



# FOXIT LICENSE MODEL SAVES IKB MONEY



**CASE STUDY**

Almost all businesses use some form of PDF editor, and IKB Deutsche Industriebank AG is no exception. In 2011, the company switched from Adobe Acrobat to Foxit Software's PhantomPDF, saving significantly on maintenance costs as a result. The software interface is also more closely aligned with Microsoft Office, which has pleased users.

IKB, based in Dusseldorf with subsidiary offices in Berlin, Dusseldorf, Frankfurt, Hamburg, Munich and Stuttgart, employs around 1,430 people. The majority of them – 800, to be exact – use a PDF editor as part of their work. Until 2011, this was Adobe Acrobat. At this point, when it came time to renew the license, IKB's team leader for Office Communication and Collaboration, Martin Behrendt, took the opportunity to look for alternatives. Searching online, he came across PhantomPDF, a user-friendly PDF editor with a full range of functionality at a very persuasive price. It offers tools for collaborating on and creating PDF files, as well as editing, commenting, approval, security, organizing, exporting, text recognition (OCR) and signing tools for PDF documents and forms. The software complies with ISO standard 32000/PDF 1.7 and works with all existing PDF documents and forms. This means that businesses can migrate to PhantomPDF at any time, with the process costing much less than an upgrade to the latest version of Adobe Acrobat.



**IKB is based in Dusseldorf.**  
**Image: IKB Deutsche Industriebank AG**

### **About IKB Deutsche Industriebank AG:**

IKB Deutsche Industriebank AG supports medium-sized enterprises and private equity funds with loans, risk management, capital market services and advisory services. IKB has had close ties with German companies and entrepreneurs since it was founded in 1924. The bank's business model is based on stable, long-term customer relationships and a pronounced understanding of issues affecting medium-sized enterprises.

IKB provides online products to private customers including overnight loans, fixed-term deposits, income plans and an exclusive securities range. These products are used by over 80,000 customers.

[www.ikb.de](http://www.ikb.de)

The attractive license model convinced not just Martin Behrendt, but also the pilot group, which is why IKB ultimately chose Foxit's solution. Users convert Office documents into PDF files, remove pages from PDFs or move them around within the document – and more besides. "The switch did not go quite as smoothly as we had imagined, however", said the team leader. "There were a few difficulties in using the tool and on the technical side." However, with support from Foxit, these issues were eventually resolved. "The support team always responded quickly with useful strategies," said Martin Behrendt. IKB also benefited from the extensive range of tutorial videos on Foxit's website demonstrating the most important PhantomPDF functions. These

kept training costs to an absolute minimum. Additionally, it helped that functions are available through a context-sensitive ribbon just like in Microsoft Office. Since Office is a major tool for the company, this was another plus point compared to Acrobat.

IKB now uses version 8.3 of PhantomPDF and is very satisfied with it. "Above all, we would still like to see improved integration with SharePoint, such as direct editing of PDFs," said the team leader.

"Quicker release times for the German-language version would also be good." Foxit has now acquired a European subsidiary based in Berlin to ensure faster release times in future.

