

Improving Efficiency

with your remote workforce

Tim Jefferies – Director of Sales – Enterprise Automation – Foxit Software

Things Have Changed...



Documents Replace Paper

- New Documents
 - 2019: 43% Paper
 - 2025: 25% Paper

Business Pain

- Increasing Compliance Risks
- Inefficient Business Processes
- Increasing Exception Costs

² Source: InfoSource - Capture 2019 Conference



Broad Cloud Adoption

- Enterprises use
 - 83% of workloads by 2020
 - 50% spend >\$1.2m on cloud/year

Business Pain

- High Storage Costs
- Unpredictable Access Fees
- Painfully Slow Migrations

Source: Cloud Adoption Statistics for 2020



Everyone is Remote / Mobile

- Remote Work has been growing for years
 - 159% growth in past 12 years
 - 81% need mobile access to documents

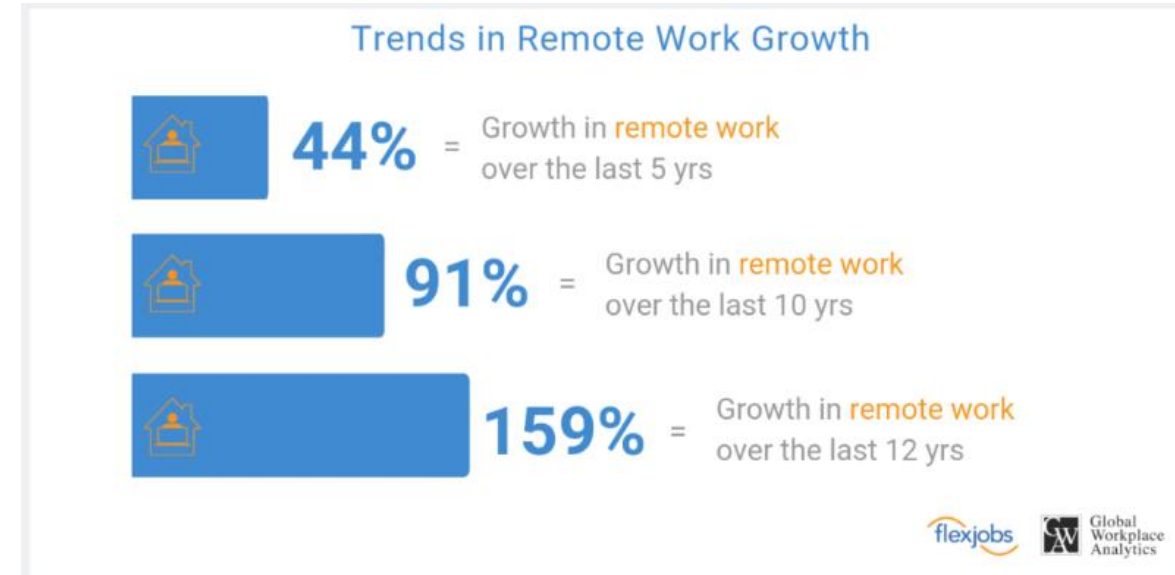
Business Pain

- Internet Bandwidth Varies
- Slow File Open Times
- Slow/Unable to Upload

Source: FlexJobs & Global Workplace Analytics Report
Source: Why ECM Is Essential for Your Business

Remote Work has been growing for years

- Growth has been seen in a variety of industries
- **Public, private, and non-profits**
- Highly sought after employee benefit
- Many organizations have systems in place to implement remote work



Faster Access to Files for GE Water and Power

Poor Employee Efficiency

- Remote site bandwidth slow
- Significant time wasted for large, critical documents to download

Objective

- Standardize on web optimized searchable PDF file format
- Compress documents to improve access performance

Result

- ~45% file size reduction
- File open times reduced from 3–5 minutes to <30 seconds

Keeping Documents in the Original File Format

High IT Costs/Overhead

- Maintain multiple document viewers

Objective

- Standardize on PDF to eliminate viewers

Result

- Costs/Overhead eliminated

Risk/Liability

- Can I find everything?
- Will files open in 10 years?

Objective

- Make content searchable via searchable PDF/A

Result

- All content is searchable and long-term archive ready

Poor Efficiency

- Slow document access for remote & mobile users

Objective

- Compress documents to speed up document access

Result

- 55% file size reduction speeds up access by 55%

Compress Over 1 Billion Images per Year

High Storage Costs

- Storage and back up requirements not met
 - Mortgage documents need to be retained for as much as 37 years

Objective

- Optimize process and compress images to limit additional storage costs, and improve overall efficiency

Result

- ROI achieved within one year
- Direct integration with existing workflow
- 1.25 billion images compressed within a year without downtime

How Small is Small?

Compression Example – Bitonal Invoice

Original TIFF image – 141 KB

Compressed PDF – 34 KB

Searchable PDF – 76% smaller

King Tools Inc
ACCOUNTS PAYABLE

King Tools Inc
PO Box 3915
Burke, VA 34153

DTI PO Number: 74381888 Sales Rep: JAVIA POBITION
Per Sales: 000000-0133 Sales Fax: 877234-4108
Per Customer Number: 000000-0133 Per Technical Support: 000000-0133
CST Online: <http://www.dti.com>

Customer Number: 01403104 Purchase Order: 034389
Order Number: 0043379 Order Date: 03/07/10
14 01 0 01 0 1

Invoice Number: 100001778 Invoice Date: 03/07/10
Payment Terms: NET 30 DAYS Due Date: 04/06/10
Shipped Via: UPS COMMERCIAL Weight Number:

SHIP TO:
King Tools Inc
Route 100 Stop 42
Burke, VA 34153

SOLD TO:
King Tools Inc
PO Box 3915
Burke, VA 34153

ACCOUNTS PAYABLE:
King Tools Inc
PO Box 3915
Burke, VA 34153

PLEASE REVIEW IMPORTANT TERMS & CONDITIONS ON THE REVERSE SIDE OF THIS INVOICE

Order	Shipped	Item Number	Description	Unit	Unit Price	Amount
2	2	310-8094	3110cn 8,000 Page Cyan Toner Cartridge	EA	214.99	429.98
1	1	310-8098	3110cn 8,000 Page Yellow Toner Cartridge	EA	229.99	229.99

DTI DETACH AT PERFORATION AND RETURN WITH PAYMENT

MAKE CHECK PAYABLE/DEBIT TO:

DTI INC.
PO BOX 60000
DALLAS TX 75260-4001

Invoice Number: 100001778
Customer Name: King Tools Inc
Customer Number: 01403104
Purchase Order: 034389
Order Number: 0043379

DTI INC.
PO BOX 60000
DALLAS TX 75260-4001

000X3PN777KL000000065571400822112799

(Rev 11/09)

PO Box 3915
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PLEASE REVIEW IMPORT

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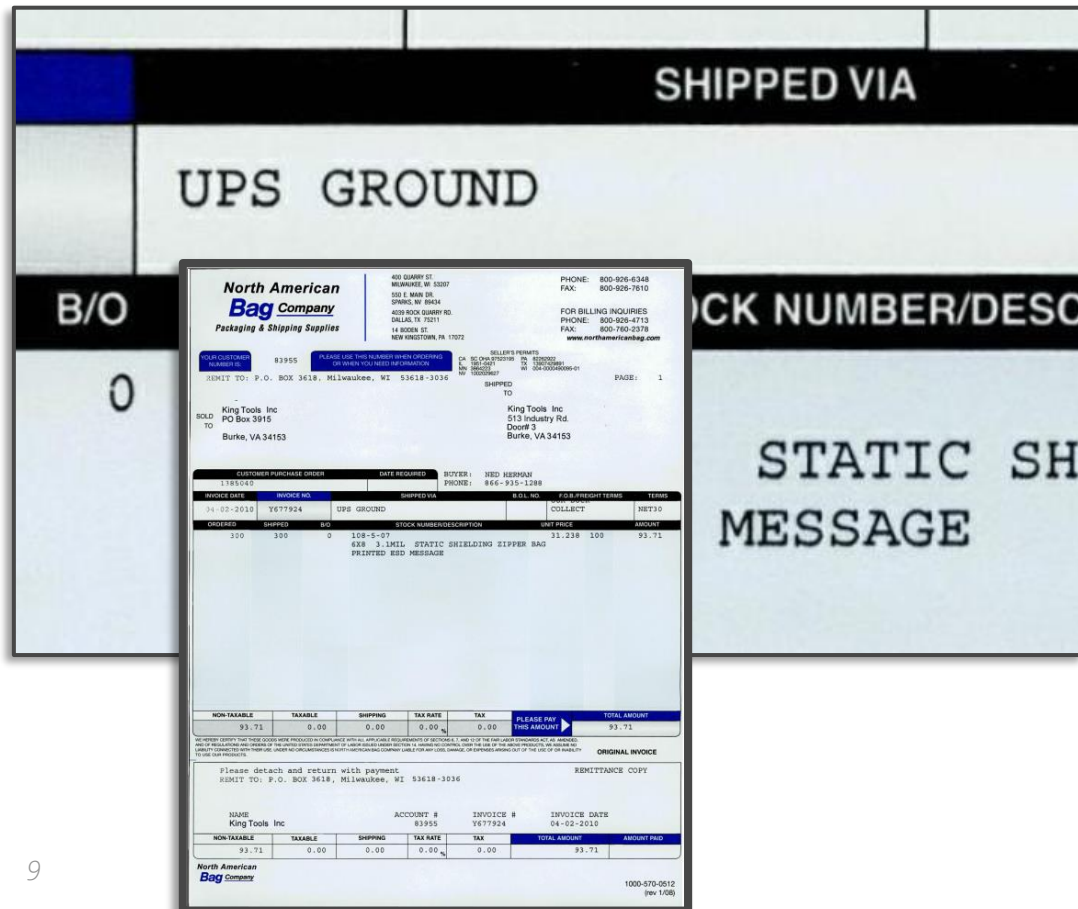
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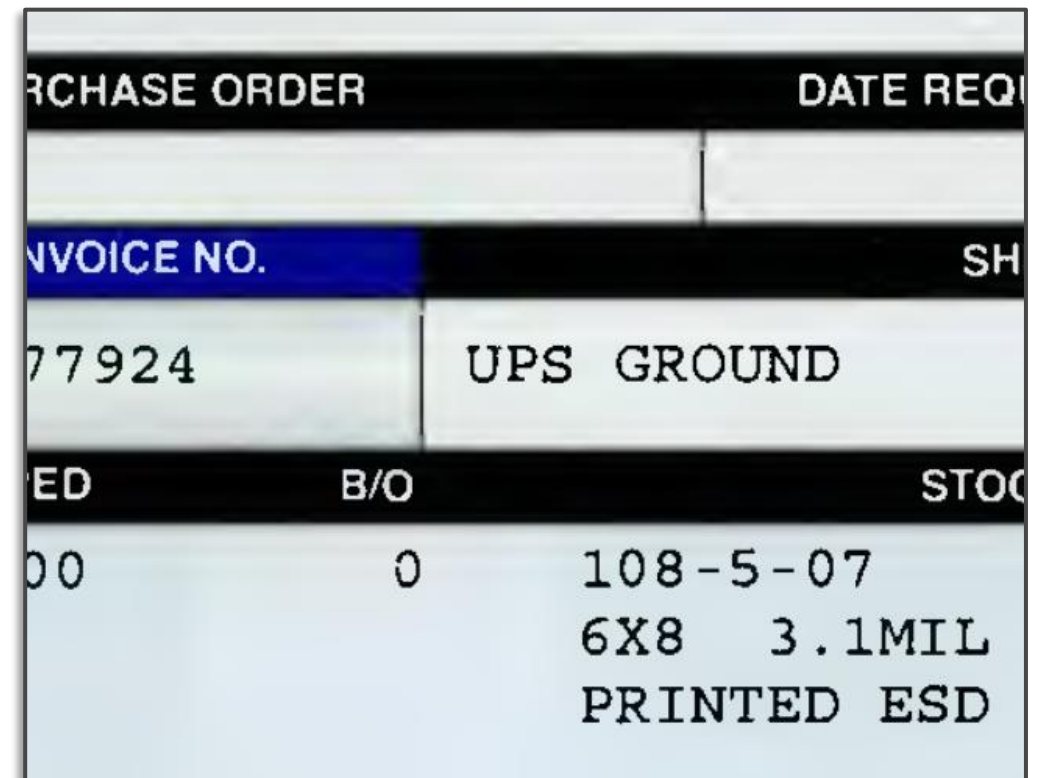
Compression Example – Color Invoice

Original TIFF image – 526 KB



Compressed PDF – 39 KB

Searchable PDF – 93% smaller



Compression Example – Color Invoice

Original JPEG image – 7,029 KB



Compressed PDF – 60 KB

Searchable PDF – 99% smaller

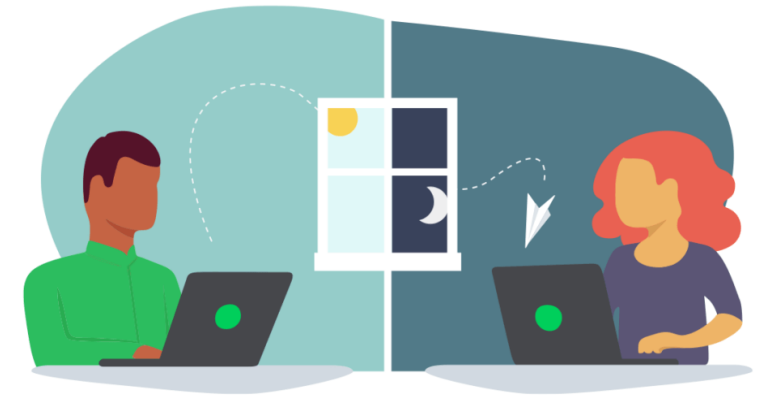


Remote Worker Productivity Problem

- ❶ Poor Connectivity is Often Underestimated***
 - thousands of hours lost waiting for documents to open

- ❷ Businesses are Impacted in Multiple Ways***
 - Poor customer satisfaction
 - Missed business SLAs
 - Customer & revenue loss
 - Increased labor costs

- ❸ 50% Faster Document Access***
 - Reduce file download times via advanced document compression
 - Speed up file open times via linearization
 - Speed up content access by making files searchable



Business Justification

Slow remote file open time – Productivity Loss Estimator



Lost Productivity Estimation	Current Situation	Future Potential
Number of seconds lost due to the delay	3	1.5
Number of times the delay occurs per day	100	100
Number of Employees Performing the delays	200	200
Employee Cost per Hour	\$ 30.00	
Number of Workdays per Year	200	

Cost of Lost Productivity	Current Costs	Future Costs	Productivity Gained
Number of Minutes Lost per Day per Employee	5.00	2.50	2.50
Number of Hours Lost per Day per Employee	0.08	0.04	0.04
Number Hours Lost per Year per Employee	16.67	8.33	8.33
Total Team Hours or Productivity Lost per Year	3,333	1,667	1,667
Total Lost Productivity Cost per Year	\$ 100,000	\$ 50,000	\$ 50,000

Business Justification

Document Storage & Egress Cost Estimator



Document Storage/Egress Costs

Compression Results (in percent)	45%
Current Document Storage/Egress (in terabytes)	50
Annual New Document Storage/Egress (in terabytes)	10
Annual Growth to New Document Storage (percent)	10%
Document Retention Period (in years)	20
Cloud Storage/Egress Cost (per year)	\$503.00

Total Document Storage/Egress Costs	Year	Current Costs	Future Costs	Savings
Total cost of Document Storage/Egress Year	5	\$ 159,530	\$ 87,741	\$ 71,788
Total cost of Document Storage/Egress Year	10	\$ 339,682	\$ 186,825	\$ 152,857
Total cost of Document Storage/Egress Year	15	\$ 553,047	\$ 304,176	\$ 248,871
Total cost of Document Storage/Egress Year	20	\$ 819,903	\$ 450,946	\$ 368,956

But I pay for broadband at home...

More people are home

- Companies like Netflix are downgrading video quality*
- eLearning is taking place for the first time ever

Solve the problem at it's core

- Leverage advanced document compression
- Speed up file open times with web optimization



Problems You can solve with Foxit

- 🔗
Business Efficiency Improvement
 - Speed up content access via faster document access
 - Reduce business process exceptions via content normalization
 - Shrink files so that they can be emailed/uploaded/submitted
 - Provide access to all content via searchability
- 🔗
Cost Reduction
 - Reduce cloud egress & storage costs
 - Reduce license costs via conversion/viewer consolidation
- 🔗
Risk Reduction
 - Prevent regulatory compliance concerns due to file format issues
 - Prevent downtime via fault tolerance architecture
 - Secure content via encryption/password protection
 - Protect IP via watermarking
 - Protect PII and other sensitive information via redaction
- 🔗
Technical
 - Complex mass document conversion/compression use cases



Who can benefit from our solutions?

• Millions or Billions of

- Invoices, Claims, Bills of Lading, ...
- Paper Documents Waiting to be Scanned
- Documents to be Migrated
- Documents in Older Systems that Should be Decommissioned

• Large Files

- Reports with 1000s of Pages
- Photos
- Engineering Drawings, Maps

• Cloud Bound Customers

- Cloud Access & Storage Cost Savings

• Distributed Customers

- Remote Access Slows Business Productivity



Advanced Document Compression

Industry's Best OCR and PDF Compression / Conversion and OCR Automation Software

- Convert and Compress Documents to
 - Reduce Size by 50% or More
 - Transfer/Open 50% Faster
- Shrink Mass Files for Emails
- Speeds up migration projects
- Lowers total cost of ownership of cloud implementations





Do More With Documents

Improving Remote Office Efficiency