Essette Equips Over 50% More Users and Reduces Paper-Based Processes with Nitro

essette

About the Company

In 2003, Gaudette International saw an opportunity in "the land of Healthcare" to go up against the giant, monolithic software vendors and create simpler and more intuitive web-based applications that were also more cost-effective.
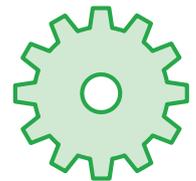
Based in Colorado, Essette (which combines "Essential" and "Gaudette") continues to provide robust Care Management software solutions that help healthcare providers and users streamline workflow, comply with regulatory requirements and, most importantly, improve patient care outcomes.

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Essette competes against much larger healthcare software companies all the time, **so we always need to be focused on being easier to work with and delivering exceptional client satisfaction.** We liked how Nitro shares that same philosophy and approach"

The Challenge

Digital transformation has impacted healthcare organizations of all shapes and sizes. The ARRA/HITECH Act of 2009 drove broad adoption of electronic health records, including patient medical history, insurance claims, prescriptions, and applications. Furthermore, due to healthcare reform in the United States, health insurance organizations and providers were seeing a significant increase in patients and subscribers — without a proportional increase in operational budgets. As a rapidly growing healthcare technology company, Essette wasn't immune to this impact throughout the industry, and they started to look for ways to improve their own business processes to gain efficiencies internally, and ultimately deliver even more value for their clients.
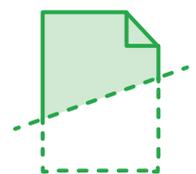
PROVEN
Results

**Increased
Productivity +10%**

**Equipped 50+%
More Users**

**Reduced
Paper Usage**

Although healthcare has been an industry that has relied heavily on paper-based processes for decades, many healthcare companies today are at the forefront of the digital document transformation. **Given the fact that 46% of healthcare knowledge workers use a printer, scanner, or copier 10 or more times every day, Essette knew there was a huge opportunity to transform how they work with documents to be more productive and less reliant on paper.**

> "We never print anything anymore...**the ability to do more directly in PDF clearly saves printing and scanning time and costs"**
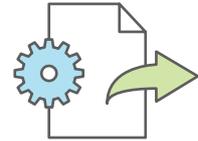
With their move to eliminate paper documents, PDF quickly became Essette's universal format for assembling, sharing, and archiving documents internally and externally; however, they needed a better PDF software solution, one that would allow them to equip more users on a standardized, easy-to-use platform. Essette's COO & CTO Grant Gaudette knew he had to switch from their current solution, Adobe Acrobat, to a smarter document management tool. **As more users requested PDF editing software, it became cost-prohibitive at the scale they needed and some users found it difficult to use. Plus, Adobe only offered limited, subscription-only licensing options to companies like Essette.**

> "We're very happy to be Nitro customers and know **it's a toolkit we'll keep as we continue to grow"**

The Nitro Solution

After evaluating several PDF software alternatives, Gaudette found that Nitro Pro offered the best combination of usability, quality, value, and ease of deployment. "We tested Nitro Pro with our users, and everyone was very impressed by the product...**Nitro did the best job at PDF-to-Word and PDF-to-Excel conversions that we've seen."**

Because of Nitro's easy-to-use interface and affordable price, Gaudette was able to roll out Nitro Pro to his users quickly and without the need for a lot of time and resources from him and his team.

Convert & Export

Revise content using your favorite programs. Convert PDF files into Word, Excel, and PowerPoint files, or create PDFs directly from Office.

Key Benefits

According to Gaudette, the transition to Nitro as the standard PDF editing software at Essette has been seamless. **"It's really helped reduce the back-and-forth that used to happen with the people who didn't have a PDF editor and the ones that did. Now people aren't interrupting each other with those 'urgent' requests."**

Essette was able to deploy Nitro Pro for users across the organization, including:

Business Development

- Every sales interaction at Essette produces multiple PDF documents that need to be sent to clients for signature, and then the returned PDF file needs to be pulled apart again and re-assembled for archiving.

- Nitro saved Essette significant time with every user being able to create, edit, and merge PDF documents as needed—without having to rely on equipment or someone else.

Project Management

- Essette delivers all project plans, requirements, and other documentation — which often come to Project Managers in many different formats, including otherwise uneditable files — as standard PDFs to the client.

- Nitro's powerful conversion and editing features enable the Essette team to unlock the content in the source files to prepare consistent, high-quality PDF documents for their clients.

Documentation

- From early in the sales process through implementation and launch, Essette's Documentation group publishes a high volume of technical documents, best practices, and training materials for their prospects and customers.

- Nitro empowers Essette's users to easily produce and distribute documents as PDFs that are high quality, secure, and universally compatible.

Collaborate & Review

Nitro Pro offers a range of easy-to-use collaboration tools that ensure accurate version control.

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Nitro **empowers everyone** to do what they need to do without having to rely on anyone else or on additional equipment"

Results

By deploying Nitro as their preferred PDF solution, Essette was able to achieve a significant positive impact on their business:

- **Equipped 50-74% more workers with Nitro — Empowering each user with the ability to convert, edit, share, and archive PDF documents without having to rely on a few users.**

- **10% increased overall user productivity with Nitro — Fueled by fast and easy user adoption and more efficient document processes.**

- **Reduction in printer and paper use**

- **Faster contract turnaround time**

Source: TechValidate. https://www.techvalidate.com/tvid/23D-814-8B8

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About Nitro

Nitro is a document productivity company. We make it simple for business teams to convert, share, sign and analyse documents anywhere on any device. Founded in 2005 in Melbourne, Australia to disrupt the PDF market, Nitro is used by more than 575,000 businesses, including over half of the Fortune 500. Nitro headquarters are in San Francisco, with offices around the world. Get more from your documents and make work more productive at gonitro.com.

For more information, contact your Nitro sales representative or visit
www.GoNitro.com