



AT A GLANCE

Company name

- Nalco Company

Industry

- Industrial Products (Chemicals)

Opportunity Challenges

- - Customer budget constraints
- - Competitive landscape
- - Pressure to close and maximize revenues in the current Quarter

Solution Partner

- 4Point

Solution

- Automated PDF Generation with digital signature capabilities based on Adobe LiveCycle

Products

- Adobe LiveCycle PDF Generator PRO
- Adobe LiveCycle Document Security

Customer Benefits

- - Engaged with a proven and trusted Adobe Solution Partner to scope and recommend winning solution
- - Chose a functionally scalable solution based on the Adobe Engagement platform and ubiquity of Adobe PDF
- - Solution can be leveraged across other functional areas of the business
- - Shielded from a lengthy contracting process



NALCO COMPANY

WWW.NALCO.COM

“I ENGAGED 4POINT TO PURSUE THE NALCO OPPORTUNITY WHICH, AT FIRST GLANCE, SEEMED LIKE A RELATIVELY SMALL DEAL. 4POINT LED THE SALES PROCESS RESULTING IN A GREATER THAN EXPECTED DEAL SIZE OF OVER \$100K NET TO ADOBE WHILE GETTING THE DEAL CLOSED IN TIME FOR QUARTER-END.”

DAVE FRECHETTE,
ACCOUNT MANAGER, ADOBE

4POINT AND ADOBE... WORKING TOGETHER TO MAKE 1 + 1 = 3

As Adobe's leading Solution Partner in North America, 4Point has built its business on providing value to Adobe and our mutual customers in a variety of different ways. From field-level salesforce enablement and support to acting as a trusted scaling partner for Adobe Consulting to providing insight and subject matter expertise to the Product teams, 4Point continues to display flexibility and commitment towards enhancing this partnership.

Adobe and 4Point have a long history of mutual successes and the opportunity at Nalco is yet another example of how partners can extend the reach of Adobe solutions within the enterprise.

With 4Point's involvement, flexibility and expertise, both Adobe and the customer were able to benefit from:

- the deployment of a solution based on the ubiquity and standard of Adobe PDF
- the structuring and closing of a Quarter-end deal that met both parties interests
- the creation of a winning scenario where the value of Adobe-based solutions can be leveraged and extended across other areas of the business

For more insight on how 4Point can contribute to your success or help on a specific opportunity, contact us by email at sales@4Point.com.

4Point is exclusive to Adobe... that means our success is your success.

For more information

sales@4point.com