



# Adobe Acrobat 5.0: Engineers & IT Quick Tips

## Target engineering workgroups with Adobe Acrobat 5.0 and bring in significant sales

Acrobat 5.0 software is a great tool for your engineering and IT customers because it enables them to reliably and securely manage technical documents and distribute them—across multiple platforms and applications—to colleagues, customers, and outsource partners such as vendors and suppliers. Acrobat also helps them complete projects on schedule by accelerating the document review, mark-up, and approval process. As a result, productivity is increased, administrative tasks are reduced, and development time is maximized.

### Key Selling Points

#### 1. Reliably exchange documents with colleagues, customers, and outsource partners

- Take advantage of a reliable, universal file format to exchange specifications, drawings, and other technical documents. Anyone with the free Adobe Acrobat Reader® software can open Adobe PDF files across a broad range of hardware and software.

#### 2. Ensure document integrity and security

- Maintain the technical accuracy of documents in an electronic format; Adobe PDF files look and print exactly as intended with all formatting, fonts, charts, tables, drawings, and symbols intact.
- Protect intellectual property and important information by restricting document access, modification, printing, and repurposing.

#### 3. Manage documents more efficiently

- Collaborate more efficiently with customers, suppliers, vendors, and colleagues by converting AutoCAD, Microsoft Project, and Microsoft Visio documents to Adobe PDF files that anyone with Acrobat Reader can open regardless of hardware, software, or software version.
- Cut administration and facilities costs by storing technical documents as Adobe PDF files that are easy to search and locate.
- Combine multiple specifications and reports into one compact file for distribution to colleagues, customers, vendors, and suppliers.

#### 4. Increase productivity and complete projects faster

- Accelerate the document review and approval process with electronic mark-up capabilities.

