

Switching to Nitro

Spend less and get more by bringing PDF editing and eSigning under one roof

Feel like it's time to find a new solution for working with PDF documents? Switch to Nitro without friction, enjoy better cost structures, and roll out an intuitive solution that works for everyone.



Introduction:

In 2005 Nitro started with a simple vision in mind: make document productivity easy, powerful, affordable, and available to all. At the time, businesses had few options around PDF tools: either they could purchase Adobe® Acrobat® or approach their tasks using subpar workflows. Today, Nitro offers the solution that was once impossible to find—an affordable alternative to Acrobat and other PDF editors, plus a collection of additional features that make Nitro a full-blown productivity suite.

Why do customers in every sector choose Nitro? Before we dive in, here's a quick look at the differences, the benefits of switching, and how easy it can be to make a change.

Nitro lets you:



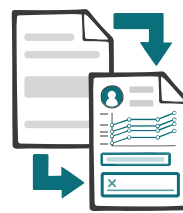
Spend less for both PDF management and esigning



Standardize PDF tools across the entire company at a cost savings



Eliminate usage limits, complex pricing, and surprise fees



Migrate without disrupting important business initiatives

“We’ve started using Nitro within our organization and have been blown away by how much faster, more functional, and cost effective it is compared to what we used before.”



Enda Quain,
Head of Technology Integration and Assurance, AIB

Traditional solutions

- Complex pricing
- Confusing contract terms
- Longer deployment process
- Tricky renewal requirements
- Inconsistent support experience
- Multiple tools for esigning and PDFs

To Nitro

- ✓ Straightforward, affordable pricing
- ✓ Easy to pilot and adopt
- ✓ No disruptions
- ✓ Expert support team
- ✓ Unlimited eSignatures
- ✓ Productivity analytics

Who this guide is for:

If you're responsible for equipping your company's employees with tools that help them do their best work, finding an Adobe Acrobat or other PDF alternative should be on your radar. In this guide we'll tell you how procurement teams and technology buyers capture more value by switching to Nitro, both by lowering costs and improving employee productivity. Whether you're frustrated with your current contract or simply looking to make strides in standardization and digital transformation, it's likely we've helped customers overcome similar challenges. Read on to learn what other companies have gained by switching to the Nitro Productivity Suite and how you can accomplish the same.

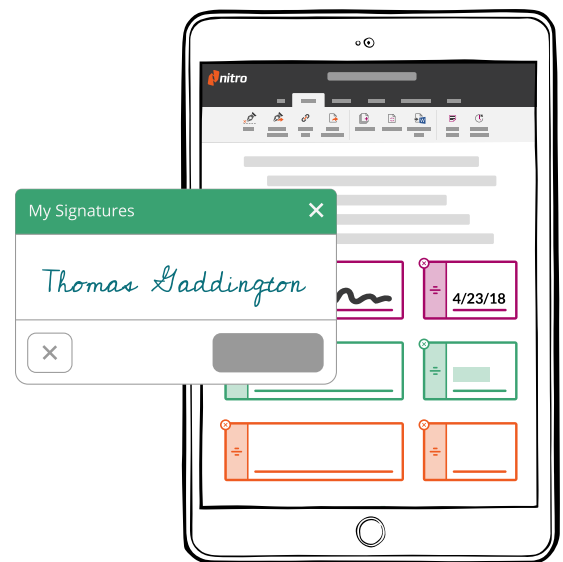
Get better pricing and lower the total cost of your PDF solution

From day one, we designed our pricing to be more affordable and straightforward than other solutions. Nitro customers switching from a traditional PDF solution, such as Adobe Acrobat, find that they're able to **cut costs by an average of 50%**. This allows them to equip more—or, in many cases, all—users with PDF and eSignature tools (which are both automatically included in the Nitro Productivity Suite) for less, without worrying about the details of the fine print.

Aside from the solution price, companies can rack up additional costs of training, submitting support tickets and waiting for replies, and paying for extra usage when employees go beyond the terms of the contract.

Simplify procurement with Nitro for PDF and eSigning

Increasingly we're seeing procurement leaders approach document solutions as a strategic IT initiative. When companies conduct an organization-wide review of their disparate PDF solutions, they're often unpleasantly surprised by how many outdated versions, unsanctioned freeware, and ad-hoc subscriptions they're paying for—not to mention a large number of workers who lack these productivity tools altogether.



Nitro offers simple subscription plans that combine the functions of editing and signing PDFs on a single platform. Many of our customers come to us looking for an alternative to Adobe or other PDF solutions, only to discover the additional benefit of reducing their overall number of vendors. Since the Nitro Productivity Suite includes unlimited eSigning, you can avoid paying for a separate contract with other providers like DocuSign and find additional cost savings by standardizing across the organization.

Swiss Re Equips 9,000 Employees with Better PDF Productivity

To further reduce complexity, we offer straightforward and flexible licensing to our customers. Cost is based on the number of users you need and includes unlimited eSigning and PDF usage. Once you buy, you'll never be surprised by future charges or changes to your terms. This simple approach to pricing allows you to accurately forecast your expenses for the year and offer the best tools to more of your employees.

After modernizing their document workflows by digitizing every insurance contract, Swiss Re needed to extend access to digital document software to thousands of employees who had previously worked with paper. Realizing they needed a solution that was affordable even at widespread deployment, Swiss Re worked closely with the Nitro team to develop a licensing agreement and implementation plan that directly addressed their unique business needs. The global insurance provider ultimately equipped 9,000 knowledge workers with Nitro's PDF productivity software.

[READ THE CASE STUDY](#)

Roll out a new document solution without pushback or risk

PDF documents are used daily in many employee workflows, so it's fair to worry about whether they'll take to a new solution. We help our customers with change management in several ways, including our Nitro Pilot program and an expert onboarding and support team that's available to every user. This reduces the risk of disruption to important work as you deploy a company-wide change and directly addresses employee reluctance to adopt a new product.



Start with a frictionless pilot program

Our pilot program is simple yet comprehensive. Its purpose is to get everyone comfortable with Nitro and craft the best rollout plan for your organization while answering any questions you have along the way. The pilot also provides transparency, uncovering any scenarios in which certain users may need additional training or functionality. Throughout the process, we will share learnings from hundreds of large, global organizations that have successfully made the same switch.

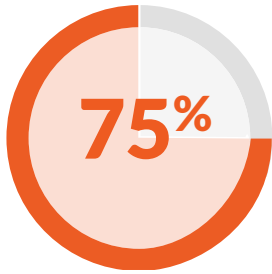
“We were blown away by Nitro’s ease of use, change management expertise, and remarkable commitment.”



Iain Cosgrove,
VP, IT Operations

Let our dedicated onboarding guide you

In addition to the technical evaluation experts who make sure your pilot goes smoothly, the Nitro customer onboarding team is committed to helping you make the most of your investment through training, custom configurations, and priority support.



A whopping 75% of our customers were previously long-time Adobe Acrobat users—they relied on Nitro change management experts to ensure their employees were getting the most from their new tools from day one.

“Dealing with Nitro is a pleasure—they are not a faceless corporate entity but engage with us proactively.”



Aiden Curran,
IT Service Delivery Manager at Howden Group

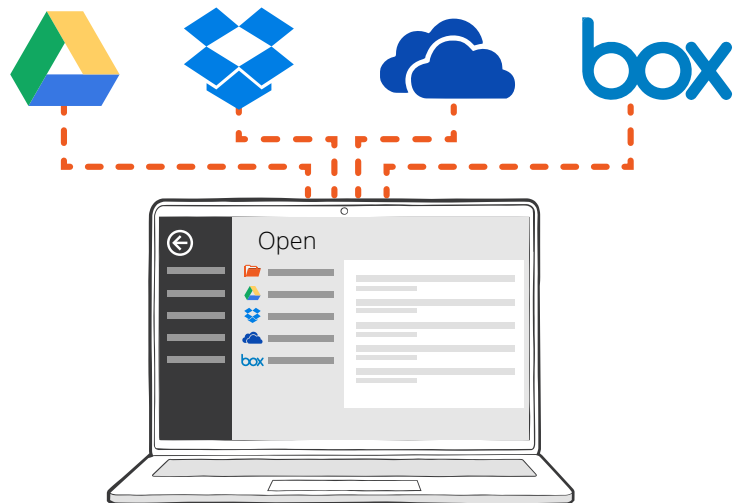
Access ongoing expert support

Once you've transitioned to Nitro, the ongoing support begins. We partner with you through every step of the Nitro journey, from deployment to regular evaluations that help you maximize your productivity gains and ROI. An extensive library of training videos, webinars, and more provides you with additional resources, while 24/7/365 support from our world-class support team ensures your long-term success.

Help everyone be more productive and successful

When you choose Nitro, you're giving your whole team the opportunity to use powerful, intuitive tools to do better work. A recent survey showed that because of Nitro, 68% of users no longer have to rely on colleagues for help editing PDFs—while a positive change, you should never have to leave two thirds of your employees without the tools they need to do their work efficiently.

In addition to giving more people access to the PDF tools they need, Nitro includes native integrations that let users seamlessly work with the solutions they use regularly—Google Drive, Dropbox, OneDrive, and more.



Intuitive, familiar features make adoption natural

Nitro's powerful feature set enables users to create, convert, edit, sign, and share PDFs, providing the familiar functionality found in Adobe Acrobat in an interface that resembles MS Office. This intuitive UI enables even first-time users to work productively with virtually no learning curve.

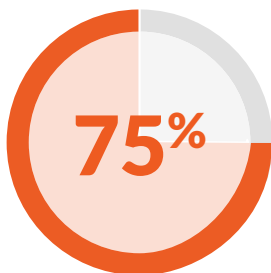
“We were searching for an alternative product to Adobe Acrobat, and we found that Nitro was the best product... and offered the same functionality as what we had in the past.”



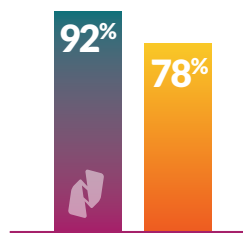
Franz Glashüttner,
Contract & License Manager, T-Mobile Austria

By eliminating workflow challenges, enhancing document collaboration, and driving productivity, Nitro is likely to save each employee at least an hour per week. In addition to reducing the number of helpdesk tickets IT must deal with, Nitro leads to more satisfied employees overall.

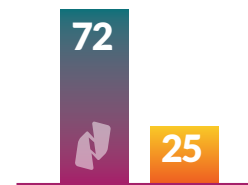
Happy users, by the numbers



75% of surveyed knowledge workers prefer Nitro to any other PDF solution they've used.



While the customer satisfaction benchmark for software is 78%, Nitro earns an impressive 92%.



Our Net Promoter Score—which measures the willingness of customers to recommend a company's products or services—is 72; Adobe's is 25.

Improve workflows with unique productivity analytics

Nitro offers document usage and productivity analytics that no other providers do. By switching to the Nitro Productivity Suite, you'll get access to insights that can be used to fine-tune the way your company works. Understand the return on your Nitro investment with:

- **Data on product usage**
- **Insights into product deployment and adoption**
- **Printing and paper waste stats company-wide**

Our customers use Nitro analytics to identify and optimize inefficient processes, find print-reduction opportunities, and demonstrate digitization gains to stakeholders. To learn more, request a demo.



Maintain enterprise-grade security with Nitro

We can't talk about document management, company-wide access, and unlimited eSigning without talking about security. It's at the heart of everything we do, from integrating security best practices throughout the development cycle to maintaining compliance with protocols like SOC2 Type 2 and HIPAA.

Nitro protects your documents in motion and at rest with digital audit trails and SSL AES encryption. Through extensive logging and instrumentation, we monitor our production environment to audit security, availability, access, and other metrics for our services.

The Nitro team bases our success on how well we earn and maintain our customers' trust. Every day, we protect the data of more than 650,000 businesses, including Xerox, Swiss Re, Continental, Constellation Energy, and Barclays.

[LEARN MORE ABOUT NITRO'S SECURITY PRACTICES](#)



SOC 2 Type 2



GDPR



ESIGN Act



ISO 27001



256-bit
encryption



Permissions-based
access

Get access to unbeatable features

(Nitro Productivity Suite vs. Adobe Acrobat Standard DC)



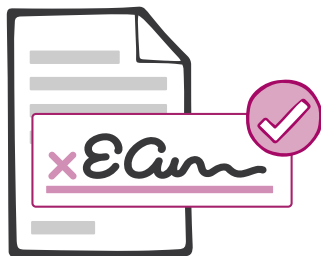
Integrates with SharePoint

Nitro supports a range of document management systems (DMS) including SharePoint. With this integration, you and your team can upload, share, and collaboratively edit documents on a remote web server or web share.

Batch-create PDF files

Automate repetitive tasks involving one or several documents. Your team will save valuable time with Nitro's batch processing tool.

Convert several files to a different document format, print in batch, or run OCR on many image-based PDF files to make their text fully searchable. You can also create custom batch sequences to simplify the tasks your team performs most frequently.



Unlimited eSigning

Accelerate sales cycles, advance workflows, reduce risk, and lower costs by empowering every knowledge worker across your business with the tools to eSign documents in seconds. With no cost-per-signature, no usage tiers, and no overages, eSigning documents is easier than ever. From sales and support to marketing and operations, every team can benefit from standardized eSignature tools.



Leading-edge OCR (Optical Character Recognition)

If you happened to be deeply invested in the minutiae of PDF tooling (and we wouldn't blame you if you weren't), you'd know that simple PDF editing is very distinct from the bigger picture of document productivity. Legacy systems lack the latest optical character recognition (OCR) technology to understand PDF content, and it's impossible to have true document productivity workflows without this key component.

Nitro's OCR and investment in machine learning lets our platform comprehend documents at a level that inspires better document workflows across the entire company. Here's an example:

STEP 1 >>

User opens a PDF in Nitro

STEP 2 >>

User uses OCR to search and edit doc

STEP 3

High-fidelity OCR ensures better accuracy in document layout and design

[SEE THE FULL FEATURE COMPARISON CHART HERE](#)

Work even smarter with Nitro

A switch to Nitro, bringing PDF editing and eSigning under one roof can reduce your total cost of ownership for PDF productivity and eSigning — but that's just the beginning.

Standardizing on Nitro for PDF eliminates security vulnerabilities, lowers IT costs, and improves both knowledge worker and IT productivity. It's a solution that's simple to manage, easy to use, and backed by the best Customer Success program out there. Procurement teams and technology buyers can advance your organization with Nitro's straightforward, affordable pricing, unlimited eSignatures, and productivity analytics. Now that's difficult to argue against.

Whatever pain is driving you to find a new solution for working with PDF documents, it's likely something we've helped other customers overcome. From navigating the tricky renewal process to supporting strong adoption through change management, Nitro's team of experts offers a wealth of proven solutions.

If you're ready to see the value of Nitro for yourself then take the next step and pilot Nitro for free.

[GET IN TOUCH TO LEARN HOW YOU CAN
GET STARTED WITH NITRO](#)