

Nuance[®] Power PDF Advanced 3 Messaging Guide

Table of Contents

Overview.....	3
Brand Guidelines, Wordmarks and Box Shots	3
System Requirements	3
Product Descriptions	4
25-word statement.....	4
50-word statement.....	4
100-word statement.....	4
Key differentiators	5
Elevator-pitch	5
What's New in Power PDF Advanced 3 (Retail – Single licenses).....	6
What's New in Power PDF Advanced 3 (Enterprise - Volume licenses).....	7
Key Benefits of Power PDF Advanced:	9
Target Personas – (Enterprise – Volume licenses).....	13
Key Contacts.....	15

Version history	Date	Notes
.v2	04/19/2018	Pricing is not yet approved, and box shots are not yet available and will be delivered by May 7
.v3	04/20/2018	Added Standard/Advanced/Adv. Volume comparison table. Added real-time LAN collaboration back to What's New for Advanced (retail/single)
.v4	04/20/2018	Removed Dropbox from supported cloud sites. Updated Benefits section with a few missing items.
.v5	04/30/2018	Updated What's New to include conversion accuracy improvements. Included "ISO" or "industry standard" when talking about PDF 2.0 file format to remove ambiguity between our product and the file format. Removed Adobe watermark editing and plug-in compatibility per product management.
.v6	05/30/2018	Updated system requirements per development

Overview

Product Name: Nuance® Power PDF

Available Editions covered in this messaging guide:

Nuance Power PDF Advanced single licenses, and Enterprise volume license editions

Version: 3.0

Release Date: June 2018

Suggested List Price:

- Nuance Power PDF Advanced, single license: \$179
SKU:
- Nuance Power PDF Advanced, Enterprise volume licenses:
Detailed pricing and SKU list is located here _____

Brand Guidelines, Wordmarks and Box Shots

Detailed brand guidelines, word marks and box shots are located on [The Voice](#)

Legal Trademark Names (Use in first instance on each):

- Nuance® Power PDF Advanced (do not include version number)

Abbreviated Names (Use in each additional reference after first instance):

- Power PDF Advanced (do not include version number)

Note: Version numbers should only be used in communications that reference the difference between version 2 and version 3.

Example: The new Nuance Power PDF Advanced 3 is our most powerful yet easy-to-use version ever. Power PDF Advanced delivers an enhanced new interface with tabbed document view, context sensitive editing ribbons and more.

System Requirements

- A computer with an Intel® Pentium® 4, higher, or equivalent processor
- Supported operating systems
 - Windows 10; 32-bit and 64-bit Editions
 - Windows 8.1; 32-bit and 64-bit Editions
 - Windows 7; 32-bit and 64-bit Editions with Service Pack 1
 - Windows Server 2008 R2, 2012 R2 (Citrix, Active Directory, Remote Desktop Services)
- 512 MB of memory (RAM), 1 GB recommended
- 700 MB of free hard disk space for application files, plus 50 MB working space during installation
- Web access needed for product registration, activation, product help, Dragon Notes and obtaining live updates for the program.
- Microsoft .NET Framework 4.5. If it is not detected, it is installed with the product.

Note: Performance and speed will be enhanced if your computer's processor, memory, and available disk space exceed minimum requirements. This is especially true when converting very large color PDF files. Hyper-thread enabled or multi-processor systems can deliver better performance.



Product Descriptions

25-word statement

Nuance Power PDF Advanced is the leading PDF solution that delivers the easiest and most accurate way for demanding users to gain control over PDF files.

50-word statement

Nuance Power PDF Advanced is the leading PDF solution that makes it easy for demanding users to gain control over PDF workflows in every department and for every use. With the ability to create, convert, assemble and sign industry-standard PDF files with superior accuracy, you'll be freed from the compromises of traditional PDF applications.

100-word statement

Nuance Power PDF Advanced, from the leader in secure document workflow solutions, is the easiest and most accurate way for demanding PDF users to gain control over PDF files. Create, edit and assemble documents that follow the new PDF 2.0 industry standard document format. Digitally sign and share documents using the integrated DocuSign® feature, from the most trusted and widely used eSignature service. Collaborate in real-time with colleagues when you need to get it right the first time. Nuance Power PDF is the leading PDF solution that delivers ease of use and accuracy as never before, freeing you from the compromises of traditional PDF applications.

Product Development Goals

Power PDF 3 was designed for business users and enterprises to more easily interact with and use Power PDF, sign documents, collaborate, and adhere to the latest ISO PDF 2.0 format with the documents they create.

Additionally, enterprises now have new deployment options, including the flexibility of Microsoft Group Policy Objects to change settings on-the-fly, and a new limited PDF Reader mode for organizations with a subset of users that do not need full PDF editing capability.

Power PDF Advanced 3 Positioning Statement:

NOTE: Product Positioning Statements are used by organizations to define how they want their product/service offering to be perceived, by external audiences. They are used only within the organization, as a point of focus for team members and as a measuring-stick for evaluating marketing programs and materials. Product Positioning is not meant to be converted directly into taglines, headlines, or any other execution.

- **For** (demanding business and enterprise volume license customers)
- **Who** (rely on PDF documents as a key part of their business processes and need to edit, sign, assemble, convert and collaborate with PDF files)
- **Nuance Power PDF solutions are** (easiest and most accurate way to work with PDF documents)
- **That** (allow users to quickly convert images into editable formats or fillable forms, securely sign and send documents with the leading eSignature service and collaborate in real-time with an intuitive, familiar Microsoft Office-like user interface)
- **Unlike** (PDF solutions that are expensive, are difficult to do business with, create support issues, are difficult to learn, cumbersome to use and do a poor job converting documents and preserving the original formatting)
- **Nuance Power PDF Advanced 3** (leads the way in ease of use, accuracy, collaboration and automation at a great value for business users)

Key differentiators

- **Superior OCR & file conversion accuracy** – Nuance pioneered and continues to innovate on PDF conversion, powered by Nuance OmniPage technology, the world's most accurate OCR. Images are converted with unmatched speed, accuracy and preservation of the original format.
- **Intuitive interface with a Windows standard ribbon UI** – The Microsoft Office style ribbon delivers a familiar, intuitive user interface and a “search-for-tool” capability so you can always find the right tool for the right task. Power PDF minimizes the learning curve and maximizes productivity.
- **Powerful and easy-to-use text editor** – Get word processing capabilities in your PDF: Eliminate the frustration of having to re-create or locate an original document to repurpose and edit its contents. Familiar tools such as text edit, bold, underline, and highlight let you edit your PDF file quickly and easily.
- **Designed to build and assemble documents quickly:** The tabbed document interface, document assembly window, header and footer design, bookmarking, table of contents creation, and PDF Portfolio builder make Power PDF the fastest and easiest way to build and combine many document types into perfect PDF file.
- **DocuSign® and AD RMS support built in** – make security standard practice with easy to use tools that are integrated into Power PDF Advanced. Sign, send and validate PDFs through the integrated DocuSign® actions in the Security menu. Protect PDFs with a simple, automatic and network-controlled rights management method provided by Microsoft Active Directory or Microsoft Azure Rights Management Service (RMS), the same technologies used to secure your business network with user password
- **Scan and convert paper documents to PDF:** Scanning paper is easy and efficient using the powerful desktop and network MFP scanner tools in Power PDF. It can convert, correct, and automatic search and modify text. No other PDF editor can match Power PDF in turning piles of paper into more versatile and useful digital documents.
- **Flexible task automation** – Configure a sequence of events in combination with a watched folder to create document workflows that modify, compress, convert or OCR files and then place the output into a folder you specify. Make routine tasks automatic and keep business moving.

Elevator-pitch

New customers:

Nuance Power PDF Advanced 3, from the leader in secure document workflow solutions, is the easiest and most accurate way for demanding PDF users to gain control over PDF files. Create, edit and assemble documents that follow the new PDF 2.0 industry standard document format. Digitally sign and share documents using the integrated DocuSign® feature, from the most trusted and widely used eSignature service. Collaborate in real-time with colleagues when you need to get it right the first time. Nuance Power PDF is the leading PDF solution that delivers unmatched ease of use and accuracy, surpassing your expectations of what traditional PDF applications offer at an unexpectedly incredible value.

Existing customers:

Nuance Power PDF Advanced 3 delivers a number of key enhancements that will benefit your business from day one. The new PDF 2.0 industry standard document format has arrived, and it's focused on compatibility and security with programs utilizing and manipulating the file. You can create, edit and save your PDFs in the new ISO PDF 2.0 format the same familiar way you've always worked in Power PDF. Digital signatures are no longer something you just wish you could take advantage of with the integrated Sign and Send functions from DocuSign®, the most widely used and trusted eSignature service in the industry. And, you'll appreciate the ability to customize Power PDF on your desktop with new selectable color skins and the option to view documents as tabs in the same window, or as separate Power PDF windows as you do today. Nuance Power PDF Advanced 3 continues to lead the way by delivering unmatched ease of use and accuracy at an incredible value.

What's New in Power PDF Advanced 3 (Retail – Single licenses)

Support for the new industry standard PDF 2.0 format

The new PDF 2.0 standard focuses on the file format, assuring both compatibility and security with programs utilizing and manipulating the file. Be assured that you're creating the most compatible and secure PDF documents possible with the new Power PDF.

Sign and Send PDFs for signature with DocuSign®, the leading eSignature service

Whether you're approving a purchase, closing a sale, or signing an agreement, it's easy with DocuSign®—reliable and trusted worldwide for electronic signatures. Users of Power PDF Advanced can now choose to sign a PDF they've been working on, or send it to another party for signatures through the integrated DocuSign® actions in the Security menu.

Collaborate in real-time - when it has to be done right the first time

Documents can be created and edited, together in Power PDF and in real-time, without having to send them back-and-forth amongst various parties, leading to more efficient work.

Flexibility to work the way you want

Now featuring the ability to change the interface to the color that suits you best. Choose from blue, light gray, dark gray or the familiar purple. You may also now choose to view documents in separate tabs inside one Power PDF window, or to view each document in a separate Power PDF window.

Combine all open documents in just one click

Users of Power PDF now have a more efficient way to combine all of open documents into a single PDF – just click the "Combine All" option on the Home toolbar and bookmarks will be created from the file names of the original documents.

Enhanced conversion accuracy

Integrated improvements from the latest version of Nuance OmniPage technology, leading to even better word, number and layout accuracy.

Enhanced text editing

Improved the capability in Power PDF to separate blocks of text in editing mode, thus making editing and reflow easier.

Enhanced web site PDF creation

Turn web pages, or entire sections of web sites, into richly interactive PDF files with automatically embedded hyperlinks directly from Power PDF.

Context sensitive editing ribbons

Save time with quick access to settings relevant to what you're currently working on when an appropriate item has been selected.

Enhanced Page Organization Features

Users will enjoy the ability to easily swap or duplicate a page, or a range of pages, within the document, from the Document Assembly view.

Enhanced Pencil Annotations

Editing pencil drawing annotations is now much easier and more efficient for users of Power PDF, now that multiple pencil/stylus drawings in close proximity are now grouped into a single annotation.

Ability to embed .MP4 video files into a PDF

Gives users the option to insert this popular, high quality, compressed video format directly into PDF files created in Power PDF, in addition to being able to attach as part of a PDF Portfolio.

Javascript Secure Certificate Check

Customers whose security policies place restrictions on Javascript execution will value the ability to require a valid, signed certificate, thereby reducing their organization's risk of attack.

Right-to-Left Text Editing

Allow text and comments in right-to-left languages (Arabic, Hebrew, etc.) to be properly edited within Power PDF.

What's New in Power PDF Advanced 3 (Enterprise - Volume licenses)**Support for the new industry standard PDF 2.0 format**

The new ISO PDF 2.0 standard focuses on the file format, assuring both compatibility and security with programs utilizing and manipulating the file. Be assured that you're creating the most compatible and secure PDF documents possible with the new Power PDF.

Sign and Send PDFs for signature with DocuSign®, the leading eSignature service

Whether you're approving a purchase, closing a sale, or signing an agreement, it's easy with DocuSign®—reliable and trusted worldwide for electronic signatures. Users of Power PDF Advanced can now choose to sign a PDF they've been working on, or send it to another party for signatures through the integrated DocuSign® actions in the Security menu.

Collaborate in real-time - when it has to be done right the first time

Documents can be created and edited, together in Power PDF and in real-time, without having to send them back-and-forth amongst various parties, leading to more efficient work.

Flexibility to work the way you want

Now featuring the ability to change the interface to the color that suits you best. Choose from blue, light gray, dark gray or the familiar purple. You may also now choose to view documents in separate tabs inside one Power PDF window, or to view each document in a separate Power PDF window.

Combine all open documents in just one click

Users of Power PDF now have a more efficient way to combine all of open documents into a single PDF – just click the “Combine All” option on the Home toolbar and bookmarks will be created from the file names of the original documents.

Enhanced conversion accuracy

Integrated improvements from the latest version of Nuance OmniPage technology, leading to even better word, number and layout accuracy.

Enhanced text editing

Improved the capability in Power PDF to separate blocks of text in editing mode, thus making editing and reflow easier.

Support for Microsoft GPO (Group Policy Object)

Hassle-free deployments for administrators, who now have the ability to change settings remotely, on-the-fly, on a group level, rather than having to pre-determine settings and create multiple images.

Enhanced web site PDF creation

Turn web pages, or entire sections of web sites, into richly interactive PDF files with automatically embedded hyperlinks directly from Power PDF.

Context sensitive editing ribbons

Save time with quick access to settings relevant to what you're currently working on when an appropriate item has been selected.

Enhanced Page Organization Features

Users will enjoy the ability to easily swap or duplicate a page, or a range of pages, within the document, from the Document Assembly view.

Enhanced Pencil Annotations

Editing pencil drawing annotations is now much easier and more efficient for users of Power PDF, now that multiple pencil/stylus drawings in close proximity are now grouped into a single annotation.

Ability to embed .MP4 video files into a PDF

Gives users the option to insert this popular, high quality, compressed video format directly into PDF files created in Power PDF, in addition to being able to attach as part of a PDF Portfolio.

Javascript Secure Certificate Check

Customers whose security policies place restrictions on Javascript execution will value the ability to require a valid, signed certificate, thereby reducing their organization's risk of attack.

User interface Language Packs

By separating user interface content into separately installable files, the installation size on the user's machine is reduced.

Right-to-Left Text Editing

Allow text and comments in right-to-left languages (Arabic, Hebrew, etc.) to be properly edited within Power PDF.

Shared Watermarks

Customers can be sure that all users are including the most recent/desired watermarks within the PDFs they're creating, minimizing the likelihood for errors now that administrators are able to specify a given network location for watermarks.

(Note: only available in Advanced Volume Version for Enterprise Deployment; the shared watermark location is set in the Customization Kit.)

Key Benefits of Power PDF Advanced:

Best customer experience and value: Power PDF is the smarter value in PDF software, leading the way in secure document workflows with intuitive tools that act like a familiar Microsoft Office® 2016 ribbon experience that also supports touch-enabled Windows® 10 tablets and laptops. It features an impressive array of functionality specifically designed to make business staff and mobile professionals more productive at an incredible value.

Secure document workflow with integrated DocuSign® functions: Sign, send and validate documents with DocuSign® and Power PDF Advanced. One-click access to sign, initial and date stamp a document before sending to recipients you define. Send a document for signatures in one click, specifying where recipients should initial, sign, date and more. With a pre-installed DocuSign® root certificate, users can quickly validate PDFs signed with DocuSign® through the Security menu in Power PDF Advanced.

Turn papers into PDFs more accurately: Create PDF files directly from your scanner with time-saving, one-click scanning to PDF. Scan to standard image, searchable or editable PDF formats. Scan and highlight, cross out or underline – all in a single step.

Create PDF files from any PC application that can print: Instantly create 100% industry-standard PDF files with security options that are fully compliant and compatible with all PDF viewers. You can even add bookmarks and transfer hyperlinks when creating PDF documents from Microsoft Word, Excel or PowerPoint.

Archive important emails as PDFs: The textual, written content of an email can often be as important to your work as its attachments, if not more. So archiving them can be critical to your business. With Power PDF you can easily archive Microsoft Outlook emails and complete email folders as PDF files together with their attachments. Store the converted emails on your PC or document repositories and retrieve them when needed.

Publish accessible PDF files: People with disabilities require accommodations to allow easier access to information and navigation of software applications. In some industries and in government work, accessibility is a regulated requirement. Power PDF makes it easy to create PDF files that are accessible to the tools and systems that people with disabilities depend on.

Don't retype your documents: If you must work with PDF documents in other applications, don't waste valuable time recreating them – convert them. Complex layouts with columns, tables and graphics are accurately and faithfully reproduced in Microsoft® Word, Excel®, PowerPoint® and Corel® WordPerfect® documents. You also get exceptional spreadsheet control and features to allow you to combine all pages of a PDF document into a single Excel worksheet to eliminate tedious cutting and pasting. You can even select, copy and convert just the selected areas of text you need from a PDF document.

Combine and assemble documents with ease: Combine files and remove or replace pages with drag and drop ease. View and select pages from a source document – such as Word, Excel, PowerPoint, WordPerfect, JPG, BMP, TIF or XPS – to insert into a target document. Just drag and drop the pages to add them into the PDF file, then swap or duplicate a page, or range of pages, when needed. Combine all open documents with one-click, and the original file names will become bookmarks in the new PDF. Use batch tools to automate repetitive tasks and improve efficiency throughout the workplace.

Produce more professional-looking documents: Deliver documents that look as good in print as they do on screen – no matter where you send or view them. Combine any type of file and/or folder into modern PDF Portfolios that can be viewed with any popular PDF reader. You can even add pictures, graphics, movies, audio or 3D drawings to PDF documents to communicate your message with attention-grabbing style.

Connect your documents to the Cloud: Now you can save and access your stored documents in the cloud by connecting directly to Box, Evernote, Google Drive or Microsoft OneDrive. This gives you access to your documents anytime, anywhere through the Web or by the applications of supported mobile devices.

Speak your notes: Use integrated Dragon Notes to easily speak and see your text created as notes within your PDF without typing – it's fast, accurate, saves time and increases productivity.

Collect information with forms: Don't let the hassle of filling out long forms slow down your business. FormTyper™ automatically converts non-fillable forms into fillable PDF forms that you can complete, save and email. Create forms from scratch using easy-to-use form drawing tools. Export information in filled-in forms via email or web server so you can sort, search and analyze the data using popular database and spreadsheet file types such as XFDF, HTML, XML, TXT and CSV.

Ensure PDF/A compliance: Take advantage of a simplified way to meet PDF/A compliance requirements and ensure that PDF files can be accessed by any PDF reader, now and in the future. Users are notified if a PDF/A file does not meet compliance requirements so they can fix them on the fly, further saving time and making sure the files are in full compliance. The PDF/A Compliance Checker can analyze PDF files for PDF/A-1a, -1b, -2a, -2b, -2u, -3a, -3b and -3u compliance.

Save/open documents interacting directly with document management systems: Users can save PDFs to the most popular document management systems (DMS) on premise at your location or located in the cloud. It's now easier than ever by accessing them directly from the Open/Save menu or from Internet Explorer. Simplifying this process saves users time while providing them with faster, easier access to the DMS solutions they are already working with.

Perform smarter searches: Get the most accurate conversion to searchable PDF available with any PDF solution. Search everything in a document – even the contents of bookmarks and comments – so you're sure to find what you're looking for. Benefit from advanced search functions that list and highlight all instances of found words on the document, so you can locate them easily. Use the intelligent Looks Like Search™ capability to quickly find content like phone numbers, email addresses and Social Security numbers via an alphanumeric pattern rather than exact text. Automatically highlight, cross out or underline search results for faster, easier PDF editing.

Enhance document security: Utilize Microsoft Active Directory Rights Management Services to lock down confidential documents without passwords and apply customized protection for each recipient. Open and work with PDF documents, which were protected with FileOpen DRM, based on granted rights. Add passwords with secure 128-bit or 256-bit AES encryption and permission controls to PDF files to control document viewing, printing and modification. Use the advanced redaction capabilities to automatically inspect documents and remove sensitive data for safe, secure document sharing. Authenticate document owners using self-signing, Microsoft Crypto or third-party digital signatures. Flatten everything in a document – including signatures, stamps, markups, annotations, filled form fields and graphics – for enhanced document security. This feature is especially useful for limiting document modification during archiving or e-filing.

Power PDF Version Comparison Table

Feature	Power PDF Standard	Power PDF Advanced	Power PDF Advanced: Volume Licensing
Easy-to-use, customizable Office-style interface optimized for Windows 10 and touchscreen devices.	✓	✓	✓
Create and compile PDF files from almost any document or file type, including multiple files into a single PDF.	✓	✓	✓
Easily convert PDF files to other formats including Word, Excel, PowerPoint, images and more.	✓	✓	✓
Compress PDF files.	✓	✓	✓
Take advantage of cloud connectivity to popular services such as Box, Evernote, Google Drive and Microsoft OneDrive.	✓	✓	✓
Edit and enhance PDF documents to change text, pictures, add annotations, and more with same ease as word processing software.	✓	✓	✓
Digital and stamp-based signatures for PDF documents.	✓	✓	✓
Sign and Send PDFs with integrated DocuSign® feature.		✓	✓
Connect to popular enterprise document management systems such as SharePoint, NetDocuments, OpenText eDOCS, OpenText Enterprise Connect, HP WorkSite, Livelink, Therefore, Worldox, EMC Documentum, and Xerox DocuShare.		✓	✓
Redact (black out or white out) sensitive information from documents.		✓	✓
Apply Bates stamping to a single document or a complete set of documents.		✓	✓
Automate PDF creation jobs using a watched folder.		✓	✓
Collaborate in real-time with other users on your LAN.		✓	✓

Volume discounts available



Supports Citrix, Microsoft App-V and Windows Server network deployment.



Comes with customization kit for more flexible configuration.



Target Personas – (Enterprise – Volume licenses)

Buyer Profile: Enterprise Finance Buyer - Power PDF Advanced



Job Role

Role: Financial Decision-Maker / Buyer / Influencer

Common Job Titles: CEO / Principal, CPO (Chief Procurement Officer), Senior Procurement Officer, VP of Global Procurement, Director of Procurement, Procurement Operations, Director of Supply Chain, Director of IT, CFO

Needs in a Nutshell:

Brad is a master negotiator working in a faced-paced, high-stakes environment. He's responsible for sourcing, negotiating and procuring everything the company needs. **Brad knows that everything he sources affects the organization far beyond the purchase. For each purchase he engages key stakeholders in his decisions to ensure goal alignment in each company area, and for the overall organization.**

At a minimum, IT, Finance and Risk/Management must support Brad's decisions. These leaders also bring solutions to the table for Brad to vet and source.

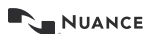
Brad's everyday decisions determine his firm's profitability and success.

In a nutshell, Brad needs solutions that can help him with everything on his full plate: improve margins and retain clients, save budget dollars and protect—and improve—his firm's financial position and reputation; keep the firm in compliance, guard and secure information.



Brad

“Any technology I bring in must keep information secure and compliant, improve margins, make our clients happier, and of course, save us money.”



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Buyer Profile: Enterprise Legal Buyer - Power PDF Advanced



Job Role

Role: Law Practice Buyer / Influencer

Common Job Titles: Chief Legal Officer (CLO), General Counsel, Technology Senior Counsel, Director of Legal, Director of IT, CTO, CIO, Director - Systems and Networks

Needs in a Nutshell:

James is Renaissance man whose domain includes law, business management, technology and process. He works closely with CEOs, CFOs, CIOs, the Board, Regulatory & Compliance and Human Resources. With his footprint in each world, James is able to provide effective legal and business ideas and strategies for the firm and their clients.

He's a lawyer, but he's equally a business strategist and partner. In addition to his legal acumen, James manages the supply chain and internal legal operation teams, while working with risk management to oversee regulatory and compliance issues. His perspective and knowledge from decades of experience helps each area of his firm be successful. When it comes to technology, James won't make a move unless it solves specific user needs, makes processes more efficient, supports security and risk strategies, and saves or makes money (top and bottom lines).

Every day, James has to:

- Make decisions that create workflow and process efficiencies to increase margins and profitability
- Protect confidential information
- Make sure the firm complies with regulatory and industry- or client-specific needs
- Find and implement ways to save money



James

"I need to find technology solutions that contribute to both our top and bottom lines, advance client and practice objectives and support our risk management strategies."

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Buyer Profile: Enterprise IT Buyer, PowerPDF



Job Role

Role: Technology Go-To Guy, IT Budget Manager, IT Decision Influencer, Corporate Face of IT, Head of the IT Support Team, Technology Expert

Common Job Titles: IT Director, IT Manager, Technology Manager, Director of IT Support, IT Procurement Manager, Help Desk Manager, CTO, CIO

Needs in a Nutshell:

Doug is *the* guy. Everyone in the company—from the CEO to the receptionist—goes to him for all things technology, even if the request funnels through his support staff or ticketing system. Doug handles pressure from above and below about making every budget dollar count, and he has his finger on the pulse of user needs through personal interaction and support analytics. He owns the fact that his decisions about technology will affect *everyone* across the enterprise. In a nutshell, Doug is the technology go-to guy who is responsible for all tech including hardware, software, networks and maintaining all systems for 100 percent business uptime.

Every day, Doug has to:

- Be hyper aware of budget impact
- Provide software and technology solutions that make users consistently more productive
- Give his support team the tools and resources to help and keep *all* users happy
- Maintain trust with all levels of the organization through sound decision-making and exceed expectations for his personal KPIs



Doug

"I need to find technology solutions that will meet all of my user needs, fit into my budget needs or give me an overall lower TCO to work with—and do so without creating disruption or more work for my team and me. "

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Key Contacts

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- Michael Vincent, Senior Product Marketing Manager, michael.vincent@nuance.com