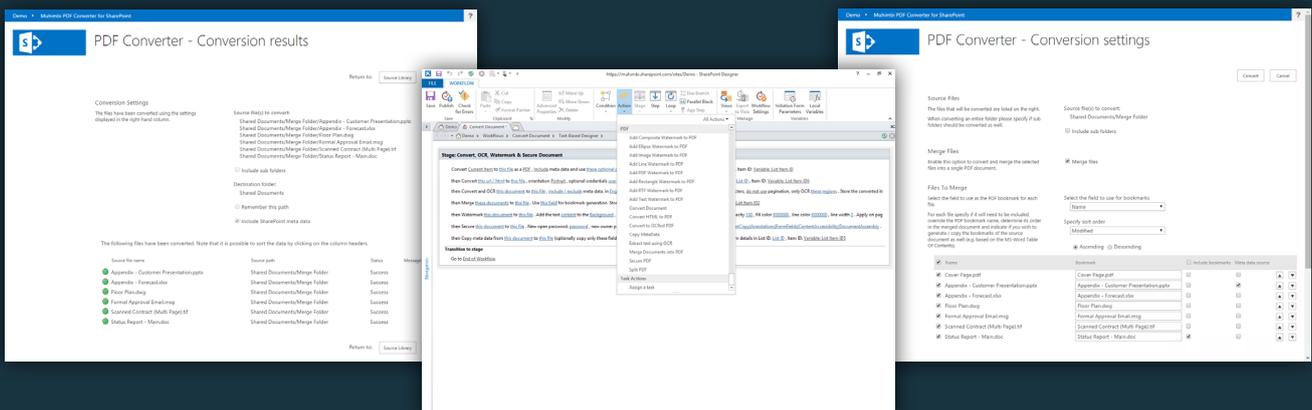


# PDF CONVERTER FOR SHAREPOINT ONLINE / OFFICE 365

Introducing the best way for **SharePoint Online / Office 365** users to convert, merge, watermark, secure and OCR files, through workflows or the UI.

## ESPC 2016 e-book

Best Office Store App • The Most Innovative Cloud Solution



## Background

Established in 2008, UK based Muhimbi is the market leader in server side PDF Conversion technology for SharePoint, as well as generic Java, .NET, PHP, and Ruby based solutions.

Muhimbi's technology enables end-users, as well as developers, to *convert, split, merge, OCR, watermark and secure common document types such as MS-Word, InfoPath, E-mail, AutoCAD, Excel, HTML, PowerPoint, Publisher, Visio* and images from within SharePoint using a friendly user interface, custom Nintex, K2, SharePoint Designer and Visual Studio workflows and even Web Service calls.

For details see [www.muhimbi-online.com](http://www.muhimbi-online.com)

## The Challenge

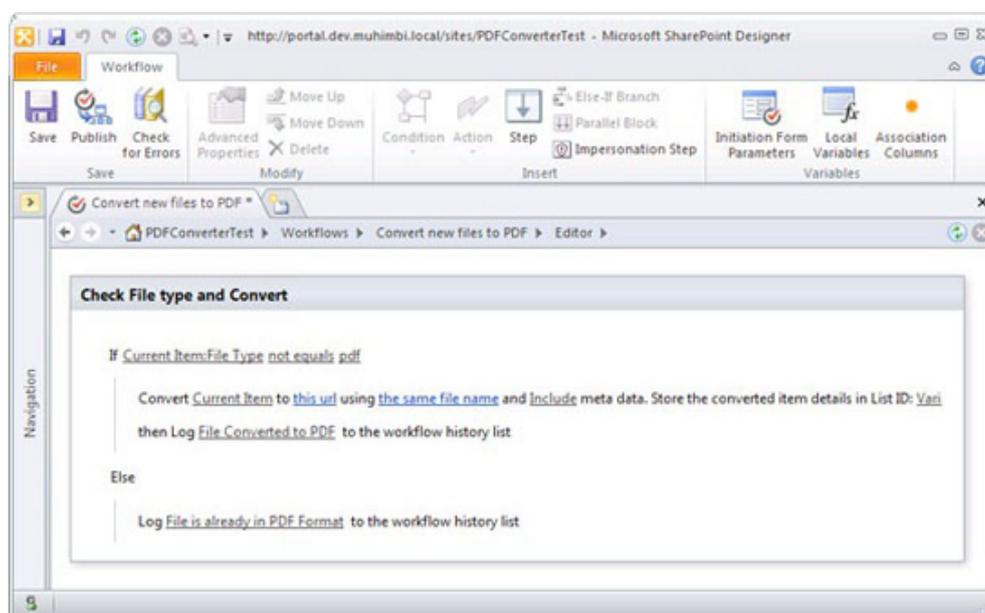
Muhimbi's range of Server Side PDF Conversion software has been in the market for nearly 8 years. However, with the emergence of *The Cloud* and specifically *SharePoint Online*, and *Office 365*, it has become clear that the market is moving in a new, and exciting direction. Although for the foreseeable future 'on-premise' based deployments will make up the majority of the market, more and more customers are asking for SharePoint Online based solutions. **Something had to be done! We can't say NO to our customers.**

## So we had to Innovate

When designing SharePoint Online's App Model, Microsoft had to make some difficult decisions. After all, they are responsible for hosting multiple customers in a shared environment, and stability is a priority. They can't just allow any 3rd party application to run on THEIR servers.

As a result, the SharePoint App model was developed, which makes it possible to develop reasonably functional applications for SharePoint Online. However, this brought several major challenges for Muhimbi:

1. Although similar in spirit, the App Model is incompatible with existing SharePoint *on-premise* code. All user facing logic, carefully crafted to be compatible with SharePoint 2007-2016, had to be recreated from scratch.
2. A number of technologies that some of our more innovative features rely on, e.g. our real-time watermarking facility, are completely unavailable in SharePoint Online.
3. Finally, and most importantly, the vast majority of our customers use our software to participate in their business processes. In other words, SharePoint workflows. Unfortunately, custom SharePoint workflow actions are not supported in the App Model.



Some serious challenges indeed; for the first 6 months of development we weren't even sure it would be possible to build something remotely functional.

Internal development commenced in 2014, and the first SharePoint Online release came to market in 2015. Customers love it as its deployment is trivial, and it functions smoothly while Muhimbi runs and maintains the entire back end

In 2016 we reached feature parity between our Online and on-premise solutions; a major milestone and the result of an incredible effort by Muhimbi’s architects and developers.

## Customers & Reviews

Products like Muhimbi’s range of PDF Conversion products are not developed in isolation. For the better part of a decade we have worked closely with our customers to develop the comprehensive, and enterprise level platform that is available today. Our support desk actively encourages our customers to leave independent reviews. As a result, we have the number one reviewed product on [SharePointReviews](#), and are starting to build a similar reputation in the [Microsoft Office App Store](#).

“This is a great product both from a technical point of view and from the service provided. We needed extra flexibility around some conversion types and the product easily provided it, particularly with the guidance from the support team. Highly recommended product if you need to convert files using SharePoint or custom code.” [Matt](#)

“I think this is one of the greatest products for O365. I would like to mention that they have [the] very best Support team. They are very quick, responsive, they take an ownership of the request. Go with Muhimbi and you [will] never regret [it].” [Daler Sayfiddinov - IT Manager](#)

“I have found the Muhimbi product to be an excellent addition to our O365 platform, providing a robust and reliable mechanism to convert our files to PDF via Workflow which was a requirement for one of our departments. Also I have found the support from Muhimbi to be excellent, they have provided prompt responses to our queries and questions.” [Richard Duffy - Senior Solutions SharePoint analyst](#)

“For the price I paid, well worth my investment. I’ve seen ROI multiple times over. One division in our organization purchased this product for a specific purpose but the entire organization is using it for various goals and everybody is happy. Thank you very much for a fantastic product and for exceptional support. MUHIMBI, YOU ROCK!!!” [Yusuf](#)

Muhimbi's PDF Conversion Software is used on thousands of servers all over the world by customers including: *NASA, BBC, BP, HP, CISCO, Disney, Nokia, AT&T, Nationwide, Kodak, Xerox, Canon, Ricoh, US Army, SONY, Warner Music, Logica, Microsoft, Bloomberg, Fortis, FIFA, Revlon, L'Oreal, Getronics, Toyota, U.S Department of Energy, NHS, NSPCC, Fidelity investments, Deutsche Post, KPMG, BDO, ANSI, Oxford University, Berkeley University, United Nations, NATO, International Criminal Court, The European Investment Bank, Lockheed Martin, Honeywell, Siemens, Rio Tinto, Total Oil, Agilent, FBI and General Dynamics.*



“The best kept secret is the product support - top notch. You cannot go wrong with Muhimbi... It's not magic, but it's close!” - *Bobb, 2015*

