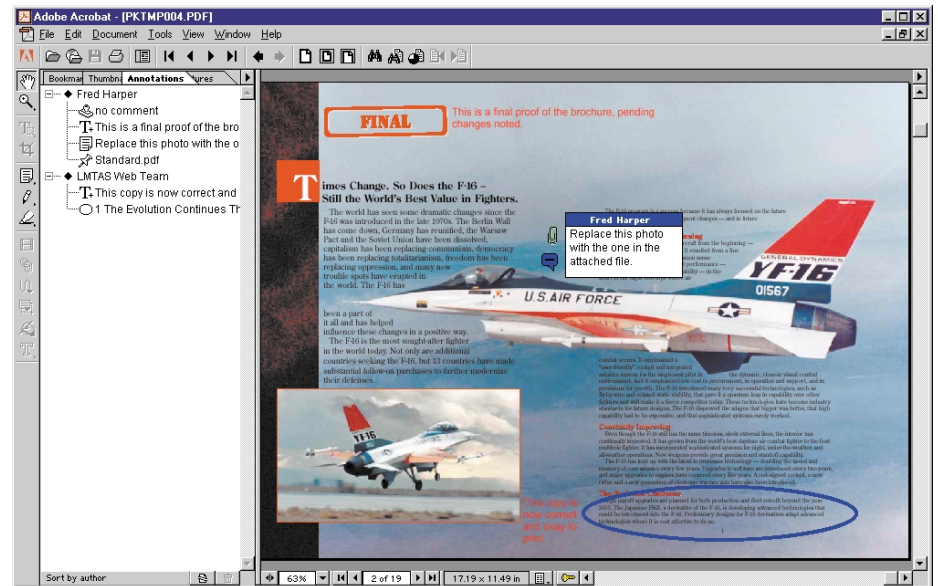


ADOBE CUSTOMER SPOTLIGHT

Lockheed Martin Tactical Aircraft Systems (LMTAS)

Aerospace Firm Distributes Documents in a Global Enterprise With Adobe Acrobat 4.0 and Acrobat Capture Software

Adobe® Acrobat®
Acrobat Capture®



Acrobat 4.0 provides rich, easy-to-use annotation options that make the document review process faster and more convenient for reviewers at LMTAS. Each reviewer can see the others' edits and the order in which they were made, and make additional comments using tools such as text highlighting or electronic sticky notes. And reviewers can even attach a replacement file to the PDF file.

Key Benefits

- Annotation options in Acrobat 4.0—strikethrough, underline, highlight, and others—along with support on the PC for digital signatures streamline the document review process at LMTAS.
- The Web Capture feature in Acrobat 4.0 for Windows® helps LMTAS reduce Web development time and costs.
- Built-in JavaScript in Acrobat 4.0 enables LMTAS to create self-checking PDF forms, reducing administrative costs.
- LMTAS improves customer support and boosts employee productivity by distributing document updates in PDF quickly.
- The compact file size of PDF files reduces document archiving costs for LMTAS.
- Security features in Acrobat 4.0 help to safeguard the company's sensitive information.
- Acrobat Capture easily converts paper-copy legacy documents to PDF for publication on the LMTAS intranet.

To maintain a high level of productivity and customer support, Lockheed Martin Tactical Aircraft Systems (LMTAS) employees create documentation, from product presentations and system manuals to brochures, corporate forms, and sketches of proposed aircraft cockpit configurations. Because LMTAS has numerous operations worldwide, producing quality publications quickly and cost-effectively—and distributing them in a format that can be read throughout its network—present a formidable challenge.

Part of one of the world's largest aerospace and defense firms, LMTAS meets the challenge of creating high-quality documents using a variety of publishing solutions from Adobe Systems. The linchpin of LMTAS's document distribution strategy is Adobe Acrobat 4.0 for Windows software, which employees use to create Adobe Portable Document Format (PDF) files for secure review and distribution, to submit standard

business forms electronically, and to archive rapidly evolving intranet Web pages.

PDF provides LMTAS with an application- and platform-independent file format that simplifies the delivery of materials to the company's diverse customer and employee base. "PDF combines the cost advantages of electronic documents with the ability to preserve the exact look and feel of original paper documents," says Fred Harper, Web services team lead. "New features in Acrobat 4.0 make electronic document review and mark-up more convenient and secure, and facilitate intranet publishing."

Manual Distribution Made Easy

To improve customer support and cut costs, LMTAS's Avionics Systems Design group distributes PDF files, instead of paper copies, of its avionics system manuals. PDF also keeps sensitive documents secure because the files cannot be changed, and with Adobe Acrobat, you can password-protect your PDF



document. "PDF helps us achieve our goal of becoming a paperless company," says Sue Butterly, engineering editor. "PDF files are ideal for document archiving due to their small size and the fact that anybody can view or print them but not change them."

Electronic Review and Mark-up

Acrobat 4.0 provides rich, easy-to-use annotation options—strikethrough, highlighting, underlining, and others—to make the document review process faster and more convenient for reviewers. "Distributing a draft document electronically rather than on paper has the additional advantage that each reviewer can see the others' edits, and comment on them, as well," says Harper. "And, with the digital signature feature in Acrobat 4.0 for Windows, we can now verify that the project requester approved the final version."

Online Forms

To further reduce costs associated with paper-copy documents, LMTAS is deploying an intranet application based on the PDF Forms feature of Acrobat 4.0. Presently, the company is assembling a forms library with more than 3,000 forms, including expense, HR, and supply request forms. For its online forms, LMTAS uses JavaScript, which is incorporated into Acrobat 4.0, to make the forms automatically perform functions such as instant data verification, reformatting, and calculating data as fields are filled in. To ensure that certain forms cannot be altered, LMTAS sets the security option to "view only." "We expect the PDF Forms feature in Acrobat 4.0 to reduce administrative costs associated with processing out-of-date forms and distributing new ones," says Harper.

Archiving Intranet Web Pages

LMTAS takes advantage of the Web Capture feature of Acrobat 4.0 for Windows to archive its intranet Web pages. Each revision is captured as a PDF file, which retains all links

from the original HTML file. The company can capture as few or as many Web pages as needed. "The content and look of Web sites can change rapidly," says Harper. "By keeping archives, if we decide we preferred an earlier version, we can easily start working with it again."

"Acrobat 4.0 for Windows extends the benefits of PDF with more convenient options for online review, online forms, and Web page capture. By eliminating paper and manual processing, we're cutting costs in a big way."

—Fred Harper,
Web Services Team Lead,
Lockheed Martin Tactical Aircraft Systems

Global Access to Collateral

Keeping its worldwide network supplied with the tools needed to conduct productive customer meetings used to be a challenge. That is no longer the case since LMTAS began converting documents to PDF for worldwide access via the intranet. Last year alone, the group created about 230,000 documents—mostly with Adobe software such as Adobe FrameMaker®, Adobe Photoshop®, Adobe Illustrator®, Adobe Premiere®, and Adobe After Effects®—and converted about half to PDF for archiving or publishing on the Web. By converting customer presentations to PDF, for example, the marketing group eliminates worry about whether the computer used for presentation has the correct application and version. PDF files also eliminate international compatibility problems: LMTAS marketing staff in Germany and Asia, as well as the United States, can open PDF files on any computer, with any platform, and print to any printer.

Conversion of Legacy Documents

When employees throughout the company need to create an electronic file from a legacy document—for publishing to the intranet, for example—they submit the document to LMTAS's Data Depository group. The group uses Acrobat Capture software and a Fujitsu 3097 scanner to convert the document to a PDF file, which is returned to the person who requested the service. The Data Depository group is planning to create a central database of PDF files, which employees will access via a Web-based interface.

Adobe Solutions Streamline Workflow

Adobe solutions have greatly streamlined the company's workflow and improved its ability to create and distribute documents efficiently in a global, heterogeneous enterprise. States Harper, "Adobe improves document creation with its best of class tools and simplifies global document distribution by enabling us to create platform- and application-independent PDF files. Acrobat 4.0 for Windows extends the benefits of PDF with more convenient options for online review, online forms, and Web page capture. By eliminating paper and manual processing, we're cutting costs in a big way."

Lockheed Martin Tactical Aircraft Systems Systems At-A-Glance

Software

Adobe Acrobat 4.0
Adobe Acrobat Capture
Adobe After Effects
Adobe FrameMaker
Adobe Illustrator
Adobe PageMaker®
Adobe Photoshop
Adobe Premiere

Hardware

PCs running Microsoft® Windows 95/98
Apple Power Macintosh computers
UNIX®-based workstations
Fujitsu 3097 scanners

Adobe Systems Incorporated 345 Park Avenue, San Jose, CA 95110-2704 USA
Adobe Systems Pty. Ltd. Level 4, 67 Albert Avenue, Chatswood, NSW 2067, Australia
Adobe Systems Europe Limited Adobe House, Mid New Cullins, Edinburgh EH11 4DU, Scotland, United Kingdom
Adobe Systems Co., Ltd. Yebisu Garden Place Tower, 4-20-3 Ebisu, Shibuya-ku, Tokyo 150-6017 Japan
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