

**foxit**

# **VOLVO CARS SUCCESS STORY**

**V O L V O**



**CASE STUDY**

## CHALLENGES

The Volvo Car Group wanted to reduce the cost of their existing PDF solution and to simplify the license model. They needed their new solution to provide all the features that they depended on in their old solutions, such as creating, annotating, and editing PDF documents and forms. They required a single, easy to deploy PDF solution that they can standardize across all their business units, including the design, manufacturing, finance, marketing, and sales organizations. They also needed it to be ISO-32000 compliant so it will work with all their existing PDF files.

“We had a number of different PDF products, but mostly Adobe Acrobat Professional,” said André Collin, Software Asset Manager for The Volvo Group. “We needed to reduce our PDF expense, both from a financial standpoint and an IT management standpoint. Therefore we needed to standardize on one PDF solution that is more economical.”

## FOXIT SOLUTION

While evaluating the Foxit solution, The Volvo Car Group was immediately impressed with Foxit PDF Editor's high performance, good conversion quality, and that the resulting PDF files were smaller in size, which reduces disk space and makes them easier to share. After going through an extensive assessment, The Volvo Car Group decided to go with Foxit PDF Editor.

“All users that had a product equal to Acrobat Professional got their product replaced with Foxit PDF Editor,” said André. “The only difference was that this new solution is more cost effective and has a better and easier to manage licensing model.”

To find their new solution, The Volvo Car Group elicited the help of United ADDins, software reseller which supplies quality software backed by extensive technical expertise to enterprise, business and government customers globally. “We were really pleased to help Volvo Cars do the Acrobat replacement and significantly save on their Adobe licensing cost,” said Borivoje Bogatinov of United ADDins. “They now have Foxit PDF Editor as a standard PDF tool globally that everyone is really happy with. Since it is fast, lightweight, compatible with existing PDFs, and provides good user experience - end users are quickly accepting it.”

### Company Overview

The Volvo Car Group's global success is driven by making life less complicated for people, while strengthening their commitment to safety and the environment. The first mass-produced Volvo car rolled off the production line in Gothenburg in 1927. Since then, Volvo Car Group has delivered a steady stream of Volvo models equipped with world-leading innovations. Today, Volvo is one of the most well-known and respected car brands in the world with sales in about 100 countries.



## **RESULTS**

Foxit PDF Editor has become an effective solution to improve The Volvo Car Group's workflow processes. It enables them to:

- Efficiently implement their paperless offices workflows, such as creating, scanning, modifying, organizing, and compressing PDF documents.
- Reduce their overall operation costs and provide easier licensing.
- Reduce time to open, view, and edit PDF files.
- Quickly and easily deploy a standardized PDF solution across all business units. Painlessly migrated end users and existing environments.