

Case Study

# DAMEN



**€300k**  
Saved on Licensing Costs

## Damen Shipyards Group Drives Cost-Savings and Boosts Operational Efficiency

Leading Netherlands-based shipbuilder Damen Shipyards Group relies on digital documents to drive key aspects of its business process, including creating and signing customer contracts and applying for employee visas. To reduce its spend on software licenses and cut the time required to create PDFs, Damen replaced multiple PDF editing tools with a single, centralized Kofax Power PDF solution.

**~850**  
Users Supported on a  
Single Platform

**Reduces**  
Time to Create PDFs,  
Boosting Efficiency

*Work Like Tomorrow.™*

# KOFAX



### Meet Damen Shipyards Group

WWW.DAMEN.COM

Damen Shipyards Group operates 36 shipbuilding and repair yards, employing 12,000 people worldwide. Damen has delivered more than 6,500 vessels in more than 100 countries and delivers around 175 vessels annually to customers worldwide. Based on its unique, standardized ship-design concept Damen is able to guarantee consistent quality.

Damen's focus on standardization, modular construction and keeping vessels in stock leads to short delivery times, low total cost of ownership, high resale values and reliable performance. Furthermore, Damen vessels are based on thorough R&D and proven technology.

Damen offers a wide range of products, including tugs, workboats, naval and patrol vessels, high speed craft, cargo vessels, dredgers, vessels for the offshore industry, ferries, pontoons and superyachts.

### Products in Use

Kofax Power PDF

### Focus

Enterprise Software Rationalization,  
Operational Efficiency

**"We have reduced our operational spend and cut the time required to create and edit PDF documents. I wouldn't hesitate to recommend Kofax Power PDF to other organizations."**

**Annemiek Verhagen, Vendor, Contract & License Engineer, Group IT&IM, Damen Shipyards Group**

In the past, each Damen business unit was responsible for purchasing, managing and maintaining its own PDF editing tools. As a result, there were three different PDF tools in use across the business, used by approximately 850 employees in total.

"We knew that using multiple different PDF tools was driving our costs significantly," continues Annemiek Verhagen. "Because different areas of the business were dealing with their respective PDF vendor individually, we were missing out on chances to gain efficiencies of scale in our licensing and support agreements."

As one of its key vendors prepared to move to a cloud-first delivery model that was incompatible with its information security policies, Damen saw an opportunity to move to a single-vendor solution.

"As well as reducing our costs, we were confident that standardizing on a single PDF solution provider would enable us to streamline our user training requirements and drive up operational efficiency," comments Annemiek Verhagen. "To achieve our goal, we looked for a new approach."

## Challenge

Like many engineering businesses, the company relies heavily on digital documents to drive its core processes.

Annemiek Verhagen, Vendor, Contract & License Engineer, Group IT&IM at Damen Shipyards Group, explains: "Whether it's our researchers designing new products, our back-office team applying for visas for our employees or our legal team drawing up customer contracts, PDFs play a key role in the way we work."

## Solution

After a thorough evaluation of the leading PDF solution vendors, Damen selected Kofax Power PDF as its new enterprise-wide solution.

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"We wanted a solution that offered a comprehensive range of functionality, including the ability to create, convert, share and electronically sign PDFs," recalls Annemiek Verhagen. "Kofax Power PDF met all of our requirements—and we were particularly impressed by how easy the solution is to use."

After a successful large-scale test deployment of Kofax Power PDF lasting more than six months, Damen's internal IT experts worked with teams from Kofax and SoftwareONE to roll out the solution to its entire community of 850 PDF users.

"Kofax Power PDF offers us all of the same capabilities that we had in our three separate PDF tools, with the additional benefit of being significantly faster and easier to use," explains Annemiek Verhagen.

"Kofax ran a series of six workshops for our users, which helped us move to the new solution seamlessly and with no impact on our employees' productivity. Throughout the deployment process, we knew that we could always pick up the phone and speak to the Kofax team whenever we needed it—and we were very pleased with how smoothly the implementation went."

## Results

Since making Kofax Power PDF its corporate standard for creating, editing and signing digital documents, Damen has unlocked significant operational efficiencies and cost-savings.

"It's now easier than ever for our IT team to set up a new user—they simply push out the Kofax Power PDF installation package to their local machine, and they're ready to get started in minutes," says Annemiek Verhagen.

**"Kofax Power PDF isn't just saving time for our IT team. Many of our employees have told us that they're now able to perform PDF-related tasks significantly faster than before, which can make an important contribution to our operational efficiency."**

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"Kofax Power PDF isn't just saving time for our IT team. Many of our employees have told us that they're now able to perform PDF-related tasks significantly faster than before, which can make an important contribution to our operational efficiency. Most importantly, the Kofax solution is significantly more cost-effective than our previous approach. In fact, we estimate that we are now saving more than €300,000 on our licensing costs, a huge reduction."

Based on its positive experience with Kofax Power PDF, Damen is investigating other document flows with potential for improvement. The company is currently exploring opportunities to harness intelligent print management software from Kofax to help contain its print infrastructure costs.

"Working with Kofax to rationalize our approach to PDFs was a great success," concludes Annemiek Verhagen. "We have reduced our operational spend and cut the time required to create and edit PDF documents. I wouldn't hesitate to recommend Kofax Power PDF to other organizations."

**Read more stories of success from our global customers at [kofax.com](https://kofax.com)**

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