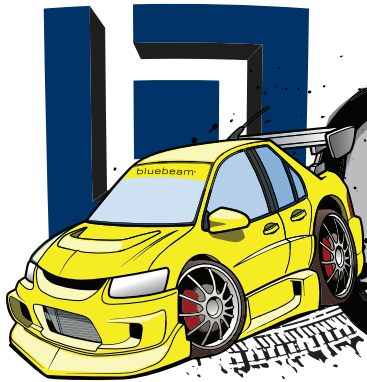


CRASH COURSE
Bluebeam 101



Bluebeam PDF Revu

Bluebeam PDF Revu is more than a PDF editor.

It combines an intuitive PDF viewer, editor and markup tool with reliable file creation technology to create a fully integrated solution for going paperless. The friendly and flexible interface makes it easy to access and manage PDF files on the desktop or a back end server.

Why Bluebeam?

- Your customers will love it, hands down!
- It is half the price of Adobe Acrobat and loaded with features
- It sets a new standard for AEC professionals
- You can **actually** go paperless

Value Proposition

- Easier to use than Acrobat with PDF editing features that save time and improve the way you work
- Customers report saving 50-80% on paper, printing, and courier fees and increasing efficiency by 60%
- Includes extensive markup tools, tool sets, and stamps that are fully customizable
- The only professional PDF Editor designed for Tablet PCs (Ink, Text Recognition, custom TIP)

Key Features

- Easy one-button PDF creation from within AutoCAD, Revit, SolidWorks and MS Office
- Real-time collaboration through "Bluebeam Studio" - allows you to connect, create and collaborate with anyone, anywhere, at any time
- Innovative technology to create and store customized markups and toolsets
- Seamless integration into SharePoint and ProjectWise document management systems
- Compare Documents feature that automatically highlights the differences between two PDFs
- Batch process PDFs to add page numbers, stamps, or flatten markups in multiple PDFs

who to target

- Customers using PDFs
- SharePoint customers and any firms using AutoCAD, Revit, and SolidWorks
- Anyone looking to purchase Adobe Acrobat new seats, annual maintenance, or upgrades
- Current customers using Tablet PCs
- Customers interested in going "green"
- PC based sales to AEC (Architecture, Engineering, Construction) and their subcontractors
- Current Bluebeam industry segments:
Global enterprise, Tablet PC users,
Architecture, Engineering, Construction,
Government, and Education

Real Results

Reduce licensing costs Award-winning architectural and planning firm saves \$400,000 by switching to Bluebeam.

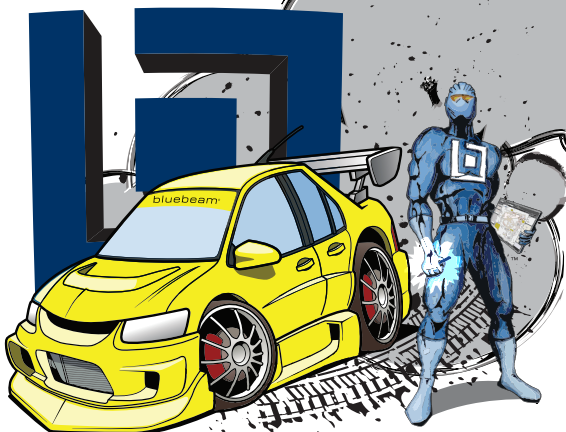
- **KTGY Group, Inc.**

Achieve paperless workflow "Bluebeam's ease of use is key in helping us quickly achieve a paperless workflow so we can increase efficiency, reduce paper and eliminate waste."

- **JE Dunn Construction**

Reduce printing and shipping "Bluebeam has taken us along way toward achieving a paperless environment. On our initial project launch, we reduced our paper usage enough to achieve an 80 percent savings on printing and courier expenses."

- **William A. Berry & Son, Inc.**



Our Products



**Bluebeam PDF Revu
Standard Edition**

**Bluebeam PDF Revu
CAD Edition**

Bluebeam Q

Bluebeam File Exchange

how to qualify your customers

Do they work with PDFs? If yes, how?

Are they trying to go paperless?

Do they use Tablet PCs in the field?

Do they work with CAD drawings?