

GOODFELLOW BROS., INC.

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Company Overview

Goodfellow Bros., Inc. (GBI) is a family-owned business with more than 90 years of experience in the construction industry. They have earned a reputation for professionalism and integrity that reflects their longstanding commitment to the individuals, businesses, and resources of the communities which they live and work. For nearly a century, GBI has transformed regions across North America and abroad and cultivated a culture of innovation, and as a result, they have emerged as an industry leader in modern construction technologies.

Challenges

GBI was searching for a PDF solution that automated their business processes to be more efficient and cost effective. A lightweight and fast PDF reader was what Ron Campbell, IT director at GBI, was looking for when he came across the Foxit Reader back in 2009. The previous PDF reader they used was too heavy and slow, users had to wait too long to open the large PDF files they frequently used. "It was very tough to open and view a large document with this previous PDF provider," said Ron Campbell. "Now we can open all our documents quickly, even when the networks connections aren't great."

Three years later, Ron and his IT department were facing a similar challenge but this time with his account payable, accounts receivable, and bidding departments. They were implementing a paperless office workflow process that required a powerful solution for scanning, converting, combining, organizing, and compressing their PDF documents.

Additionally, there were many employees whom worked in the field with laptops and other mobile devices that had to remote desktop into corporate servers to open, edit, and annotate large PDF documents, often through low-speed WAN connections. Therefore, it was crucial to get a high performance and lightweight PDF solution.

Foxit Solution

When Campbell and his team were evaluating Foxit PhantomPDF, they found the page panel to be very helpful to drag and drop pages from scanned and softcopy documents to modify existing PDFs and to create new ones. The Foxit solution works with all of their existing PDFs and with PDF documents they receive from partners and customers, including those that are PDF/E compliant. This made their paperless office process extremely efficient and easy to implement.

The combination of Foxit Reader, Foxit PhantomPDF, and Foxit Mobile were extremely easy to deploy and exhibited high performance in both corporate offices and from mobile devices at construction sites - even when working with large files across WAN connections. "This is a solution where less is more – it cost less money, takes less time to open documents, and has less weight (smaller footprint)," says Ron Campbell. "It was more cost effective to move to Foxit than stay with our previous provider, so the finance department loves the solution. Foxit is now the de-facto standard for PDF, everyone has Foxit on their systems."

Training was crucial to minimize the learning curve and ensure a successful implementation of the product across the company. The Foxit training program was divided into three sessions (basic, intermediate, and advanced) and covered all GBI workflows. "I was surprised that I didn't have to push Foxit internally, it sold itself. When people tried the product after the training, they liked it even more." said Ron Campbell.

Results

The Foxit solution was an easy decision for GBI – it enables them to:

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