



**Tungsten Power PDF  
makes a real  
difference in  
operational efficiency**



## Introduction

# Tungsten Power PDF makes a real difference in operational efficiency

With advanced OCR technology, solutions for rapid signing and a focus on security, Power PDF rises to meet the needs of the modern workplace.

We know PDFs can be critical to your business. And when functioning properly, they're a largely invisible part of the workday. It's when things don't work so smoothly that people start to pay attention.

Most users need more functionality than simply reading a document. Converting a PDF, obtaining a digital signature or controlling access to the document are where simplicity and ease of use are particularly essential. Enter Tungsten Power PDF™.

Power PDF functions integrate into the software you already use. You can open Microsoft Word or Excel and convert any document into a PDF. Enjoy an easy-to-use, Office-style interface

that gets you creating, converting and compiling your PDF documents in minutes. The Power PDF dashboard also gives you the ability to combine or split PDFs and improve usability with dynamic bookmarks and tables of contents. Team members can work on PDFs simultaneously, and it works well with your company's internal network to edit PDF files from anywhere, including using some cloud-based options such as Microsoft SharePoint.

Power PDF is a reliable source for fast, affordable and secure PDF solutions. With advanced functionality, security and redaction capabilities available for small business and enterprise customers, Power PDF is built for business user needs.

See how 4 businesses use Power PDF





# Power PDF helps Hall & Wilcox lawyers become paperless



## Overview

### About Hall & Wilcox

Hall & Wilcox is a leading independent Australian law firm. Employing 700 people and headquartered in Melbourne, Victoria, Hall & Wilcox delivers legal services to corporate, public sector and private clients, both Australian-based and those offshore doing business in Australia.

### Products



### Focus

Paperless Office, Operational Efficiency, Digital Transformation

### The challenge

Hall & Wilcox wanted to reduce the volume of paper it had amassed over the years and implement digital capability to reduce future paper volumes. To help achieve its goal, the firm selected Power PDF—a cost-effective, easy-to-use and feature-rich solution to create, convert, edit and share PDF files.

As it prepared to move to a new office, Hall & Wilcox recognized an opportunity to embrace paperless operations.

Andrew Stott, Technology Services Supervisor at Hall & Wilcox Lawyers, explains: *“Once we had committed to moving towards a paperless office, we scanned and filed boxes and boxes of paper for easy access. It was at this point that we realized the limitations of our existing PDF software and the fact that we needed a solution that offered greater capability, as well as speed, if we were serious about becoming paperless.”*

Hall & Wilcox’s existing PDF solution was far too slow when it came to opening large documents. As most files in law firms are large, the firm’s staff were becoming increasingly frustrated with the time the software was taking to open, as well as save, documents.

*“We also realized that the functionality of our existing PDF software was very narrow,”* continues Andrew Stott. *“The ability to manipulate PDF documents was limited. Tasks such as marking up PDF files, highlighting text, changing copy and adding extra pages were cumbersome and painful. What’s more, converting PDFs into Microsoft Word documents was not always straightforward, and making PDF documents text-searchable was challenging. Files would often just freeze.”*

The firm also required a PDF solution that would allow it to save PDF files directly into FileSite, the company’s document management system. Moving forward, the firms also wanted the ability to insert digital signatures into files and to use the PDF solution across mobile devices.

Cost was another important factor in the search for a new solution. With around 250 people in its Melbourne and Sydney offices—many of whom required access to PDF software—the firm were keen to deploy a PDF solution that offered competitive pricing. Andrew Stott adds: *“The cost of software licensing can quickly add up when it has to be rolled out across a number of devices.”*



# The solution and results



Our monthly reports are quite sizeable, but Power PDF has no problem at all opening or saving these files quickly from any of our devices.”

**Andrew Stott,**  
Technology Services Supervisor



## The solution

While researching PDF solutions in the marketplace, Hall & Wilcox discovered Tungsten’s Power PDF and was impressed with its comprehensive range of features. Designed specifically for business use, Power PDF provides all the capabilities business users need at a competitive price point. The software lets users create, assemble, convert, edit, search, secure, print and validate PDF documents and forms easily and quickly.

*“We wanted to trial Power PDF to see if it could meet our needs, and Tungsten Automation were only too happy to assist,” recalls Andrew Stott. “We installed the software on the computers and mobile devices of some of our partners, senior colleagues and our CEO. All of these people are heavy PDF users, and we wanted to gauge their feedback before we committed.”*

*“After using Power PDF software for a month, none of our trial participants wanted to part with the software—they just loved it. We knew we had found the PDF solution that met our needs.”*

## The results

Using Power PDF, Hall & Wilcox employees can open even large PDF documents rapidly on any digital device. *“Our monthly reports are quite sizeable, but Power PDF has no problem at all opening or saving these files quickly from any of our devices,”* says Andrew Stott. *“The solution also allows us to search, access and edit PDF files, whether they are authored by us or a third party, with complete ease.*

*Plus, if we need to convert PDFs to, say, Microsoft Word, Excel, PowerPoint or Corel WordPerfect, the solution can handle the task instantly and accurately, with no information lost or corrupted. Overall, it has helped us become more efficient and productive, as we can do things far quicker and save time.”*

Employees can now save files directly from Power PDF into the FileSite document management system.

*“Power PDF actually supports a wide range of document management systems—and this means that our employees are no longer wasting time saving files onto their desktops and then placing them into document management systems,”* adds Andrew Stott.

*“Another big plus for us is that Power PDF turns static files into ‘live’ forms so that digital signatures can be added. Our partners often have to sign numerous documents, which they can now do quickly and easily. This frees them up so that they can spend more time on casework.”*

Andrew Stott concludes: *“Unlike other PDF solutions we considered, Power PDF is remarkably well-priced—especially given the rich capabilities that it provides. An added bonus for us is that the user experience is highly intuitive, which makes it very easy to use. Because the solution is so user-friendly, we don’t need to spend precious time training our people to use it. Power PDF has been a very worthwhile purchase for us as we move toward our goal of becoming paperless.”*

# Harwood Andrews **reduces costs and enhances PDF** capability with Tungsten



## Overview

### About Harwood Andrews

Headquartered in Geelong, Victoria, Harwood Andrews delivers innovative, expert services to business, private and statutory clients. With a diverse team of over 170 people, including principals, special counsel, lawyers, corporate service managers and support personnel, Harwood Andrews has offices in the cities of Geelong, Melbourne, Ballarat and Albury.

### Products



### Focus

Paperless Office, Operational Efficiency, Digital Transformation

### The challenge

To boost operational efficiency and drive toward its goal of becoming a paperless office, Harwood Andrews aimed to replace its multiple PDF tools with a single, streamlined solution.

Digital documents play a key role in Harwood Andrews business processes, and the legal firm has set its sights on becoming a paperless office.

In the past, Harwood Andrews relied on multiple different solutions to create, manage and edit PDFs, which drove up its costs and reduced operational efficiency. To achieve its paperless goals, the firm aimed to replace this patchwork of software with a single, streamlined PDF solution.

Shane Doak, Knowledge Resources Manager at Harwood Andrews, explains: “Much of the PDF software that we were using could only do so much, which was becoming increasingly frustrating for our employees.

For example, a scanning document would often produce PDFs with extremely large file sizes. When people tried to resize PDFs documents to reduce the file size for emailing, it was a time-consuming and painful process.

We also wanted a solution that would let us easily mark up documents, make changes, and add and delete pages—all of which were difficult to do with our existing software.

Finally, we aimed to find a PDF solution that was cost-effective. After reviewing many of the solutions in the marketplace, we found that PDF software usually fell into one of two categories: it was either affordable but offered little capability, or it offered considerable capability but was expensive. We need to deploy PDF software across numerous computers, which means cost-efficiency is a key requirement. Ideally, we wanted a PDF solution that was both cost-effective and feature rich.



# The solution and results



The comprehensive range of functionality in Power PDF means our people can complete tasks more quickly and easily."

**Shane Doak,**  
Knowledge Resources Manager

**HARWOOD  
ANDREWS**

## The solution

After coming across Power PDF at a legal conference, Harwood Andrews decided to trial the solution alongside two others from different vendors. *"We found that Power PDF had all the features we needed,"* comments Shane Doak. *"The Tungsten solution was also very user-friendly compared to the other two solutions we looked at. Although many of our employees are not tech-savvy, they picked Power PDF up quickly because the software is so easy to use. We felt Power PDF was well-g geared towards the day-to-day professional user. The price was extremely affordable, and we decided to run with Power PDF."*

Designed specifically for enterprise use, Power PDF provides all the capabilities business users need at a competitive price point. The software lets users create, assemble, convert, edit, search, secure, print and validate PDF documents and forms easily and quickly. Power PDF helps users boost productivity and eliminate format-dependency bottlenecks that hinder workflows and slow down business.

## The results

After deploying Power PDF across its four offices, Harwood Andrews has succeeded in lifting productivity, driving cost-savings, and making significant strides towards a paperless office.

*"Thanks to Power PDF, everyone in the office is now on the same page when it comes to working with PDFs,"* explains Shane Doak. *"Using one solution makes it far easier for us to administer and maintain documents. In addition, the comprehensive range of functionality in Power PDF means our people can complete tasks more quickly and easily. Resizing large electronic documents to smaller files is absolutely no problem. People can also join PDFs together, rotate pages, and add and delete pages with ease. Highlighting, marking up and editing files can also be done swiftly."*

An added bonus, according to Shane, has been the Bates numbering feature in Power PDF, which automatically provides consecutive numbering of scanned or processed pages and documents. The firm also found the software's ability to compare documents very valuable. This feature lets users examine two versions of a document side-by-side so that any differences are apparent. The original can be compared with any amended version.

Increasingly, staff at Harwood Andrews are using Power PDF to convert documents into other formats. *"Document conversion was not part of our original must-have set of features, but it's something that our people are using more and more,"* comments Shane Doak. *"They are converting PDF files into fully formatted Microsoft Office documents at the click of a button. Some of these files are text-only documents, but many also contain diagrams and tables, and Power PDF converts them accurately—a big time-saver for us."* Harwood Andrews is also using the Tungsten solution to turn static PDFs and Microsoft Word documents into digital forms. *"In the past we would have to either courier documents across to clients to have them signed, or email them, and have them printed before being signed and returned. Today, we just email the forms and clients complete them digitally. This is faster, more efficient and helps us save time,"* adds Shane Doak. As well as boosting its productivity, Power PDF has helped the firm to drive considerable cost-savings.

*"We have saved about AU\$70,000 thanks to Power PDF, which is a substantial saving for us."* concludes Shane Doak. *"When you combine this saving with the extensive PDF capabilities we have gained, I can honestly say that Power PDF was the right solution for our firm. If your organization is searching for PDF capability, then Power PDF is definitely worth considering."*





# PPB Advisory drives **operational efficiency** with rapid creation for digital documents



## Overview

### About PPB Advisory

PPB Advisory is a leading advisory firm that is focused on helping organizations navigate critical and complex issues, improve their performance and realize their strategic goals. Headquartered in Sydney, Australia, the company provides strategic and financial advice, leads major transactions, advises on complex business restructures and turnarounds, undertakes forensic investigations and provides insolvency services to companies and individuals alike.

### Products



### Focus

Paperless Office, Operational Efficiency

### The challenge

Digital documents are one of the key ways that PPB Advisory communicates with its clients. Like many leading firms, the company uses PDF software to create documents for internal use, and to convert Microsoft Word documents to PDFs before forwarding them to its clients.

Mark Campbell, IT Operations Manager at PPB Advisory, says: *“PDF software is an essential tool for our business. Because of the number of PDFs we create, we require a PDF software solution that is fast, capable and reliable.”*

In the past, PPB Advisory ran two different PDF software platforms simultaneously. One of the solutions offered extensive functionality, but it was expensive. The other PDF solution was lower-cost, but lacked key functionality, was slow when converting files to PDF, and often froze desktops while processing files.

To solve these challenges and avoid the cost and complexity of supporting two different platforms, the firm decided to look for an alternative.

*“Running two different PDF software platforms was no longer tenable,”* continues Mark Campbell.

*“The more expensive PDF software was prohibitively costly to roll out to all 300 of our people. The cheaper PDF software was increasingly causing frustration among our staff. Neither of the platforms was the right fit, so we decided to explore our options.”*





# The solution and results



Power PDF provides superior processing power, which is critical to create PDF documents quickly. It's also very reliable when you are converting from PDF back into the original document format. Numbers don't move, so you don't find yourself wasting time having to recreate tables, diagrams or data."

**Mark Campbell**  
IT Operations Manager



## The solution

PPB Advisory identified its key requirements for a PDF solution. High on the list was capability. In particular, the new solution needed to offer quick conversion of files to PDF, fast and easy editing of PDFs, the ability to reduce file size, and true and accurate conversion of PDFs back into Microsoft Word and Excel files. Competitive licensing options and seamless integration with the firm's existing systems and software were also a priority.

While assessing the various PDF alternatives in the marketplace, a client of the firm introduced PPB Advisory to Power PDF. Designed specifically for business, Power PDF provides all the capabilities business users need at a competitive price point. The software lets users create, assemble, convert, edit, search, secure, print and validate PDF documents and forms with unprecedented ease and speed.

PPB Advisory ran a rigorous trial, and after ensuring that the solution met its requirements and financial expectations, deployed Power PDF across the business.

## The results

With Power PDF, PPB Advisory is empowering its employees to quickly and effortlessly create PDF files. The software also delivers excellent accuracy when it comes to converting tables and financial details from PDF files back into Microsoft Word and Excel document formats.

Mark Campbell comments: *"Power PDF provides superior processing power, which is critical to create PDF documents quickly. It's also very reliable when you are converting from PDF back into the original document format. Numbers don't move, so you don't find yourself wasting time having to recreate tables, diagrams or data."*

Today, unlocking PDF documents to edit copy and data is painless, as is the process of combining files, removing and or replacing pages. Saving documents as smaller PDF files without impacting on quality is also now possible, reducing the company's storage requirements.

*"Another feature of Power PDF we are pleased with is that we are able to add watermarks, as well as company headers, with relative ease,"* adds Mark Campbell. *"This capability is particularly useful for us, because it means we can brand and lock down files before they get sent out to clients."*

In addition to high levels of performance and capability, the Tungsten solution offers competitive pricing.

*"Based on similar platforms in the market, it is clear that Power PDF is a very affordable solution,"* says Mark Campbell. *"The competitive price tag allowed us to deploy the software across all desktops and still save on licensing costs. This, together with increased productivity, has made Power PDF a valuable asset for the firm."*

Because it only needs to support a single PDF platform, PPB Advisory is saving time and money on management and maintenance. In addition, the company's IT team is free to focus their energy on other value-added technology projects.

*"Power PDF has been a breath of fresh air for us,"* concludes Mark Campbell. *"I have no hesitation in saying that I believe it offers all the capability we require and is one of the most sophisticated PDF solutions on the market—and at a very competitive price."*



# Damen Shipyards Group drives cost-savings and boosts operational efficiency



## Overview

### Damen Shipyards Group

Operates 36 shipbuilding and repair yards, employing 12,000 people worldwide. Damen has delivered more than 6,500 vessels in more than 100 countries and delivers around 175 vessels annually to customers worldwide. Based on its unique, standardized ship-design concept Damen is able to guarantee consistent quality. Damen’s focus on standardization, modular construction and keeping vessels in stock leads to short delivery times, low total cost of ownership, high resale values and reliable performance. Furthermore, Damen vessels are based on thorough R&D and proven technology Damen offers a wide range of products, including tugs, workboats, naval and patrol vessels, speed craft, cargo vessels, dredgers, vessels for the offshore industry, ferries, pontoons and superyachts.

### Products



### Focus

Enterprise Software Rationalization, Operational Efficiency

### The challenge

Like many engineering businesses, the company relies heavily on digital documents to drive its core processes.

Annemiek Verhagen, Vendor, Contract & License Engineer, Group IT&IM at Damen Shipyards Group, explains: *“Whether it’s our researchers designing new products, our back-office team applying for visas for our employees or our legal team drawing up customer contracts, PDFs play a key role in the way we work.”*

In the past, each Damen business unit was responsible for purchasing, managing and maintaining its own PDF editing tools. As a result, there were three different PDF tools in use across the business, used by approximately 850 employees in total.

*“We knew that using multiple different PDF tools was driving our costs significantly,”* continues Annemiek Verhagen. *“Because different areas of the business were dealing with their respective PDF vendor individually, we were missing out on chances to gain efficiencies of scale in our licensing and support agreements.”*

As one of its key vendors prepared to move to a cloud-first delivery model that was incompatible with its information security policies, Damen saw an opportunity to move to a single-vendor solution.

*“As well as reducing our costs, we were confident that standardizing on a single PDF solution provider would enable us to streamline our user training requirements and drive up operational efficiency,”* comments Annemiek Verhagen. *“To achieve our goal, we looked for a new approach.”*





# The solution and results



We have reduced our operational spend and cut the time required to create and edit PDF documents. I wouldn't hesitate to recommend Power PDF to other organizations."

**Annemiek Verhagen**

Vendor, Contract &  
License Engineer, Group IT&IM,

**DAMEN**

## The solution

After a thorough evaluation of the leading PDF solution vendors, Damen selected Power PDF as its new enterprise-wide solution.

*"We wanted a solution that offered a comprehensive range of functionality, including the ability to create, convert, share and electronically sign PDFs," recalls Annemiek Verhagen. "Power PDF met all of our requirements—and we were particularly impressed by how easy the solution is to use."*

After a successful large-scale test deployment of Power PDF lasting more than six months, Damen's internal IT experts worked with teams from Tungsten and SoftwareONE to roll out the solution to its entire community of 850 PDF users.

*"Power PDF offers us all of the same capabilities that we had in our three separate PDF tools, with the additional benefit of being significantly faster and easier to use," explains Annemiek Verhagen.*

*"Tungsten ran a series of six workshops for our users, which helped us move to the new solution seamlessly and with no impact on our employees' productivity. Throughout the deployment process, we knew that we could always pick up the phone and speak to the Tungsten team whenever we needed it—and we were very pleased with how smoothly the implementation went."*

we relies on digital documents to drive key aspects of its business process, including creating and signing customer contracts and applying for employee visas. To reduce its spend on software licenses and cut the time required to create PDFs, Damen replaced multiple PDF editing tools with a single, centralized Power PDF solution.

## Results

Since making Power PDF its corporate standard for creating, editing and signing digital documents, Damen has unlocked significant operational efficiencies and cost-savings.

*"It's now easier than ever for our IT team to set up a new user—they simply push out the Power PDF installation package to their local machine, and they're ready to get started in minutes," says Annemiek Verhagen.*

*"Power PDF isn't just saving time for our IT team. Many of our employees have told us that they're now able to perform PDF-related tasks significantly faster than before, which can make an important contribution to our operational efficiency. Most importantly, the Tungsten solution is significantly more cost-effective than our previous approach. In fact, we estimate that we are now saving more than €300,000 on our licensing costs, a huge reduction."*

Based on its positive experience with Power PDF, Damen is investigating other document flows with potential for improvement. The company is currently exploring opportunities to harness intelligent print management software from Tungsten to help contain its print infrastructure costs.

*"Working with Tungsten to rationalize our approach to PDFs was a great success," concludes Annemiek Verhagen. "We have reduced our operational spend and cut the time required."*



# Experience the world's most complete PDF software.

For more information on Power PDF  
or to request a demo,

or give us a call at: 1 949 783 1333

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