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CASE STUDY

Major DoD Agency Selects PDF Converter Professional and Brings Better PDF to Government

Organization Deploys Nuance Enterprise PDF Solution to Each Employee Workstation

CHALLENGE

Allow every employee to quickly create, edit and reuse content from PDF files with the added constraint of a limited budget.

STRATEGY

Use PDF Converter Professional enterprise-wide to create, edit and automatically transform PDF files into easy-to-edit Microsoft Word, Excel and Corel WordPerfect documents eliminating information conversion and re-creation process.

RESULTS

Agency was able to bring the benefits of PDF to all desktops versus a small fraction with Adobe Acrobat. Source file for simple edits no longer required.

Relying on paper and manual filing systems to organize government information is both tedious and costly. Provisions of the Paperwork Reduction Act have state and federal organizations struggling to find affordable imaging solutions. Simply scanning paper to create digital files is not the answer. Documents must be converted to an electronic format that makes the information stored within them useful. The Portable Document Format (PDF) has been accepted as a business and governmental IT standard for image file support. PDF files are compact and easy to e-mail, universally viewable, and print just as they would from the source application. Utilizing PDF files ensures future accessibility of your information.

In today's world of eGovernment, the single greatest challenge to streamlining document-based processes is the fact that there are two incompatible dominant document formats in wide use – Microsoft® Word and PDF. Microsoft Word is the standard for authoring and documents, while non-editable PDF is the preferred way to distribute, share and archive documents. Unfortunately, neither solution fills all the business needs of the document lifecycle. Document imaging studies show that manually reproducing a single PDF document in Microsoft® Word can cost as much as \$250 in labor alone. That cost rises in proportion to the size of the document, the complexity presented by tables, columns and graphics, and the salary of the individual completing the work. Existing investments in connected desktop PC systems, coupled with the pervasiveness of Microsoft Office, should make it easy for government agencies to work with PDF files. However, in spite of advances in technology, the costs associated with creating, sharing and storing documents continue to rise.

Like most government organizations today, various branches of the U.S. Department of Defense need to do more with less. To be a key contributor in recent business reform initiatives, each DoD agency must identify the most economical and efficient way to streamline their information workflow under the constraint of a limited budget. In times like these, it is extremely important each agency has the proper tools that allow their employees to work effectively with defense suppliers. Each

individual agency needs to ensure that DoD, Federal, and allied government supplies and services are delivered on time, at cost, and perform as expected. In this instance, managing, sharing and securing each agency's operational business data directly contributes to the military readiness of the United States and its allies.

Because defense agency professionals serve as "information brokers" and in-plant representatives for military, Federal, and allied government buying agencies, it is critical that they have immediate access to data around the clock – both during the initial stages of the acquisition cycle and throughout the life time of the contracts each agency manages. Before contract award, information brokers provide advice and services to help construct effective bid solicitations, identify potential risks, select the most capable contractors, and write contracts that meet the needs of our customers in DoD, Federal and allied government agencies. After contract award, monitoring each contractor's performance to ensure that cost, product specifications, and delivery schedules remain in compliance with the terms and conditions of the contracts is critical.

To streamline their information workflows, one of the major U.S. DoD agencies looked to the power of PDF. They needed an affordable tool that would allow them to turn paper into fully searchable digital documents that could be easily re-purposed, secured and archived. They also needed the ability to work with static PDF forms (paper forms which have been scanned) and make them fillable as well as annotate and edit PDF documents if necessary. The one-sized-fits all application they were looking at from Adobe was expensive, cumbersome and lacked several critical business features they had to have. What they needed was a Better PDF for Government solution.

Recently the organization purchased an enterprise license of PDF Converter Professional to eliminate the productivity issues caused by the traditional incompatibilities between Microsoft Word and PDF. PDF Converter Professional combines the power to create and edit PDF files from any PC application with the amazing ability to turn PDF files into several document

formats in a single, affordable and easy-to-use application. Now it is easy for the agency's employees to create industry-standard PDF files that can be easily secured, e-mailed, viewed, printed and archived just as if they came from the source application. PDF Converter Professional saves time and money by making it easy for the agency's information brokers to work with PDF files. Simple edits to PDF files, whether text or graphics, no longer require editing the source file and then re-creating the PDF file. Advanced OCR helps re-purpose entire PDF files in minutes, instead of hours or days.

Better PDF for Government translates into a product tailored and priced to meet the needs of business people instead of graphics professionals. By deploying Nuance's lower cost PDF Converter Professional solution, this key DoD agency was able to bring the benefits of PDF to all their desktops, versus a small fraction of desktops with Adobe Acrobat. What's more, PDF Converter Professional provides the agency with several key features not available in Acrobat at any price including: editing of PDF text and graphics, one-click transformation of static PDF forms into fillable PDF forms, instant conversion of PDF documents into fully formatted Microsoft Word, Excel and Corel WordPerfect documents, built-in digital signatures and the ability to read a PDF out loud!

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