

**QITS**  
2026

LEAD

> INNOVATE

OPTIMIZE

# TAKE THE ORANGE PILL

PRESENTED BY **foxit**

# Introductions



David Erickson  
Manager, Inside Channel Sales



Vikram Gandhi  
Director, Channel Marketing

# FOXIT SOLUTIONS

Smarter PDF & eSign Workflows for Modern Business

## **Foxit PDF Editor / Editor+**

Edit, organize, and collaborate on PDFs with AI-powered tools—at a fraction of the cost of Acrobat.

## **Foxit AI**

A suite of AI-powered tools including in-editor assistance, web-based document analysis, SmartRedact, and automated commands

## **Foxit eSign**

Fast, secure, and compliant eSignatures for every department and every device.

## **Foxit Admin Console**

Centralized license management, user control, and SSO integration for IT teams.

## **Enterprise Automations**

Advanced workflow automation and API support to connect Foxit to your business systems.

## ADVISORY

# THE FOLLOWING VIDEOS WERE CREATED BY AI.

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The scripts, narratives, and any resemblance to coherent business strategy contained herein were generated using generative artificial intelligence.

No human judgment was harmed in the making of these videos.  
Some human judgment was, however, temporarily set aside.

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### VIEWER DISCRETION IS ADVISED.

Foxit does not endorse the AI's creative choices, dramatic liberties, or its suspiciously confident tone. Accuracy not guaranteed.

**Do not quit your job, move to Bali, and start a PDF consulting business.**

# Contract: The Phantom Approval



# Process Flow

## Discuss

Think about your last vendor or software approval. How many people touched the document, and how many actually changed the outcome? Give us a number.

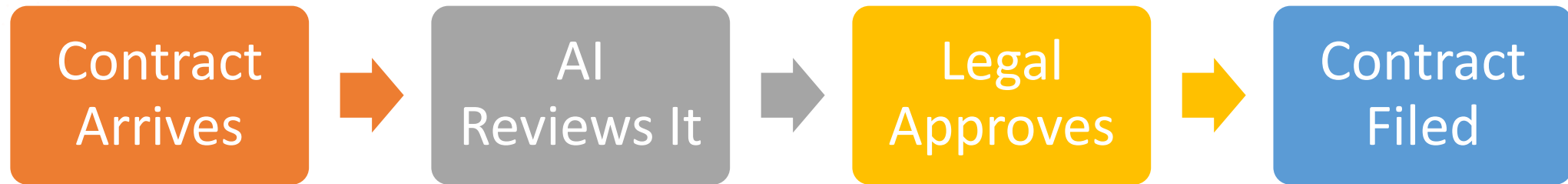
What's the longest you've seen an approved project sit waiting on paperwork? What happened to the momentum by the time it cleared?

If you could eliminate one step in your approval chain tomorrow, which one would it be and why?

# Contract: Return of the Signed Copy



## Foxit Process Flow



# Handoff: Attack of the Drones



# Process Flow

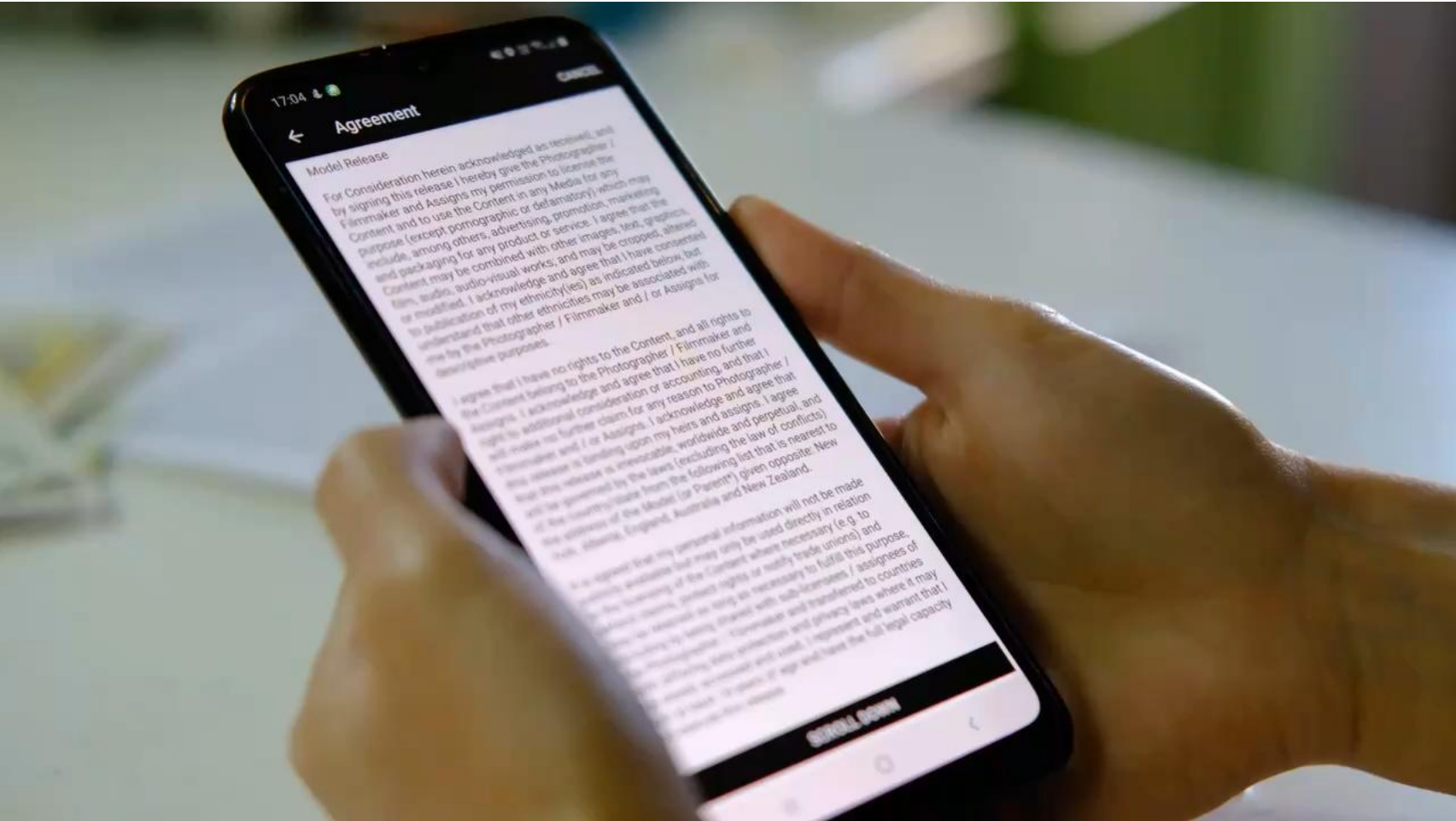
## Discuss

Pick one document in your org that gets manually re-typed into multiple systems. How many systems? Estimate the hours per week.

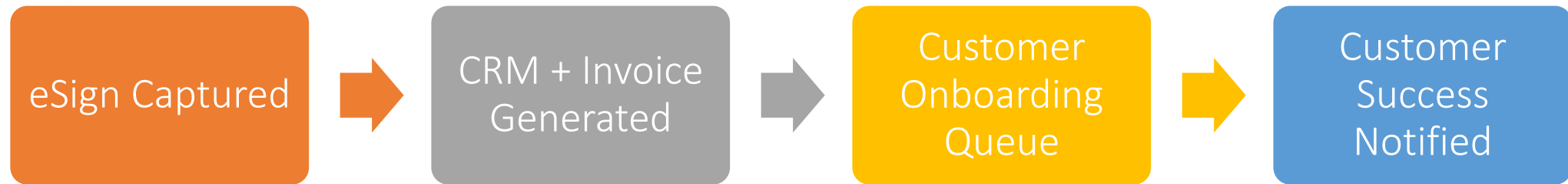
What breaks first when someone on your team takes an unexpected day off? How long until someone notices?

Has a manual data entry error ever caused a real downstream problem at your org? What happened?

# Handoff: A New Workflow



# Foxit Process Flow



# Audit: The Search for Contracts



# Process Flow

## Discuss

If a regulator asked you right now for every contract with a specific clause from last quarter - what's your honest confidence level? Give a percentage.

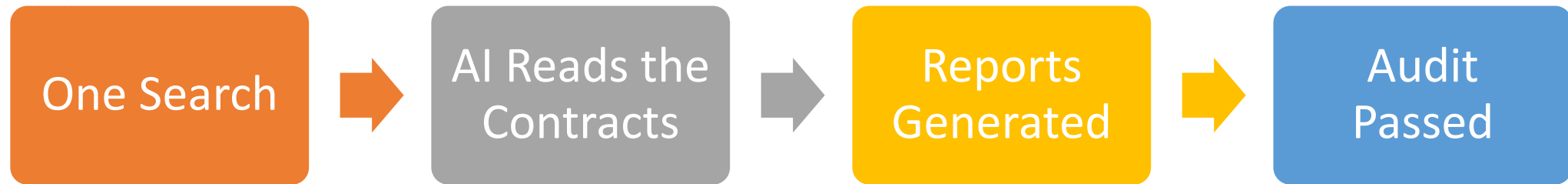
Where do documents go to die in your organization? Shared drive, email, someone's desktop, a file cabinet?

What's the most time your team has ever spent looking for something you knew existed but couldn't find?

# Audit: Compliance Strikes Back



# Foxit Process Flow



# Q&A