Adobe Acrobat to global users in a matter of minutes versus weeks
- Streamlined software license purchasing, saving more than \$800,000 annually in purchase order processing
- Enabled reliable, more secure collaboration among globally dispersed work teams and partners



Telecommunications



Telecommunications

Sirti



For more than 90 years, **Sirti** has delivered innovative telecommunications solutions to the engineering and facility design industry.

Services include: Professional services, business process outsourcing, and turn-key projects.

www.sirti.it
Country: Italy

[Read the story](#)

"By extensively using PDF to generate forms, wage slips, purchase requests, and other documents, we can leverage an international standard to streamline processes."

"Our long-term relationship with Adobe made it possible to simplify our global company processes, making them more efficient and secure."

Stefano Savoca
Manager, Processes, Procedures and Coordination of Privacy Protection division, Sirti

Challenges

- Streamlining document exchange among geographically disparate teams
- Enhancing processing, security, and storage of documentation
- Improving responsiveness to customers

Results

- Reduced reliance on paper-based processes to cut costs and improve efficiency
- Improved ability to track orders, employee work, and paycheck history, and to share information with customers
- Enabled greater collaboration and communication among teams in various locations
- Enhanced document security with access controls and digital signatures
- Fully automated administrative processes, such as paycheck distribution, that previously required 30 employees to complete





Utility



Utility

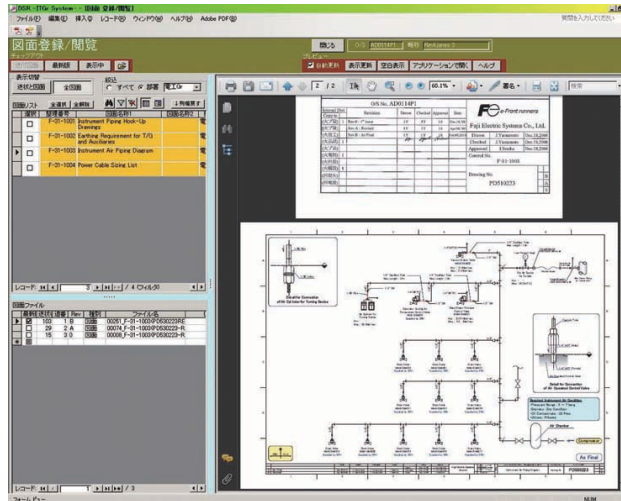
Fuji Electric Systems Co., Ltd.



Fuji Electric Systems Co., Ltd. is a global leader in thermal and geothermal power generation facilities.

Services include: Plant design, planning, construction, and operation.

www.fujielectric.co.jp/fes/
Country: Japan



Read the story

"I brought to the entire section's attention the merits of implementing PDF creation software: the ease of handling PDF files and how similar editing and commenting is to doing so on paper; the application of the convenient functions of Adobe Acrobat; and the possibility of reducing costs by 20 million yen per year through improvement of business efficiencies, the reduction of wasteful printing and copying, and improving data security."

"With most clients and plant sites overseas, communication via e-mail is still the best solution. Further, the practical application of electronic files converted to PDF became essential with the global adoption of PDF, which made it possible to compress the size of files and also to help ensure their authenticity."

Junichi Yamamoto
Lead engineer, Thermal Power Plant Construction Department, Green Energy Solution Division, Fuji Electric Systems Co., Ltd.

Challenges

- Reducing reliance on paper-based design and approval processes
- Improving document management
- Reducing operating costs while boosting productivity and efficiency

Results

- Reduced operating costs such as printing and storage by as much as ¥20 million annually (approximately US\$250,000)
- Made it easier for employees to manage massive amounts of data
- Converted documents with as many as 1,500 pages to compact digital files
- Enabled reliable, secure access to digital design drawings for greater efficiency
- Shortened document creation and review cycles





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

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10/11