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CASE STUDY

Skadden Arps Relies on PDF Converter Professional to Create, Edit and Convert PDF Documents

Third Largest U.S. Law Firm Deploys Application Across Enterprise via Citrix to Reduce IT Costs and Increase Productivity

CHALLENGE

Enable PDF creation in a Citrix environment.

STRATEGY

Deploy PDF Converter professional to all the organization's desktops so local and remote employees have the ability to create PDF files from their office applications.

RESULTS

Now the firm's 3,750 legal professionals can create camera-ready PDF files locally or remotely via the organization's Citrix platform.

For more than 55 years Skadden Arp's diversified practice has offered solutions to the most challenging legal issues in virtually every area of corporate law, providing the specific legal advice clients need to compete most effectively in a global business environment. The firm has advised on many of the most significant corporate and litigation matters worldwide. With approximately 1,750 attorneys, Skadden represents a broad spectrum of clients including nearly 50 percent of the Fortune 250 industrial and service corporations, as well as financial and governmental entities, small high-technology start-up companies, and cultural, educational and charitable institutions. One hundred and twenty-nine Skadden attorneys are highlighted as leading lawyers – more attorneys than at any other firm – in the new 2005 edition of Chambers USA: America's Leading Lawyers for Business, and 50 of the firm's practices are included among the nation's best. In 20 of the last 22 years in which the annual "Corporate Scorecard" has been published, Skadden has ranked first among law firms in handling the greatest number of mergers and acquisitions.

In order to stay on top in business you must think out of the box. When your organization employees thousands of people spread around the globe, keeping them in touch can be a real challenge. How well (or poorly) the members of a given practice are able to collaborate with one another has a big impact on the performance of the practice as a whole.

"Of all the PDF creation products we evaluated, PDF Converter Professional had the truest PDF output and worked flawlessly across our Citrix environment."

Janet MacMillian,
Desktop Systems Manager

In Skadden's situation, they needed to simplify corporate information access for everyone from wherever they were, using any device or network. They deployed a Citrix solution to connect employees,

devices and networks to their enterprise resources. However, they had to overcome a few more hurdles. Unfortunately their existing PDF creation tool wouldn't work in the new environment. According to Janet MacMillian, Desktop Systems Manager, for the firm, "Adobe Acrobat didn't work across our new Citrix platform. Because it was critical for everyone at the firm to have the ability to create PDFs we began looking for a tool to supplement our existing deployment of Acrobat licenses. We looked at several products.

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Of all we evaluated, PDF Converter Professional had the truest PDF output and worked flawlessly across Citrix. Based upon its performance the CTO authorized the purchase of 3,750 licenses of PDF Converter Professional for the entire firm on my recommendation.”

This is the 13th consecutive year Skadden has ranked first among law firms. They have been able to remain at the top because they provide each employee the tools necessary for success. There is no doubt today that every business professional needs the power of PDF on their desktop. Skadden is no exception. However, fewer than 5% of people in a typical organization have a need for the design and pre-press features found in Adobe® Acrobat®. Adobe’s one-size fits all approach forces business to spend more for PDF creation than they need to. Nuance developed PDF Converter Professional as a PDF creation, editing and conversion tool specifically for business organizations like Skadden to supplement the PDF products they already have. Nuance allows organizations to “right size” their investment in PDF. By combining PDF Converter Professional with targeted installations of Adobe Acrobat, organizations no longer need to limit access to PDF. Adds MacMillian, “PDF Converter professional is a great enterprise-level PDF product. It is a really good value for the purchase price and compares very well to Acrobat. In our instance, its ease of use, flexibility and camera-ready artwork it provides are keys to its success.” By right-sizing an investment in PDF technology a business the size of Skadden can save over \$562,000 at suggested list price by intelligently deploying their PDF technology – graphics professionals receiving Acrobat and the other 95% of the organization getting PDF Converter Professional.

Skadden has been using PDF Converter Professional since December of 2004. Nuance's support organization worked closely with MacMillian's team to ensure a smooth rollout across the entire firm. “Our experience with the product had been very positive. It is good at what it does and works well with our other office applications. We’ve received great response from Nuance during our initial deployment and with ongoing support. PDF Converter Professional allows PDF creation from any of our applications, either local or remote with Citrix. The bottom line is the software works well and we are looking forward to deploying version 4 when it comes out.”

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