Ahead of the Curve:
Financial Services Accelerate Business with Nitro

Digital transformation has become a top business imperative, with 900 financial service companies adopting Nitro's productivity tools for their 240,000 users around the world.

Whether you work in a bank that's 100 years old or a fintech company born a few years ago, it's guaranteed you'll be affected by the digital services landscape. The financial industry requires an adaptive approach to manage the challenges of growing regulations, evolving customer expectations, data security, digitized employee workflows, and remote working.

Boosting productivity

PDFs have always been part of the financial services industry, representing agreements or processes that can now be integrated into digital workflows.

Nitro is a global leader in document productivity and digital transformation offering customers PDF Productivity and eSigning in one solution. This trusted platform of products delivers productivity, workflows, and intelligence to the most critical documents in the enterprise. Nitro partners with over 11,700 businesses across 154 countries, representing 68% of the Fortune 500. In 2020 alone, Nitro helped unlock productivity in over 2.2 billion documents.

Learn more about how financial service organizations are implementing digital workflows.

01 Connected workflows employees love to use

While digital transformation is primarily focused on enhancing the use of technologies, the importance of how employees engage and use the technology should not be overlooked.

Did you know?

73% of financial services executives attribute a lack of skills and insufficient training as one of the challenges to implementing digital transformation. This is significantly higher than the average for all industries, which is slightly over 50%.

In fact, recent research by Nitro found that nearly 40% of workers believe better training on available tools and technologies would help improve their organization.

Financial service organizations need to make the employee experience a priority. Time wasted trying to learn a new tool can impact employee work satisfaction if not done correctly.

Nitro understands the challenges of implementing a new solution. So, it created an intuitive interface that mirrors Microsoft products, which makes it easy for first-time users to adopt.

CUSTOMER SUCCESS STORY

Flawless rip-and-replace for a European bank in <45 days

A seamless and integrated document productivity platform was what a major European retail and commercial bank required to enable employees to work remotely. Nitro replaced the bank's enterprise-level competitor in under 45 days, ensuring business continuity during a critical time. User feedback was reported to be "noise-free."

Work from home arrangements and other challenges certainly impact the well-being and productivity of employees, so the shift was alleviated by Nitro's easy deployment and integration capabilities. Employees maintained productivity levels whilst working remotely and their customer service levels were not impacted.

Deployment completed
in under 45 days

02 Intelligent productivity platform

When companies have minimal insight into how teams are using implemented tools, it's difficult to know if they're effective or not. New players in the financial industry understand the importance of this data and leverage it to stay ahead of the game. Analytics provides intelligence that can inform businesses on where to spend their time and resources.

Did you know?

Traditional companies are hindered by using legacy systems that take up an average of 70% of IT budgets.

Nitro Analytics helps enterprise customers measure and manage their digital transformation journey. It records product usage, feature adoption, and print activity company-wide. It also enables companies to optimize inefficient processes and identify print-reduction opportunities. With Nitro Analytics, demonstrating ROI to stakeholders becomes clear and simple.

Understanding users' daily workflows means businesses can unlock more efficiencies and improve productivity.

CUSTOMER SUCCESS STORY

Oversight across operations for a renowned practice in South Africa

A leading South African financial services group with over 40,000 employees was limited by their approval processes when forced to work remotely due to Covid 19.

Cutting down their software spend and overall TCO (total cost of ownership) was very important to them.

This client is a huge fan of Nitro Analytics which they use to provide proof of value and ROI on their investment in Nitro.

Nitro Analytics provides true ROI data on your digital workflows

> " Your team is fabulous and the support that we are getting from you is absolutely tremendous. We don't understand why other software vendors don't do it."

VP of Software Licensing

03 Flexible, customer-first approach

Banking and financial institutions are under increasing pressure to be agile and more customer centric. The emergence of digital-only banks (known as neobanks) and other fintech companies has resulted in growing customer demands for simple, quick, and hassle-free experiences.

Did you know?

Fintech startups in banking already have more than 15 million users in total, with neobanks making 60% of that user base.

Customers are now experiencing better services as digital-only companies prioritize a customer-first approach, challenging old business models by improving user experience.

In order to do this, companies need efficient IT delivery models to meet the challenges of digital transformation.

Nitro is committed to being people-first. Your business is partnered with a dedicated Customer Success team to ensure change management, adoption success, and business ROI. This team consists of Customer Success Managers, Solutions Engineers, and the end-user Customer Support team to provide help every step of the way.

CUSTOMER SUCCESS STORY

Easy implementation for a mid-size financial advisory practice in London

An award-winning finance firm in London partnered with Nitro to increase productivity and democratize PDF for all employees. To ensure success, staff were asked at early stages to provide input and feedback about their experience. This allowed Nitro to customize features to support the best user experience. Within one year from rollout, there was an astounding 34% increase in advanced feature usage.
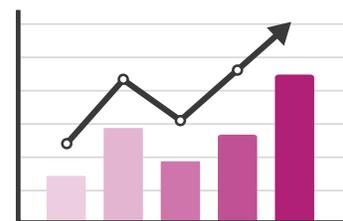
34% increase in 1 year

ADVANCED FEATURE USAGE

04 Enterprise-grade at a lower total cost of ownership

CIOs are challenged with keeping costs low whilst meeting higher IT demands. Managing the adoption of modern IT solutions means they must carefully assess opportunity costs and where to best allocate resources.

> **Did you know?**
>
> It's expected that financial institutions should aim for structural productivity gains of 25 to 40 percent over the next five years just to keep costs flat.

The wide array of digital products and services makes it difficult to decide which ones to use, especially when products are too specific. Often times, CIOs find themselves handling too many licenses for different products. Nitro's business model is based on combining PDF productivity with eSigning to help IT staff simplify their licensing—and extend the benefits across the company beyond what a legacy provider could ever do.

In a competitive marketplace, businesses should allocate their resources to products that give them an edge and provide cost savings.

Nitro's flexible pricing and licensing model is designed to suit the needs of your business. Your business won't have to worry about compromising on quality to save costs. With the right document productivity platform, you can drive your digital transformation affordably and efficiently.

CUSTOMER SUCCESS STORY

Seamless rollout and adoption for US banking institution

The affordability of an integrated document productivity platform allowed a US bank holding company to replace its legacy PDF provider. The cost-effective solution proved to be more scalable, which allowed 1000 employees to access Nitro's suite of products.

Each user now spends on average three hours per week working with Nitro's productivity tools to edit, create, and combine PDF's. User adoption has been simplified as employees find the tools very easy to use.

Simplified PDF workflow

TIME SPENT A WEEK PER USER

05 Easy and supported switching

Businesses are often hesitant to start their digital transformation because they anticipate issues throughout the process; from wasting money and time adopting new tools to employee frustration and a reduction in productivity.

Did you know?

Out of all the organizations in financial services that have pursued digitization, 79% are still in the early stages because of delays.

Dealing with the scale of change and complexity of legacy systems can hinder the process of adoption. Since Nitro has helped with many large-scale transformations, they know how to mitigate any issues and potential risks that might arise.

From the beginning when the product is trialled, all the way to monthly check-ins – Nitro ensures the success of replacing the old and enhancing the new, so you get the most value out of the solution.

Nitro has a dedicated customer success team to help you with licenses and user management. 24/7 access to a world-class global support team and direct access to technical experts is provided. A seamless and painless transition means that you can fortify your internal operations and spend time on the demands of the financial industry.

CUSTOMER SUCCESS STORY

Smooth transition for Swiss finance company

A leading wealth management group worked with Nitro to embrace change and remain at the forefront of their industry. Nitro replaced an enterprise-level competitor to boost document productivity and provide an internal collaborative approach for 9,000 users.

Nitro adjusted licensing management and added product enhancements to suit the company's security and productivity needs. The company overcame several unforeseen issues by relying on Nitro's flexible customer service to adjust its licensing. The partnership allowed them to adapt to changing contexts and shifts in the market.

Nitro licensing deployed to 60% of the workforce in Year 1

Find out more today

Digital transformation is more critical than ever before, and now is the time for financial services to adapt. Ready to start your digital transformation journey?

Learn why 68% of Fortune 500 companies rely on Nitro.
Visit us at **www.GoNitro.com**.

nitro