



News Release
From Nuance Communications, Inc.

South Bedfordshire District Council Selects Nuance PDF Converter Professional

*Nuance “Better PDF for Business” Products Save Local Council Nearly £ 300,000
for Multiple-Seat Deployment Compared to other PDF Solutions*

28 January 2009, London, UK – Nuance Communications, Inc. (NASDAQ: NUAN), the world’s leading supplier of speech and imaging solutions, has today announced that PDF Converter Professional Enterprise Edition, the best-selling alternative to Adobe Acrobat, is set to be deployed across 3,000 desktops by the forthcoming Central Bedfordshire Council, following a successful deployment by South Bedfordshire District Council. Nuance is focused on delivering ‘Better PDF for Business’™ with the price, features and performance needed to put PDF on every office desktop. The exceptional value provided by Nuance PDF products is especially timely as organisations are looking to save money and drive more value out of their IT solutions.

The decision to deploy PDF Converter Professional Enterprise Edition followed South Bedfordshire District Council’s assessment of the market’s major PDF creation and conversion software applications. During the product evaluation process, Nuance’s award-winning PDF solution rose above alternatives both in price and performance with robust PDF creation and conversion features. Nuance’s Site License Program made it possible to extend the deployment across 3,000 desktops at Central Bedfordshire Council, where the price of competing PDF solutions would have made such a large deployment cost-prohibitive. The Nuance Site License Program also removes burdensome auditing and seat-counting obligations enforced by other PDF vendors. Another factor in the decision to standardise on PDF Converter Professional Enterprise Edition was Nuance’s support for the Council’s Citrix environment, which allows key departments to more easily access a single PDF solution.

Rob Wood, IT manager at South Bedfordshire District Council said: “PDF is increasingly recognised both within the Council and externally as the document format of choice. The considerable price advantage offered by Nuance’s PDF solution made it feasible to extend the current deployment to all users at Central Bedfordshire Council.”

He continued by saying: “By adopting one uniform PDF solution, we don’t need to worry about who has access to the product and who does not, nor do we have bottle necks waiting for PDF documents to be created or amended. While the price advantage and value favoured our selection of Nuance’s solution, its advanced feature set means it also does everything that we need it to do. And last but not least, we are saving nearly £ 300.000 for the deployment compared to other PDF solutions.”

Ian Turner, Nuance's general manager, Northern EMEA, added: "Now more than ever, councils are striving to be seen as delivering exceptional service and value for citizens. What's good value for the Council is good value for citizens, and so the deployment of Nuance's PDF solution shows both prudence and a real-world appreciation of the productivity benefits that it consistently delivers. This deployment is another example of how PDF Converter Professional Enterprise eclipses other PDF tools on performance, functionally and usability, for a fraction of the price of competitor offerings."

Since its introduction, PDF Converter Professional has become the leading PDF alternative to Adobe Acrobat, with more than three million copies sold to individuals and businesses worldwide. Organizations both large and small have discovered the power and benefits within Nuance's PDF applications, including Airbus, ALDA Pharmaceuticals Corp., Bayer Industry Services, Best, Best & Krieger, LLP, Credit Suisse Information Technology, Dassault, The Euro Tunnel, French Ministry of Economy and Finance, EOF Technologies, French Social Security, The Gillette Company, Mitsubishi Hitec Paper, The National Institute of Health, Pfizer, Inc., Porsche, Siemens, Tech Data France, Telefunken, Trend Micro, Volkswagen, United States Attorneys Office and Wells Fargo. PDF Converter Professional has won over individual users and organisations through a simple formula – deliver all the rich features needed in a PDF desktop application, including some not available in other solutions, at a price that is less than 50% of the alternatives.

Availability and Pricing

PDF Converter starts from £49.99 inc. VAT and is available from Nuance and its global network of resale partners. PDF Converter Professional 5 has a suggested retail price of £99.99 inc. VAT, while PDF Converter Professional 5 Enterprise Edition starts from £149 + VAT. For additional information on features, pricing and volume licensing programs, please visit www.nuance.co.uk.

Nuance Communications, Inc.

Nuance (NASDAQ: NUAN) is a leading provider of speech and imaging solutions for businesses and consumers around the world. Its technologies, applications and services make the user experience more compelling by transforming the way people interact with information and how they create, share and use documents. Every day, millions of users and thousands of businesses experience Nuance's proven applications and professional services. For more information, please visit www.nuance.com.

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