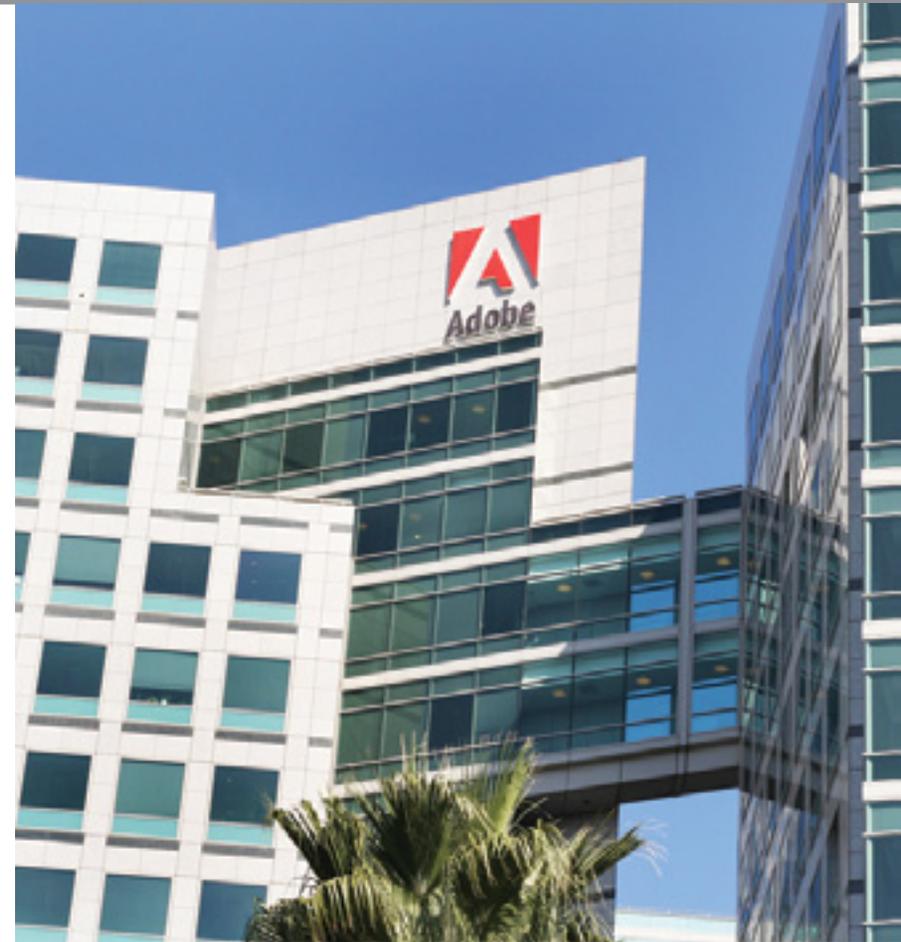


Adobe® Acrobat® Customer References

Benefits Overview

This document highlights Adobe customers who have identified some level of quantified benefits associated with their use of Adobe Acrobat. In many cases, the Acrobat implementations highlighted here also include mentions of other Adobe solutions. Measured benefits range from calculated ROI over a period of time to quantified time savings or productivity gains associated with business activities. Full success stories for the customers highlighted in this document are available by searching on Adobe.com. In addition, many other customer references can be found on Adobe.com, simply by searching on the Customer Showcase section of the Adobe website.



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Government



Government

Borough of Southwark, London

Every day, employees at the London Borough of Southwark respond to thousands of requests from the area's 256,000 residents. Inquiries can be as simple as requests for library cards, voter registration, and parking permits to more complicated requests for social housing and employment assistance.

The innovative organization recognizes that improving citizen services requires more than putting basic forms online. It's also about looking at ways to work smarter and more efficiently to meet residents' varied needs. To help reach its goals, the borough partnered with Vangent Limited, to devise the powerful One Touch system to automate registering citizens for services. One Touch is built on Adobe LiveCycle® ES solutions, the Adobe Flash® Platform, and leverages Adobe Acrobat Pro.

- Increased three-fold the number of services that many citizens access
- Saved \$1.7 million by automating service processing
- Reduced from 5 to 1 the number of calls citizens make for services
- Accelerated processing of some complex benefits requests, such as housing benefit, from 36 days to 1 day
- Accelerated CSR training for complex benefits processing from 2 years to as little as 2 days due to easier application for client services
- Achieved 99% accuracy rate on One Touch forms

[Click here to read the full story](#)



Government

FoodSHIELD

The dynamic FoodSHIELD application is an extensive, web-based platform that enables federal, state, and local government agencies, as well as universities and private industry, to collaborate and respond quickly to safeguard the U.S. food supply. The vital platform was built using more than a dozen Adobe solutions, including Adobe ColdFusion® 8, Acrobat, Flash Professional, Adobe Creative Suite® Web Premium, and other Adobe tools.

“The solution built on Adobe technologies has given us the ability to help secure the U.S. food supply in ways previously unimaginable—on the web, via mobile devices, and on the desktop. For the first time, there is a national overview of what’s happening to our food supply.” says Erik Hoffman, technical lead for FoodSHIELD at EJH& Associates.

[Click here to read the full story](#)



Government

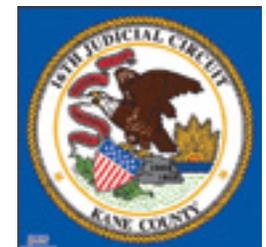
Kane County

Kane County is the fifth largest county in Illinois. The county's Circuit Court Clerk keeps track of all court proceedings—including storing information submitted by lawyers and decisions from judges—and provides the public with access to court records. Given the Court's busy schedule and large number of staff, county managers decided to use Adobe Acrobat and Adobe LiveCycle solutions to streamline services and improve its process for handling Orders of Protection requests.

The intuitive Adobe PDF forms enable users to enter required information electronically in as little as thirty minutes, in contrast to the hours that it could previously take to complete forms on paper. Information that appears repeatedly on multiple forms is automatically populated into all appropriate pages in Adobe PDF, eliminating the frustration and errors that can result from completing lengthy, repetitive forms.

The efficiencies mean better service for citizens—who can see the time needed to complete an order of protection reduced by as much as 50%—as well as for county staff, whose work can focus more on service and less time on administration.

[Click here to read the full story](#)



Government

State of Illinois, Department of Human Services

The Department of Human Services is one of Illinois' largest agencies and helps nearly 20% of state residents achieve self-sufficiency, independence, and health through the provision of seamless, integrated services for individuals, families, and communities. To engage more effectively with citizens and streamline forms processes, DHS selected Adobe Acrobat Pro software and Adobe LiveCycle Reader Extensions ES software.

“Having these documents available as searchable PDF files enables our staff to easily look up any previous communications with employers and more quickly address any questions,” says Michael Nesson, senior programmer analyst.

With its comprehensive electronic forms management system based on Adobe solutions IMRF has seen staff productivity go up and administrative costs drop by as much as \$6 million annually, as well as realizing

- A reduction in printing and distribution costs by \$1.2 million annually
- A savings of 1.5 hours of staff time for every service application
- A reduction of forms distribution time from weeks to minutes

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Government

U.S. Army Corps of Engineers

With more than 35,000 engineers, scientists, and other specialists working together to investigate, develop, and maintain water and related environmental resources, the United States Army Corps of Engineers (USACE) faces a dire need to collaborate efficiently. Whether the organization is approving engineering designs, tracking projects, exchanging spreadsheets, or managing vendor contracts and invoices, personnel at USACE rely daily on Adobe Acrobat 9 Pro software to manage document-based processes.

With 10,000 active users on different versions of the software, there was enough demand for Acrobat within the Corps that it made sense to establish an enterprise contract with Adobe, resulting in:

- A savings of \$6.6 million over five years
- Helping the entire USACE of nearly 20,000 users work more efficiently

[Click here to read the full story](#)

U.S. Army
Corps of
Engineers

U.S. Government Printing Office (GPO)

The Government Printing Office (GPO) is an agency in the legislative branch of the U.S. Government. For almost 150 years, the GPO has been the official disseminator of government documents. The agency serves as a centralized resource for gathering, cataloging, producing, providing, and preserving published governmental information in all forms, and guaranteeing its authenticity. Using Adobe Acrobat and Adobe LiveCycle ES solutions, the GPO is streamlining the delivery and management of millions of government documents.

The smart use of technology translates to real returns for the GPO, including:

- Saved 20 tons of paper and \$1 million over five years by delivering budget digitally
- Saved time by ensuring easy access to documents for a range of audiences
- Safeguarded official documents
- Protected documents that travel inside and outside the GPO firewall

[Click here to read the full story](#)

GPO

Financial Services, Insurance, and Real Estate



Financial Services, Insurance, and Real Estate

Findomestic

Findomestic is a leader in the Italian market for consumer credit, granting loans to customers purchasing goods and services for private use. Contracts are the most common documents used by Findomestic to initiate and manage relationships with customers, often through affiliated partners. The contracts, used in up to four million transactions annually, are legally binding and frequently have to be modified to meet changing regulations. Until recently, the company's contracts consisted of pre-formatted forms that could be printed on dot matrix printers.

Findomestic's marketing group worked with an IT partner to propose "PDF Contracts" to make customizing, compiling and distributing contracts more efficient. Adobe Acrobat was chosen as the primary tool to implement the project.

"Adobe Acrobat helps eliminate inefficiencies, making it possible to modify contracts in real time, and customize them at zero cost," says Gianluigi De Paolis, network and service representative at Findomestic. "We expect to be able to save on the use of paper, postal services, maintenance of dot matrix printers, and we will soon be able to quantify these savings."

[Click here to read the full story](#)



Manufacturing



Manufacturing

Advantest

Headquartered in Tokyo, Advantest is the leading provider of testing equipment for semiconductors. The company uses Adobe Acrobat to improve review of and collaboration on design documents across internal project teams and with key outside partners.

“In terms of revising manuals, Adobe Acrobat helped us shorten review time almost by half—to 4.7 days compared to 8.6 days for conventional paper-based review processes,” says Etsuko Yoshikawa, SE Headquarters, SE Technology Department Manual Division. *“The overall turnaround time was reduced by 30%.”*

The efficiencies translate into distinct advantages for Advantest staff as they work to meet tight production schedules and keep costs in check:

- Accelerated document review cycles by as much as 45%
- Improved quality and timeliness of reviewer feedback
- Minimized DTP production errors thanks to more accurate input
- Reduced costs to manage document review cycles

[Click here to read the full story](#)

Advantest

Manufacturing

Allgaier Automotive GmbH

Allgaier designs and manufactures molding tools primarily for the automobile industry, an industry in which every improvement in design and manufacturing processes has a clear impact. The company is using Adobe Acrobat and Adobe LiveCycle ES to securely exchange 3D models in Adobe Portable Document Format (PDF) with staff, customers, and suppliers.

“During a ten-day period, we have to exchange as much as 30GB of design data with customers and suppliers,” says Ralf Schmidt, manager of tool design and construction.

Data from different, independent systems is collected and made available via download in a digital folder within the portal. In addition to CAD data, the portal can contain documentation, presentations, spreadsheets, photos, or videos—all available to the recipient through the portal. The upload to the server only takes about five minutes for 1.5GB of data.

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**Allgaier
Automotive
GmbH**

Manufacturing

Alto Aviation

Alto Aviation initially adopted Adobe Acrobat software as a secure and flexible means of storing documents as universally accessible Adobe PDF files. Since then, the company, which designs and manufactures premium cabin audio systems for corporate aircraft, has started to take advantage of PDF to securely share its 3D designs and other product data.

Improving collaboration using 3D PDF files provided a quantum leap in the effectiveness and efficiency of the collaborative design process. Using Acrobat Pro Extended, Alto Aviation's product designers can convert CAD design files to highly compressed 3D Adobe PDF files. File sizes on average can be compressed 100 times smaller than originals, which can be dozens of megabytes in size. The resulting 3D Adobe PDF file can then be easily distributed via e-mail and opened using free Adobe Reader® software, accelerating design review from weeks to days.

IT Director Jim Gutterman has been impressed by the resulting business benefits and competitive advantages. *“By delivering designs in 3D PDF, we reduced product development cycles and costs by an average of 30%, and in some cases up to 90%,”* he says. *“Moreover, we can respond to customers with design changes in hours or days versus weeks.”*

[Click here to read the full story](#)



Manufacturing

Atrus Incorporated

Atrus specializes in designing and engineering a wide range of products for use in aerospace, business machines, and the medical and automotive industries. The firm is using Adobe Acrobat to streamline reviewing, commenting on, and approving engineering designs among staff and with clients.

“By distributing 3D designs in Adobe PDF, we’ve accelerated review cycles by as much as 200%,” says Doug Dominick, president of Atrus.

In addition to faster design-review cycles, Adobe Acrobat provides several added benefits, such as:

- Strengthen client relationships, laying a foundation for future design work
- Reduce design errors
- Speed product time to market
- Increase employee productivity

[Click here to read the full story](#)



Manufacturing

Bombardier

Bombardier jets are used by commercial airliners, corporations, and government organizations around the globe. The company provides pilots and technicians with comprehensive training manuals, costing hundreds of dollars to print and distribute—providing more streamlined and controlled access to information is a top priority. Using Adobe Acrobat and Adobe LiveCycle ES, Bombardier is protecting confidential aircraft information, while ensuring that authorized customers have access to the information they need.

“We now manage the whole publishing process faster and at a fraction of the cost by updating and posting rights-protected PDF files.” says Ken Knitter, supervisor of web-based training and learning.

[Click here to read the full story](#)

BOMBARDIER

Manufacturing

Eaton Corporation

Eaton Corporation delivers an award-winning line of power management solutions that keep vital systems up and running at corporations worldwide. The company uses Adobe solutions, including delivering engineering models as 3D PDF files, to provide its field staff with reliable, easy access to complex manuals incorporating 3D.

For Eaton, the advantages directly impact the quality of service that field staff can deliver to customers, as well as enhance internal operations:

- Accelerated field staff access to information by as much as 99%
- Improved product understanding and productivity by communicating 3D designs in Adobe PDF
- Reduced costs to print and deliver manuals

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Manufacturing

Huurre (Porkka)

Businesses worldwide turn to Porkka for its proven commercial-grade refrigeration and cold-room systems. In addition to delivering outstanding products to hotels, restaurants, and medical laboratories, Porkka further differentiates its business by offering extensive customization options—over 80 variations of cooling systems—to accommodate each customer’s engineering, environmental, and regulatory requirements. To accelerate design review, the company is using Adobe Acrobat to enable dispersed project teams to share, review, and comment on design models and other product engineering documents in Adobe PDF.

“With Adobe PDF, we accelerated collaboration processes by as much as 75%... We’ve also seen a huge decrease in the size of files to transmit. Design documents in Adobe PDF can be as much as 95% smaller than the same details in native files,” says Ari Kahrola, project manager at Porkka Finland.

The advantages extend across Porkka and its customers, including:

- Expanded access to engineering designs
- Improved customer and partner understanding of company solutions
- Reduced costs and enhanced services by minimizing errors, incompatible file formats, and complex setups for end users

[Click here to read the full story](#)

The logo for Porkka, featuring the word "PORKKA" in a bold, blue, sans-serif font.

Manufacturing

The INDAK Group

The INDAK Group has been involved in downstream manufacturing for more than half a century. The Illinois-based company designs and manufactures OEM mechanical and electronic switches, resistors, and other devices for automotive and appliance manufacturers and their suppliers worldwide.

Given the array of projects that INDAK design engineers handle and the large number of customers and outside partners they work with, INDAK staff must manage CAD files from a variety of applications. To achieve a more reliable and universal way to distribute and review engineering documents, INDAK turned to 3D PDF files. In addition, the firm is using the Adobe solution to read all the CAD files into its Siemens (UGS) NX application without having to purchase additional seats of expensive software and file translators.

For INDAK, there are many benefits to using Acrobat, including:

- Saved thousands of dollars by eliminating the need to buy extra CAD applications and translators
- Reduced design review cycles by 15% or more
- Reduced time to package customer quotes for review by as much as 90%
- Created 3D PDF files 100 times smaller than the native CAD file
- Improved quality of designs and communication process

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Manufacturing

Sony Corporation, Semiconductor Division

The Sony Corporation's semiconductor laser, a key component for many digital equipment devices worldwide, enjoys the top spot in the market. In order to keep up with diverse consumer needs and each product's short lifecycle, the company wanted to reduce the development and production lead time for the semiconductor laser.

To help accomplish this goal, the approval process for the Process Modification Record was automated by using Adobe Acrobat Pro and delivering design documents in Adobe PDF. The result: design review and approval time was reduced to 1/7th of the time previously required using the paper-based process.

"If you talk about PDF, then it makes sense to contact Adobe," says Ms. Yanagi, coordinator of the approval process for the Process Modification Record. "I found that Adobe Acrobat could make it even simpler to gain the approvals needed electronically. After trying the software on a smaller scale for a few months, we then migrated our entire approval process to PDF."

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**Sony
Corporation,
Semiconductor
Division**

Manufacturing

Victor Company of Japan, Limited

Victor Company of Japan, Limited (JVC) has introduced to world markets many revolutionary products—including televisions, stereos, video players, and other popular devices—all created through close collaboration between JVC and its hundreds of parts suppliers. The company is using Adobe Acrobat software to convert engineering specification documents to PDF for streamlined review and approval across the supply chain.

“We previously sent multiple sets of Delivery Specification Documentation for each part. JVC circulated them to the appropriate groups and then held the original copy after signing and stamping. By converting documents to PDF, we’ve eliminated the need to make copies and manually deliver materials to all manufacturers. As a result, the lead time was shortened and cost savings were realized,” says Mr. Toshikuni Taira in the Planning Group Sales Administration Center at Alps Electric, a member in the Supplier Specification Documentation process.

JVC has reduced document exchange cycles from as long as 20 days to 1 day, and shortened product time to market with accelerated document sharing.

[Click here to read the full story](#)



Life Sciences



Janus Health

Janus Health pioneered the first adoption of mobile technologies for use in housecall medical practices. Based in San Diego, California, Janus Health integrated Adobe LiveCycle Forms ES, LiveCycle Process Management ES, LiveCycle Reader Extensions ES, as well as Adobe Acrobat Pro, into a mobile business process automation solution that physicians can rely on in the field.

“Adobe solutions are having an enormous impact on the U.S. healthcare system, particularly in helping to streamline completing and processing paperwork for Medicare, which is struggling under the administrative costs of caring for an aging population,” says C. Gresham Bayne, M.D., co-founder.

With the help of the paperless solution, Janus Health has:

- Reduced 26 pages of paper forms to a single, integrated electronic form in PDF
- Streamlined compliance with privacy and Medicare regulations
- Increased the number of housecalls possible in one day

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Architecture, Engineering, and Construction



Architecture, Engineering, and Construction

3DE

3DE specializes in delivering production-ready designs for a wide variety of clients in architecture, optics, industrial design, automotive, telecommunications, and more. The firm focuses on complex 3D strategies and automated solutions as well as application development, leveraging 3D PDF files to improve information sharing and collaboration.

“By using 3D PDF files, we have accelerated collaboration time by 50% and improved the quality of communication by 200%,” says Jess Maertterer, owner of 3DE. *“If you want to show something in 3D, 3D PDF is the ultimate collaboration technology to use.”*

For the firm’s busy staff, the Adobe solution brings new efficiencies to outdated workflows:

- Reduced design review cycles by 50% or more
- Improved quality of designs by 200%
- Eliminated the need to purchase costly CAD and translation software
- Reduced CAD files sizes by as much as 90%

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Architecture, Engineering, and Construction

Bureau Veritas Group

Since its founding in 1828, the Bureau Veritas Group has helped clients comply with standards and regulations relating to quality, health, and safety, as well as environment and social responsibility. The Group's network of regional and local offices delivers a comprehensive range of services that play a key role in both risk management and performance improvement. The company uses Adobe Acrobat Pro to improve the process of reviewing and approving engineering and design documents for a variety of construction projects.

“With Adobe Acrobat Pro, the public and private sectors have found a green solution that reduces costs, boosts profits, and is extremely appealing,” says Kevin Wedman, vice president at Bureau Veritas.

For the firm, Acrobat provides several environmental and business benefits, including:

- 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 review time from days to hours

[Click here to read the full story](#)



Architecture, Engineering, and Construction

CG Visions

At CG Visions, a recognized leader in Building Information Modeling (BIM) consulting services, delivering 3D models in Adobe PDF is enabling the firm's home building clients and their customers to gain rapid, reliable insight into home designs, long before construction begins.

Builders can come up short when trying to convey complex design information to homebuyers. By converting 3D CAD models to PDF, home builders bring to life design concepts that people typically have a hard time grasping. This can be anything from how a house will look on a proposed lot to the impact of a two-story atrium in an entry.

"It used to be that clients would go out and see their home mid-construction and want to make changes to the layout or materials. These changes increased overall costs and delayed project completion," says Cory Shively, partner at CG Visions. *"Since we started using 3D PDF files, we've helped our clients cut field-change costs by 95% and keep to tighter construction schedules."*

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Architecture, Engineering, and Construction

Consolidated Contractors Company (CCC)

Consolidated Contractors Company is one of the largest construction companies in the Middle East, serving clients in Africa, Asia, and the Middle East. Using Adobe Acrobat, CCC is supporting a variety of critical workflows, from design review and collaboration to streamlining the completion and submission of forms for Human Resources activities.

With thousands of employees working with clients, regulators, and partners around the globe, the ability to reliably complete, review, and comment on business and engineering documents in Adobe PDF is enhancing operations all around. Benefits include:

- Reduce administrative costs by tens of thousands of dollars annually
- Improve monitoring of remote operations
- Boost employee productivity
- Streamline identifying and hiring skilled staff

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Architecture, Engineering, and Construction

Daiwa House Industry, Ltd

As a pioneer in manufactured housing, Daiwa House Industry Co., Ltd. has been a major contributor to improving housing options in Japan. Daiwa House develops homes in which the latest in technology, such as security and surveillance systems and earthquake-proofing equipment, are evaluated and installed to meet client needs. To address the challenge, the company adopted Adobe Acrobat 9 Pro software. The goal was to convert standard detail drawings to PDF to streamline the exchange of information and to reduce costs associated with paper-based design collaboration.

“We used to spend about US\$600,000 a year on printing, but going paperless with Adobe Acrobat 9 Pro 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,” says Hiroyasu Ito of the Design Solutions Group.

Some impressive benefits have resulted in the use of Adobe solutions:

- Reduced printing costs by up to ¥50 million per year
- Created a searchable index of more than three million digital design drawings for rapid, streamlined access and collaboration
- Accelerated delivery of semi-custom housing products to market

[Click here to read the full story](#)



Daiwa House[®]
Daiwa House Group

Architecture, Engineering, and Construction

Designbrand

As one of New Zealand's leading product design firms, Designbrand works with a wide variety of local and international clients. From designing mass transit equipment to creating systems for magnetic resonance imaging, the firm is an established design innovator. The firm is using Adobe Acrobat 9 Pro Extended and Adobe Creative Suite Master Collection to accelerate and simplify design review cycles with clients and manufacturing partners.

“We can save thousands of dollars and literally cut weeks off prototyping and review cycles with Acrobat 9 Pro Extended,” says Jurgen Brand, principal. *“The streamlined processes can accelerate product time to market, a priority for our clients.”*

For Designbrand, the Adobe solutions deliver the requisite power, flexibility, and ease of use, as well as the following benefits:

- Reduced prototype review cycles by weeks
- Reduced prototype development costs by potentially thousands of dollars per project

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Architecture, Engineering, and Construction

Lang + Lang

Lang + Lang specializes in creating technical documentation for industrial equipment and machines, which includes the preparation of CAD data. The firm uses Adobe solutions to create and animate technical documentation, which includes interactive 3D PDF models.

“3D models in Adobe PDF provide for better understanding of the documentation and avoid operating errors, which can cause expensive damage to machines,” says Ralf Vormbaum, chief operating office at Lang + Lang and Vormbaum Industrietechnik.

By using the Adobe technology, the firm has realized several benefits, including:

- 25% reduction in time required to create technical documentation
- Fewer misunderstandings during the operation of complex machines and equipment through the use of embedded 3D models
- Protection of intellectual property rights of 3D data distributed to subcontracting firms

[Click here to read the full story](#)

Lang + Lang
Dokumentation 3D-CAD Simulation

Architecture, Engineering, and Construction

Sundt Construction, Inc.

Employee-owned Sundt Construction is one of the oldest and largest general contractors in the United States, overseeing construction projects costing tens of millions of dollars and involving hundreds of subcontractors and vendors. With Acrobat 9 Standard, Sundt Construction is equipping project teams in the field with tablet PCs containing plans, specifications, and other documentation delivered as dynamic PDF documents.

“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,” explains Frank Bejarano, project manager. *“At the same time, construction waste is reduced, because more automated document review processes make it easier to catch and correct construction mistakes sooner.”*

By giving project teams of up to 50 people ready access to digital construction documents in PDF, Sundt Construction has:

- 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
- Reduced archiving and warehouse costs

[Click here to read the full story](#)



Architecture, Engineering, and Construction

Virtual Architec

With extensive experience in the building trades, Virtual Architec specializes in working with builders, homeowners, and dealers to design custom homes. Using Cadsoft Envisioneer software, the team of six designers creates parametric building designs and blueprints for a wide variety of residential construction projects. As designs are created, the firm's staff distributes them as compact 3D PDF files for review.

“It’s incredible. We can deliver interactive 3D PDF files containing complex 3D models in less than an hour, instead of eight to ten hours using other software. It reduced our cost for the process by more than 90%, and had an even bigger impact on staff productivity,” says Ed Staelens, president of Virtual Architec.

The streamlined processes supported by Adobe solutions enable the firm to communicate visually and efficiently with all parties involved in the building process. Benefits include:

- Shortened conversion time of 3D models from 10 hours to less than 1 hour
- Reduced document sharing and delivery costs by 90%
- Shortened design-build cycle
- Minimized construction change orders thanks to clearer collaboration
- Enhanced client satisfaction with easy access to 3D PDF models

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Media and Publishing



Bernstein-Rein Advertising

Day-to-day duties of Bernstein-Rein project managers included creating hard-copy ad proofs for internal distribution within the agency—to creative staff, art directors, and the production studio—waiting for everyone’s mark-ups, and consolidating the feedback over multiple rounds of reviews. There’s a lot of going desk to desk to obtain comments and signatures, not to mention dealing with long printer queues and inadvertent printing errors. To improve its processes, the firm adopted a workflow built around Adobe PDF.

“Our Acrobat Pro solution translates into a huge improvement in efficiency and speed; but more importantly, it has dramatically improved our client services,” says Jason Eaton, creative systems analyst at Bernstein-Rein. *“People here are freed from doing repetitive busywork and have more strategic time and energy to contribute to every project.”*

The enhanced processes impact employee productivity and overall services, providing a critical edge in the fast-paced world of advertising:

- Reduced time to market for ads by 50% or more
- Eliminated duplicate data entry
- Supported ad hoc workflows, a must in the hectic ad agency environment
- Freed staff time for more strategic services

[Click here to read the full story](#)



Media and Publishing

LensWork Publishing

LensWork Publishing specializes in photography-related print periodicals and CD-ROMs. The firm adopted Adobe InCopy®, Adobe InDesign®, and Acrobat software to streamline its labor-intensive editorial and production process and move to a parallel workflow that allows writers, editors, and designers to work simultaneously on the same layout.

“Adobe tools have completely automated our entire editorial process,” says Brooks Jensen, editor, LensWork Publishing. *“We are now completing assignments three days ahead of time instead of three days behind schedule.”*

In publishing, where deadlines can occur daily and even hourly, the processes built on Adobe solutions bring much-needed efficiency and control:

- Reduced print production cycle by a week and a half
- Accelerated CD-ROM turnaround time by 50%
- Trained staff on new software in three days online

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Legal



Barkley Court Reporters

Barkley Court Reporters is California's largest court reporting company with nine offices in the Western United States. It has been providing court reporting services for the past 32 years. To help lawyers search case materials more efficiently and provide a more sustainable, environmentally friendly alternative to paper, Barkley uses Adobe Acrobat 9 Pro software to deliver deposition transcripts and other materials in PDF.

"It is a misconception that going green costs more money," notes Mason Farmani, managing partner. *"When we looked at typical document costs for a law firm with revenues of \$10 million annually, we determined that a firm could save as much as \$120,000 per quarter by moving from paper to digital document delivery. These savings address only equipment and production costs and exclude the considerable efficiencies gained by sharing and reviewing digital documents."*

Barkley Court Reporters' effort to meet environmental sustainability goals has resulted in:

- Reduced document production costs by as much as \$480,000 annually
- Improved environmental sustainability by reducing paper consumption by tons annually

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Bell Alliance

Bell Alliance is a real estate law firm in British Columbia that works closely with its clients, other law firms, and the Land Title and Survey Authority of British Columbia (LTSA) to manage thousands of property transactions annually. The typically paper-intensive real estate transactions can involve distributing and reviewing millions of pages of documents throughout the year. Bell Alliance uses Adobe Acrobat 9 Pro to improve completing, submitting, processing, and archiving real estate transaction documents.

“Adobe Acrobat Pro eliminates lost documents and improves tracking and access,” says Ron Usher, senior counsel. “With Acrobat, we can reduce document management and processing costs by hundreds of thousands of dollars annually. Plus, our lawyers and staff have ready access to everything they need to complete their jobs.”

By converting project documents to PDF using Acrobat Pro, Bell Alliance is achieving its goals to deliver outstanding client service and create a paperless office. Benefits realized include:

- A reduction in document processing, management, and delivery costs by hundreds of thousands of dollars annually
- Less time required to process real estate transactions; from days to seconds
- A savings of more than 200 hours of staff time each month

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Bryan Cave

Bryan Cave LLP is a leading business and litigation firm with global reach, a strong reputation, and a long history of success. The firm standardized on Adobe Captivate® and Acrobat Pro to cost-effectively create and deliver web-based training programs, as well as streamline document processing and presentation.

With offices worldwide and employee demand for access to timely training and information, the firm's use of Adobe solutions is delivering several critical advantages, including:

- Boosted staff productivity
- Accelerated access to reliable, consistent, effective training
- Minimized redundant workflows and business processes
- Increased eco-consciousness and reduced carbon footprint
- Gained competitive edge with well-trained staff
- Reduced carbon footprint
- Reduced paper usage by nearly 90%
- Reduced travel costs

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Cuatrecasas

With 800 attorneys and offices across Europe and in North America and South America, Cuatrecasas is the second largest law firm in Spain. Known in the legal industry as a technology innovator, Cuatrecasas uses Adobe Acrobat software to improve information sharing and forms processing across its offices worldwide.

With the adoption of Acrobat software, the firm is realizing several benefits, including:

- Reduce invoicing costs by thousands of dollars annually
- Boost employee productivity with streamlined invoice creation and delivery
- Meet client demand for processes that support both electronic and manual workflows
- Enhance client services with faster, more convenient invoicing options

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CUATRECASAS

Land Title and Survey Authority

From verifying property ownership to generating new title documents, The Land Title and Survey Authority of British Columbia (LTSA) handles more than one million property transactions annually. The not-for-profit, independent LTSA—the amalgamation of two functions formerly within the BC provincial government—collaborated with The Law Society of British Columbia and The Society of Notaries Public of British Columbia to develop an electronic forms solution that accelerates and reduces the costs to manage real estate transactions. The Land Title and Survey Authority is using Adobe Acrobat Pro and digitally signed PDF forms to accelerate land deals throughout the province.

LTSA saved tens of thousands of dollars in acquisition and operating costs by not having to adopt third-party PKI products. *“We can securely validate who submits forms and add new real estate professionals for authentication, without incurring a lot of ongoing costs,”* says Sandy King, program analyst, electronic filing.

Electronics forms processing has translated into the following benefits for LTSA:

- Lessened agency administrative costs; by as much as \$300,000 annually
- Reduced document submission and processing costs for many law firms by hundreds of thousands of dollars annually
- Shortened time to confirm receipt of title documents from hours to a few minutes

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Young Conaway Stargatt & Taylor LLP

Young Conaway Stargatt & Taylor serves a diverse range of clients, including national and international companies, as well as local businesses and individuals. The scope of the firm's practice encompasses corporate litigation, special entity creation, employment, real estate, tax and estate planning, and more.

The firm is always looking to improve operations, better serve clients, and gain an edge in the legal market. With this in mind, the firm has used Adobe Acrobat software for years and is leveraging advances in Acrobat to revolutionize its practice. Young Conaway initially adopted Adobe Acrobat software to convert documents to PDF for electronic submission to the federal court. Today, the use of Acrobat software supports many of the firm's most basic and strategic activities, from assembling and reviewing case documents to helping protect sensitive case materials. For the firm, the benefits of Acrobat include:

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

“Within minutes, an assistant can scan paper documents and convert them to searchable PDF files,” says Margaret DiBianca, associate at the firm. *“By converting everything to PDF, staff can find and assemble materials in seconds.”*

[Click here to read the full story](#)



Education



Middlesex University

The National Centre for Work-Based Learning Partnerships (NCWBLP) at Middlesex University offers a wide range of higher education courses for people working full-time. As its base of international customers grew, and NCWBLP was offered projects in regions worldwide, the costs and even sometimes the safety of sending tutors to perform assessments or work directly with students could be problematic. To address this challenge, NCWBLP turned to Adobe Acrobat and Connect to provide students with fully interactive web-based courses filled with multimedia.

Now, when work-based learning students located abroad finish their projects, Middlesex tutors can remotely assist them, saving thousands of pounds in travel. *“Previously, the model was that instructors had to fly to an international office and spend a few days there,”* says Anthony Basiel, senior learning development tutor. *“The cost incurred with sending three or four people to Cyprus and putting them up in a hotel can be quite demanding. So our savings have been considerable.”*

In addition to the cost savings, the rich, interactive eLearning supported by Adobe solutions delivers several additional benefits to NCWBLP, including:

- Won top United Kingdom award for eLearning
- Improved capability to deliver rich, interactive eLearning courses
- Increased flexibility for tutors and students

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Other



Avow Systems

Avow Systems is a provider of solutions for secure electronic document processing, serving a range of organizations including universities looking to distribute transcripts and other sensitive documents. Universities today have been looking for ways to generate and deliver digitally certified and properly branded transcripts to designated recipients, without jeopardizing the integrity of information.

Using Adobe Acrobat Pro and LiveCycle ES solutions, Avow has created a hosted service—called Authentic Document Delivery Service (+ADDS)—that enables universities to deliver certified documents in PDF. With +ADDS, universities can cost-effectively deliver more secure, reliable electronic documents. Benefits of the secure document delivery solution include:

- Delivered authenticated transcripts digitally, mitigating the use of fraudulent materials
- Saved universities tens to hundreds of thousands of dollars annually by reducing administration and paper costs
- Improved environmental stewardship
- Accelerated transcript delivery by as much as 95%

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