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# Adobe® Acrobat®

version  
**5.0**

## Customer & Partner Quotes

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**The best way to  
share documents  
online**

### Customers:

#### AGFA

*Mike Jahn, Senior Product Line Manager, Apogee Systems*

“There are big advances for developers and print publishing professionals in Adobe Acrobat 5.0 software. First, Acrobat 5.0 can display overprints, which is critical from a high-end prepress reliability perspective. This issue has always been difficult for document creators and printers because it was tough to catch overprint errors until you actually went to print. Acrobat 5.0 software eliminates this problem.

“Second, the ability to separate documents from the toolbar is great. From a developer standpoint, we are always trying and comparing things. Previously, the tool bar made it difficult to view multiple documents on the same screen. Now, advances in Acrobat 5.0 software interface let us put several documents up on the screen, while still having full access to the tool bar.

“These features, combined with an enhanced, more intuitive interface, give developers and publishing professionals significant reasons to upgrade to Acrobat 5.0 software.”

Agfa, one of the world's leading photographic and imaging companies, manufactures and markets systems for photography, prepress, and medical imaging processes. The company's systems support digital print publishing workflows that utilize Adobe Acrobat software and Adobe Portable Document Format (PDF). More information on Agfa can be found at [www.agfa.com](http://www.agfa.com).

#### Agilent Technologies

*Carolyn Gibson, Learning Products Manager*

“We have complex products that require highly detailed, graphical documentation. For us, Adobe Acrobat and Adobe PDF have proven to be wonderful tools. We can distribute materials exactly as intended to our employees, who can review and comment electronically on drafts, and to customers, who have instant access to current documentation, regardless of the type of hardware or software that they use.

“With enhanced Web-based functionality that lets users simultaneously review and share comments online, Acrobat 5.0 enables our staff to comment efficiently on draft documents and arrive at a consensus more quickly. Since we view Acrobat as an enterprise solution—something most of our employees rely on in one form or another to work more efficiently—the ability to share and view materials reliably is critical.

“With Acrobat 5.0, Adobe has enhanced a very robust and valuable standard. It integrates seamlessly into our workflow and lets us transmit with confidence any file to viewers. In the end, we save money and can quickly give users more intelligent documents that they can access anytime, anywhere regardless of their hardware or software.”

Agilent is a global diversified company that operates three businesses: test and measurement, semiconductor products, and chemical analysis, supported by a central laboratory. Its businesses excel in applying



measurement technologies to develop products that sense, analyze, display and communicate data.

### **American Graphics Institute**

*Chris Smith, President*

“Digital signatures continue to unlock a number of opportunities for document sharing. They open up a new world for dealing with contracts or signing off on draft documents because users can track whether or not changes were made to Adobe PDF files since signatures were applied. We’re also seeing more people using Adobe PDF forms, which compliment some of the possibilities presented with digital signatures.

“We’re also impressed by the enhanced ability to share comments in Acrobat 5.0. Users can now comment on drafts of documents right in their Web browsers without having to separately launch the full Acrobat application. This further streamlines and speeds document review.

“Another key feature in Acrobat 5.0 is the support for displaying transparent objects— something of great use to the graphic arts community and commercial printers. Adobe PDF is already a popular format for submitting files to commercial printers. Acrobat 5.0 delivers capabilities that further expand the role of Adobe PDF for publishers and printers.”

American Graphics Institute (AGI) is an Adobe Certified Training Provider and has been recognized as a private, licensed school in Pennsylvania that offers approved certificate and diploma programs. AGI works with a number of leading publishers that use Adobe Acrobat and Adobe PDF to streamline print production. In addition, the company serves many of the leading financial companies and government agencies, helping them move large volumes of information online in Adobe PDF.

### **Covici Computer Systems**

*John Covici, President*

With Acrobat 5.0, users have the ability to create Adobe PDF files that are accessible to people with impaired vision. According to Covici, this improvement and the new Acrobat Reader 5.0 open up access to Adobe PDF files to a much broader audience. “The tighter integration of Adobe PDF with Microsoft Active Accessibility (MSAA) is evident.

“I’m now able to use my voice output software to read through documents in Adobe PDF, and the better structure—headings, footnotes, links—of the files could make it easier for MSAA software to point out specific elements of a document.

“It’s an important step because a lot documents, such as those from government agencies, are available predominately in Adobe PDF. The result is that more people now have better access to materials.”

Covici Computer Systems is an IT consultancy that specializes in evaluating technologies to determine their accessibility for people with impaired vision.

### **Digital Constructs**

*Robert Moran, President*

Moran views Adobe Acrobat 5.0 as an “elegant tool” that changes how corporations can handle their materials. “It’s the de facto way that people share and distribute information, particularly in printing environments and corporate settings where document integrity is key.

“Materials in Adobe PDF can be shared easily with anyone online, whether it’s over the Web, e-mail, or a network server. Other technologies don’t offer this flexibility.

“Acrobat 5.0 raises the standard for prepress with better, easier to use options, plus it offers excellent review and comment tools that allow users to be more productive. With improved Web-based functionality, Acrobat

5.0 allows us to simultaneously comment on the same document within a Web browser, a streamlined process that means users can arrive at consensus more quickly.

“There’s nothing else that is as robust or compact for delivering digital information exactly as intended.”

Digital Constructs offers services ranging from modular software development to Web site design to help companies better leverage and communicate their information.

### **J&B Imaging Systems (JABIS)**

*Bryan Fugate, President*

“Adobe Acrobat and Adobe PDF are the standard for moving large volumes of complex, graphically rich documents over intranets and the Web. The compact, searchable files retain the exact look of the originals and are available to anyone worldwide with the free Acrobat Reader.

“Adobe Acrobat 5.0 builds on the ready access that Adobe PDF provides to materials: enhanced support for digital signatures helps move us closer to incorporating online review and signoff on documents within a Web browser, and more network capabilities make it easier to install and manage Acrobat enterprise-wide.

“In addition, since JABIS staff converts so many documents to Adobe PDF, the ability in Acrobat 5.0 to batch process files will save us time and money. We can now customize and perform the same actions—specifying settings, print capabilities—on a large number of Adobe PDF files at the same time.”

JABIS is one of the nation’s leading conversion and electronic document imaging companies. The company uses proprietary software and commercially available solutions to convert millions of pages of documentation to Adobe PDF files.

*Rick Alfaro*

According to Alfaro, it is essential that people with impaired vision have full access to documents in Adobe PDF. “Adobe PDF is a standard for document delivery over the Web. There are countless manuals—technical, those supporting general consumer products—out there on the Web in Adobe PDF. Without an easy way to read these documents, many people with impaired vision can’t get the information that they need.

“Enhanced features in Adobe Acrobat Reader 5.0 software offer new access to these materials. Through its integration with popular screen reader applications, Acrobat Reader 5.0 software lets me open and get information from documents that were previously inaccessible. This is an important step and demonstrates a commitment from Adobe to help ensure that everyone has equal access to information on the Web.”

Alfaro, who is blind, previously worked as an IT consultant and is now retired. He is testing Acrobat Reader 5.0 to see if it meets the accessibility needs of people with impaired vision.

## **Partners:**

### **Authentica, Inc.**

*Lance Urbas, President and CEO*

“Adobe’s enterprise deployment features and increased protection for documents in Acrobat 5.0 are a strong endorsement of the market demand for document security and integrity. Our PageRecall further strengthens these capabilities by giving enterprises the ability to track and recall their sensitive information shared as Adobe PDF files after they have been distributed.”

Authentica, Inc. is the premier provider of information security software that lets businesses and organizations protect intellectual property and sensitive information throughout its lifecycle.

**Communication Intelligence Corporation (CIC)**

*Russ Davis, Vice President of Product Development and Support*

“With global e-signature laws now in place, the combination of Acrobat 5.0 and Sign-it 3.0 will allow organizations to accelerate the move toward efficient and legally binding paperless transactions in their respective markets. Our goal is to provide solutions for our customers that utilize the latest in security technologies to enable them to execute secure transactions and documents electronically whether they are in the office or on the road.”

CIC is the leading supplier of natural input and electronic signature solutions for wireless Internet and e-Commerce applications enabling the world with “The Power to Sign Online.”

**E-Lock Technologies**

*Craig W. Bond, President*

“Assured Office integration into the Adobe Acrobat 5.0 signing feature provides customers with added flexibility, capabilities and security when applying digital signatures to electronic documents. We are very excited to be working with a strong product like Adobe Acrobat 5.0 and believe that this will aid in the rapid deployment of security software with digital signature technologies around the world.”

E-Lock Technologies is the leading provider of Assurance Management software solutions for e-business transactions that assist organizations in their cost effective transition from paper based to electronic based business processes.

**Freedom Scientific Inc.**

*Glen Gordon, Vice President and Chief Technical Officer*

“People who are blind or with low vision will be able to use JAWS to access Adobe PDF files with the same ease as they do with HTML. This can be accomplished without special plug-in requirements by enabling JAWS to gather the information behind the files as it reads it through a speech synthesizer or a refreshable Braille display on a regular PC.”

Freedom Scientific Inc. is a leader in assistive technology products for people with vision impairments and learning disabilities. The company emerged as the largest manufacturer of software and hardware for people with vision impairments in the United States when it was formed by the merger of Henter-Joyce, Blazie Engineering and Arkenstone in early 2000.

**GW Micro**

*Clarence Whaley, Director of Sales and Marketing*

“The efforts of GW Micro, Adobe and Microsoft are impacting the lives of those of us that are blind more than ever before. This revolutionary concept will truly allow more persons who are blind to enter the workforce.”

GW Micro, a Fort Wayne, Indiana-based adaptive software company, is committed to producing the most reliable screen reader available for people who are blind or visually impaired by allowing them to hear (with speech synthesis) and feel (via refreshable Braille displays) the Microsoft 9X and Me Windows operating systems.

**Internosis**

*Richard Warren, Chief Strategy Officer*

“From the end user perspective, integration with Microsoft’s Office suite is virtually seamless with Acrobat 5.0. From an enterprise perspective, we’ve worked very hard with Adobe to make even large-scale deployments incredibly easy through very tight integration with Systems Management Server. Release 5.0 really takes Adobe Acrobat and the Portable Document Format to the ‘enterprise-level’ and establishes a new, higher bar for document portability across platforms.”

Internosis delivers Microsoft-centric e-business solutions that strengthen customer relationships, increase productivity, facilitate faster and more effective decision-making and enable sustainable competitive advantages.

**InterTrust Technologies Corporation**

*David Ludvigson, President*

“InterTrust’s DRM infrastructure embedded into Acrobat 5.0 provides businesses and publishers the maximum flexibility and management of their content. We look forward to the continued development of a broad array of future products and services resulting from our strategic and long term partnership with Adobe Systems.”

InterTrust Technologies Corporation is the leading developer of peer-to-peer, distributed digital rights management (DRM) technology. Its general-purpose DRM trust platform serves as a foundation for trusted peer-to-peer and client server e-commerce.

**Movaris**

*Steve Yankovich, President*

“Acrobat 5.0 adds an exciting new dimension to our Office Courier solution and makes moving paper-based processes to the web a reality. Adobe is not only a partner, they’re also a customer and use Office Courier for their core business processes worldwide.”

Movaris is a privately-funded company that provides the fastest path to web-enable business processes for organizations of all sizes.

**VeriSign, Inc.**

*Bob Pratt, Director of Marketing*

“Our customers are constantly looking for ways to use the Internet to streamline their business processes. Through the integration of our digital signature technology with Adobe Acrobat 5.0, businesses of all sizes will now be able to exchange signed documents in electronic format with the same binding validity as is they were in paper form.”

VeriSign, Inc. is the leading provider of trusted infrastructure services to Web sites, enterprises, electronic commerce service providers and individuals.