Foxit

FOXIT PDF EDITOR'S WARM WELCOME AT CALIFORNIA PACIFIC HOMES

CALIFORNIA PACIFIC HOMES

CASE STUDY

A DOCUMENT-INTENSIVE ENTERPRISE

Dave Tomita, Director of IT for California Pacific Homes since 2013, has seen his share of paperwork, both hard copy and digital. His company develops residential properties in and around Irvine, California, where their people on the ground are mostly site managers. "We have to contract with hundreds of different vendors to do the work," he explained. "In addition, we sell the houses, so we're creating sales contracts for people who are going to buy them."

For a 50-person company looking to expand its footprint in the market, this was a tall order. It affected many design documents, reports, and contracts created by and for engineers and architects, superintendents and contractors, real estate agents, and homebuyers. An as California Pacific's IT Director, Dave is invested in finding a standardized PDF tool that works efficiently across the enterprise.

TOO MANY NEEDS, TOO MUCH SOFTWARE

"We'd been using a mix of Nitro PDF and Adobe Acrobat," Dave recalled. "With Adobe, you name it, and we were running it: Versions 10, 11, 2017. But engineers want to make changes to the drawings, and they just can't do that with Acrobat. Nitro could do it, but Nitro had a problem with it being really slow, especially with multi-layered architectural renderings.

"With Nitro," he added, "one of the biggest problems was when they changed their model to subscription-based. We don't like leasing things. And so we started to look at different kinds of products. With 20/20 hindsight, we were happy that Nitro changed their pricing model, because if they hadn't, we would never have known that Foxit even existed."

About California Pacific Homes

Irvine-based California Pacific Homes creates residential opportunities defined by architectural integrity, extraordinary craftsmanship, and positive connections with future homeowners. Their homes harmonize with locales and neighborhoods, and they take pride in their commitment to innovation, fresh ideas, and forward thinking.

Poised for growth, the company tasked Director of IT Dave Tomita with finding a more efficient, enterprise-wide document integration system. He had to meet the needs of a 50-person team dealing with hundreds of contractors and vendors and thousands of homebuyers. Dave found a surprisingly easy solution in Foxit PDF Editor. It was an easy transition from the company's previous software and accessible for all stakeholders to use.

EASY INTEGRATION

Dave found Foxit via Google search. "When we started looking at products to generate and render PDFs, Foxit PDF Editor popped up pretty high on the list," he said. "So I thought, 'Let me see what the actual tool looks like.'"

When Dave reviewed Foxit PDF Editor, he found that it combined the pricing model of Nitro and the interface of Adobe Acrobat. As Director of IT, he appreciated the business benefit of a standardized PDF tool that could work across the enterprise. "We have integration within Foxit PDF Editor, pushing documents out and pulling them from wherever they are," he said. "So whether we're doing purchasing, or sales with homebuyers, or markups with architecture firms, Foxit is how we want to go."

Dave also enjoys the perpetual licensing strategy that Foxit offers. "Look at the total cost of ownership for Foxit versus the other tools," he added. "Because of the pricing model, I could deploy Foxit across the entire enterprise. Even the people who don't have a PDF tool can use it. I can just deploy it everywhere."

THE POWER OF INTEGRATION

Dave described implementing Foxit as smooth sailing. "From an accounting and sales perspective, everything's still all paper," he observed. And because California Pacific Homes is a contract-intensive business, most of the questions he heard were about DocuSign. "I gave a five-minute tutorial," he told us, "and they were off and running, using the DocuSign integration to do their contracts. And for them, seeing a clear one-button integration point between Foxit and DocuSign was like cracking open the door for them to do things electronically."

He also explained how customers are benefitting from Foxit PDF Editor. Because California Pacific also sells the homes it builds, sales agents constantly strive to improve how they serve and support the homebuyers. One example is an evaluation form that, in the past, had sometimes been lost in the shuffle. "And now," said Dave, "rather than having them just reply to an email from the sales office, we can send a PDF that has the form already on it. They just fill in the information, save it, and send it back."

INCREASED PRODUCTIVITY

By eliminating the variables of Acrobat and Nitro, Dave's load of support calls has gone way down. "It'll never be zero," he admitted, "but it's approaching zero. After showing people how DocuSign integration works, that alone probably saves ten minutes per contract." By his estimate, that adds up to one or two hours weekly per person across the company. The cumulative time saving is significant in an industry that runs on purchasing contracts from 35 to over 100 pages each.

"I can't overemphasize the huge productivity increase of folks integrating with DocuSign," he went on, "or how happy the purchasing and sales agents are with being able to stay in Foxit PDF Editor. It's been a surprisingly smooth transition to this software. Given that I have to support many other products and modules, this has been one of the easiest implementations I've had. So, hats off to Foxit. It's been great."

Foxit
39355 California Street, Suite 302
Fremont, CA 94538, USA

Sales: 1-866-680-3668
Support: 1-866-693-6948
Or 1-866-MYFOXIT

Support Center
www.foxit.com

© Foxit Software Incorporated. All Rights Reserved.