



Global nonprofit helps itself to a more cost-effective PDF solution

Foxit PhantomPDF *Business* offers more bang for the buck

As a nonprofit with around 5,000 employees scattered across the globe, FHI 360 faces unique budgetary challenges. Unlike corporate entities, most of the philanthropic organization's funding comes from other charitable groups, multilateral organizations and a host of federal and local government agencies. As a result, spending is closely scrutinized to ensure more funds go to helping those in need, and not into operational costs.

When the organization learned it would have to replace its current Adobe Pro software, Keith Melton, ISS Director, was tasked with finding a new PDF software solution. That meant identifying replacement software with the powerful features employees needed while meeting the nonprofit's budgetary compliance requirements.

Current vendor mandates a switch

"We learned that Adobe would no longer support Adobe Pro 10," Len Curry, IT Project Manager, explains. "Adobe asked us to move to one of their cloud-based subscription options, but the price point just wasn't feasible for an organization like ours."

Len decided the time was right to investigate other options. Ultimately, the choice came down to three PDF solutions: Foxit PhantomPDF *Business*, and two products from competitors, Nitro and Nuance. Top on the trial team's wish list? Avoiding a move to the cloud and paying the resulting subscription fees.

"We eliminated one vendor purely based on pricing. This vendor wanted us to switch to a subscription-based model, which wasn't sustainable based on our funding," he explains. "As for the other vendor, we had issues with the user environment and the overall experience. The performance just wasn't there."

A full-featured PDF solution up to the task

For four decades, FHI 360 has conducted research in everything from nutrition to technology to economic development, sharing its insights with communities it empowers to make meaningful changes. FHI 360 operates in more than 60 countries, including every state in the U.S.

The nonprofit's goal is to help individuals, families and communities help themselves through a variety of philanthropic initiatives.

Keeping software costs down without giving up functionality is a key objective. So when it was time to consider a new PDF solution—and after reviewing a slew of options—FHI 360 chose Foxit PhantomPDF *Business*.

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foxit CASE STUDY

FHI 360 decided to go with PhantomPDF *Business* because it offers the features staff rely on, in addition to being priced within their budget. The nonprofit signed up for 960 licenses for users across the U.S.

“When testing Foxit PhantomPDF *Business*, the price-to-performance ratio on the software really stood out,” Len says. “The overall user feedback we received from our Foxit test group was incredibly favorable.”

Advanced features included in the price

With projects as wide-ranging as helping at-risk youth in Washington, D.C. to supporting cutting-edge research to end HIV, FHI 360 has to meet varying needs and regulations of numerous agencies it partners with. To put the nonprofit’s programs into action as efficiently as possible, the team needed the advanced editing and security features available through Foxit PhantomPDF *Business*.

On any given day, proposal teams may send multiple drafts to government agencies, while Human Resources may convert Microsoft Word health benefit forms into PDFs requiring editable text boxes and fields. Given the legalities involved with its charitable efforts, the ability to securely sign and save documents is also paramount. “The signature feature was a win,” explains Curry. “Some of our staff use it exclusively for that.”

A seamless transition to Foxit

To date, about 660 employees in the U.S. have switched to Foxit PhantomPDF, with plans to add another 50 users domestically and 250 users internationally. With about a week to make the switch, users are enjoying the same functionality of their previous solution, and have lost no time collaborating with colleagues on their far-reaching philanthropic endeavors.

FHI 360's ability to have a positive impact on the lives of people around the work is often complex. It requires partnering with government, civil and private sector players. Not to mention sharing, editing, and securing an array of important documents. The decision to upgrade from Adobe to Foxit was a hugely important one for the nonprofit.

Transitioning from Adobe to Foxit went smoothly, according to Len. “In general, once I tell typical vendors we have a deal, they quickly disappear,” he explains. “But with Foxit, this has absolutely not been the case. We only had a few questions—maybe 10 total—and the Foxit rep was responsive, answering every question right away. We couldn’t be happier.”



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