

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

## Challenge

- Implement a PDF solution that worked in a Citrix environment
- Reduce the cost of PDF solutions to roll out to a wider number of staff
- Provide each employee the tools necessary for success

## Solution

- Deployment of 3,750 Nuance PDF licenses for 95% of the entire firm
- Easy to use, flexible solution

## Results

- Saving of over \$562,000 across the firm's PDF deployment
- PDF creation from any application, either local or remote with Citrix
- Nuance support ensured a smooth roll out across the organisation

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 world wide, 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.

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

Janet MacMillian,  
Desktop Systems Manager

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 Score card” 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 organisation employs 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. 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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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 organisation 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 organisations like Skadden to supplement the PDF products they already have. Nuance allows organisations to "right size" their investment in PDF. By combining PDF Converter Professional with targeted installations of Adobe Acrobat, organisations 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 saved over \$562,000 at suggested list price by intelligently deploying their PDF technology — graphics professionals receiving Acrobat and the other 95% of the organisation getting PDF Converter Pro.

Skadden has been using PDF Converter Professional since December of 2004. Nuance's support organisation worked closely with MacMillian's team to ensure a smooth roll out 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.

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#### **About Nuance Communications, Inc.**

Nuance Communications is reinventing the relationship between people and technology. Through its voice and language offerings, the company is creating a more human conversation with the many systems, devices, electronics, apps and services around us. Every day, millions of people and thousands of businesses experience Nuance through intelligent systems that can listen, understand, learn and adapt to your life and your work. For more information, please visit [nuance.com](http://nuance.com).

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