



KONICA MINOLTA



# KOFAX POWER PDF

CLEANS UP EDITING AND DOCUMENT  
MANAGEMENT FOR WASTEWATER  
TREATMENT EQUIPMENT SALES

**KOFAX** 

Giving Shape to Ideas



KONICA MINOLTA



## SUMMARY

Wastewater treatment plants are feats of engineering, complete with complex schema. For independent sales representatives focused on providing them with the best equipment to keep the plant running smoothly, that means managing large technical documents that contain detailed proposals. Doug Borkosky, Sales Engineer at Baker & Associates, handles the entire Western Ohio territory, representing approximately 20 wastewater treatment equipment manufacturers, preparing submittal documents, and ensuring that all the questions of stakeholders in the projects—from plant owners to consulting engineers and contractors—are answered.

Managing these on paper would be nearly impossible, especially since Borkosky is often on the road and working remotely. Early on, when he began his position with Baker & Associates, he immediately identified the need for a PDF management solution that would allow him to create, edit and manage large technical documents.

## WEB SEARCH YIELDS POSITIVE RESULTS

As many do, Borkosky first looked at a popular PDF software package that had the functionality he needed—but a cost he couldn't stomach. He then turned to a web search engine, which yielded alternatives, including Kofax® Power PDF. After reading the positive feedback regarding functionality, Borkosky was ready to give it a go. Borkosky has used Power PDF for approximately six years and recently upgraded.

In Power PDF, Borkosky found the functions he needed, the top being document assembly view. "When I prepare a technical document for submittal, I need to bring together up to 30 source documents into one PDF," he said. "The document assembly functions in Power PDF give me the ability to enter and replace pages."

Bookmarking is also a must for redlining, and the comment tools in Power PDF allow Borkosky to do this quickly and easily

**KOFAX** 

Giving Shape to Ideas



KONICA MINOLTA

## SAVING COSTS AND TIME FOR BETTER CUSTOMER SERVICE

The biggest benefit for Borkosky is being able to meet and exceed the minimum standard of quality and format in documents that his customers and consulting engineers expect. The document assembly features and comment tools in Power PDF help produce great content.

“I think the interface for the document assembly and bookmark tools are easy to understand and work very quickly,” he said. “I can also say I have not had any issues with reliability or the integrity of the program—no crashes, no silly errors.”

Cost savings are also significant. If Borkosky had gone with another solution, over the course of the license of the software, he estimated that it could cost him four times as much. “Power PDF is functionally rich enough to meet the demands of my sales and engineering roles,” he said. “Because it is offered with a one-time license fee and priced reasonably, it was attractive to my small business.”

## CHALLENGE

- Manage large documents
- Create editable documents to prepare for submittal and review
- Electronically sign contracts and purchase orders

## SOLUTION

- Kofax® Power PDF

## RESULTS

- Cost savings of at least 4x the cost of the competitor’s product
- Can save documents directly as PDFs and edit
- Meets and exceeds minimum standard of quality and format that clients and consulting engineers expect in documents
- Able to quickly bring together dozens of documents into one PDF



**“IN MY HIGHLY ACTIVE MARKETING AND ENGINEERING ROLE, KOFAX POWER PDF ADVANCED GIVES ME A BROAD AND SOLID PALETTE OF TOOLS TO MEET THE DEMANDS OF MY DOCUMENT MANAGEMENT AND COMMUNICATION NEEDS. MY BUSINESS RELIES ON QUICKLY AND EFFECTIVELY GETTING INFORMATION IN AND OUT OF MY CARE AND CUSTODY, AND POWER PDF IS THE KEY TO COMBINING, EDITING, AND SECURING THOSE DOCUMENTS THAT MY CUSTOMERS NEED.”**

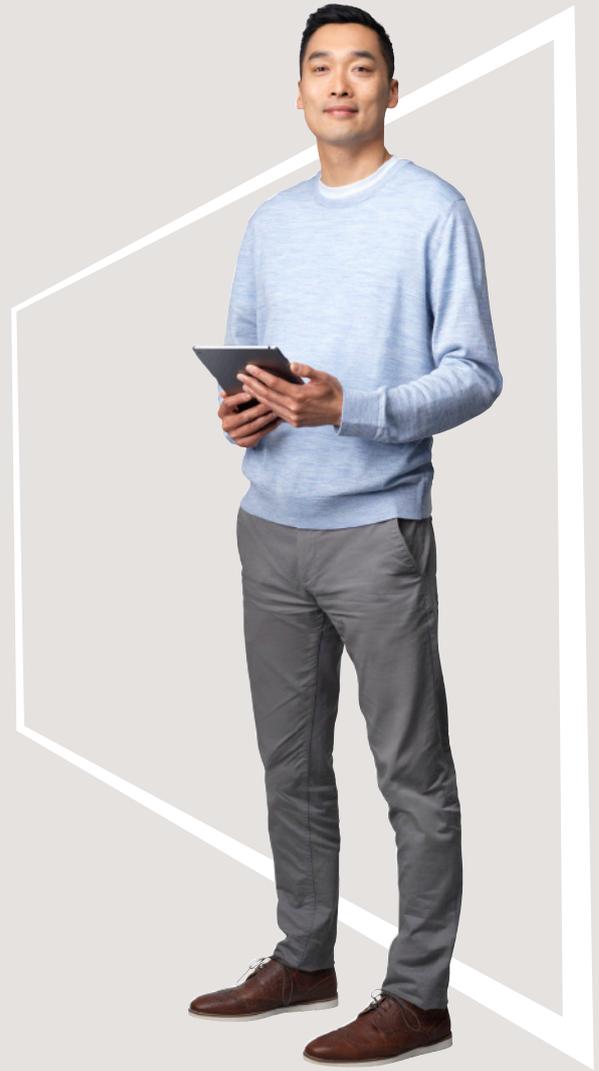
Doug Borkosky,  
Sales Engineer Baker & Associates

**KOFAX** 

Giving Shape to Ideas



KONICA MINOLTA



**KOFAX** 



## LET'S TALK

Contact us to find out how our document management system will help your business increase efficiency, reduce cost, become more agile and ultimately focus on delivering an enhanced customer service

[info@konicaminolta.co.uk](mailto:info@konicaminolta.co.uk)

[www.konicaminolta.co.uk/dms](http://www.konicaminolta.co.uk/dms)

0800 833 864

**Konica Minolta Business Solutions**, Miles Gray Road, Basildon, Essex, SS14 3AR

[info@konicaminolta.co.uk](mailto:info@konicaminolta.co.uk) | [www.konicaminolta.co.uk](http://www.konicaminolta.co.uk) | 0800 833864

Giving Shape to Ideas