

# ABBYY®

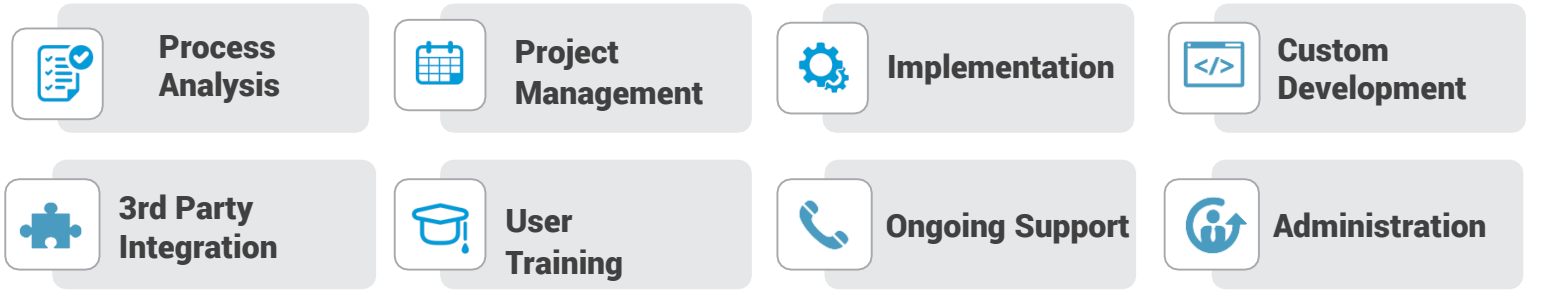
## Customer Case - ABBYY



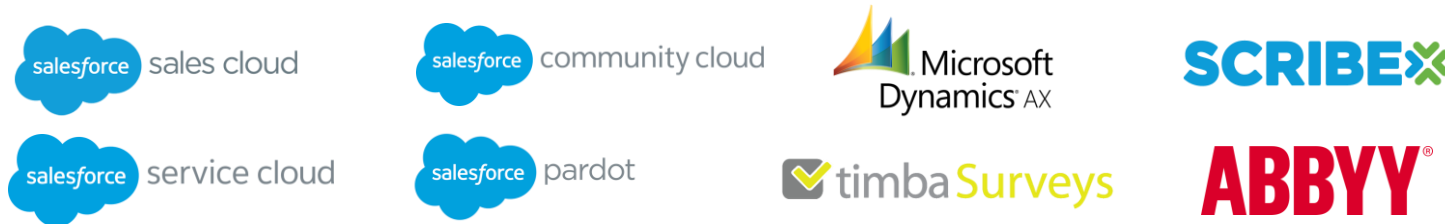
**CLOUD**  
**WHARF™**

# ABBYY: Full IT-Process

## Services provided



## Solutions used



## Results

- Fully integrated Marketing and Sales processes (B2B Marketing with Pardot, Sales Process with Sales Cloud)
- Integration between accounting solution Microsoft Dynamics Axapta and Salesforce to handle order process
- Automated HR processes such as employee onboarding, training management, Management-by-Objective (MbO) module and absence requests through custom Salesforce development
- 360° view of customer with Service Cloud led to faster and better customer support

## Customer Snapshot

ABBYY Group

**ABBYY**

Industry: Software

Employees: 1.000+

Products: Abbyy creates artificial intelligence technologies and solutions and services that capture, translate, extract and transform information into accessible and useful knowledge. More than 40 million people from over 200 countries use ABBYY products, technologies, solutions and services.

“Salesforce became our central system for all key processes, which significantly improved our company’s overall efficiency, international collaboration, usability and customer satisfaction.”



Dr. Natalia Kuehnert  
Marketing Manager at ABBYY Europe GmbH

# ABBYY: Full IT-Process



## Your ABBYY Trial License

Dear Mr. Aylor,

Attached your requested Trial License for FineReader Engine 11 .  
You can download the latest version here:

Product	Serial Number	Download Link	Download Info
FineReader Engine 11	FC8C-1282-9889-6219-2914-7789	<a href="#">Link</a>	500 pages, 30 days

If you have any questions on the product, licensing or pricing, just let me know. Me or a colleague of mine might contact you in the next few days anyway.




Best Regards,

System Admin

ABBYY Europe GmbH

©ABBYY Europe GmbH. You have received this email because you completed the ABBYY Europe trial license request process. This mail was sent to you via Salesforce by:  
ABBYY Europe GmbH, Eisenheimerstr. 49, D-80687 Munich, Phone +49 89 5111 59-0  
Managing Director: Jupp Stoepetie - Registered Amtsgericht Munich HRB 131467

## FineReader SDKs

	Product Name	Description	
<input checked="" type="radio"/>	 FineReader Engine 11 Windows Trial	FineReader E	
<input type="radio"/>	 FineReader Engine 11 Windows with Receipt Recognition Trial	60 days, 10K	
<input type="radio"/>	 FineReader Engine 11 Linux Trial	FineReader Engine Linux 11	<a href="https://wiki.abbyeu.com/product:fre_linux_11:s...">https://wiki.abbyeu.com/product:fre_linux_11:s...</a>

Thank you Mr. Georgi Aylor for requesting a free evaluation licence for FineReader Engine 11 Windows.

Please answer each question, so that the ABBYY Team can get a better idea what you plan to develop with our SDKs.

Once the form is filled in properly, the terms and conditions are accepted and submitted, you will receive your **personal trial licence and the download information for a fully functional SDK**. The trial licences are limited by time and volume. Within the trial period ABBYY Europe provides **free technical support** to allow you to test FineReader Engine 11 Windows in real working conditions.

1. What type of project do you need the OCR SDK for?

Onetime solution/project  
 Integration in a product/solution  
 If other, please specify:

2. Where do you plan to sell your product/solution?

Austria, Benelux, Germany, France, Iberia, Italy, Ireland, Nordic, Switzerland, UK  
 Sales within the European Union  
 If other, please specify regions/continents:

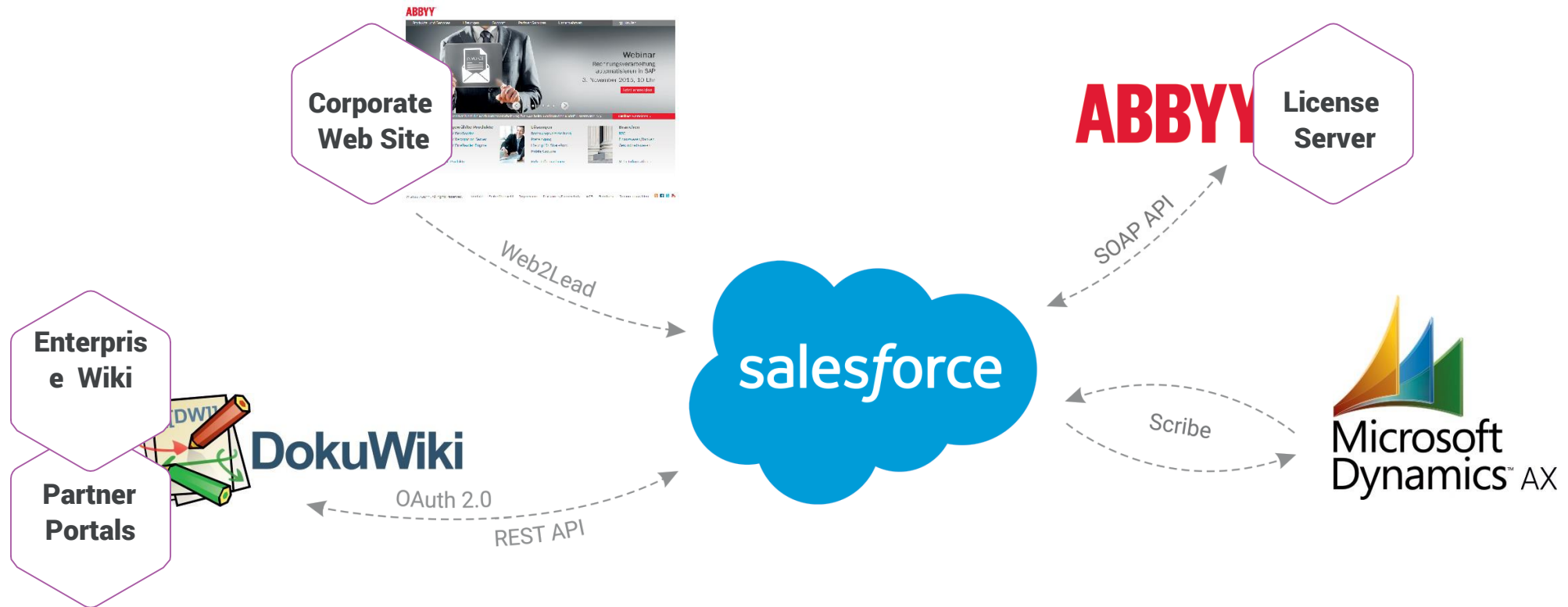
3. How do you plan to sell your product/solution?

Direct Sales  
 Channel Sales  
 Direct & Channel Sales  
 Rollout Online/SaaS

4. What are the main tasks/scenarios with OCR within your product/solution?

Full text OCR = Obtain the entire text information of a scanned document/page  
 Data Extraction = Extract only selected text elements of parts of the page  
 Document Conversion = Convert a scanned document/page into an editable/searchable format  
 Document Classification = Use the text information to classify a document to a predefined class  
 ICR / Forms Processing = Extract hand printed text from scanned forms  
 Business Card Reading  
 Barcode Recognition  
 If other, please specify:

# Business Systems at ABBYY EU



- 👁 Sales Cloud
- 👁 Marketing Cloud
- 👁 (Pardot) Services Cloud

- 👁 HR Applications
- 👁 Customer Portal
- 👁 Workflows & Approvals





We move your business to the cloud!



## About CloudWharf:

CloudWharf is a Salesforce registered consulting and ISV partner, based in Munich, Germany.

Services offered by Cloudwharf include initial implementation of Salesforce solutions, integration with other business systems, custom Salesforce development, User Training and more.

## Konstantin Teplinskiy

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