How GRC Built Up Productivity with Nitro

About the Company

Gray Robinson & Cottrell (GRC) Quantity Surveyors is an independent quantity surveying practice helping Australasia's leading companies deliver successful projects and effectively manage property assets.

They offer the full spectrum of cost planning and commercial management services across the entire asset lifecycle. The practice's clients span the construction industry including contractors, developers, government institutions, consultants and mining corporations. Over the past three decades they have worked with leading companies on projects that have shaped Australasia – from road infrastructure in New Zealand to commercial skyscrapers in Brisbane. Their people combine technical qualifications in quantity surveying, construction and dispute resolution with practical construction industry experience. Importantly, they have a collaborative and ethical culture based on honesty, accuracy and integrity.
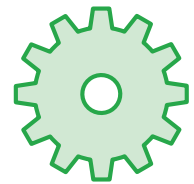
The Challenge

"GRC adopted free software solutions, using a combination of rudimentary complimentary programs to manage documents. **We were running on a limited number of free licences**"

Stephen O'Brien,
Associate Director at GRC

Documents are at the core of the quantity surveyor's profession. These include design drawings used to itemise quantities of material and labour in a construction project, as well as documents that deal with complex numbers to provide costing advice, figures that are constantly re-evaluated over the lifespan of a project. Residential and commercial construction is booming and to keep up with demand, the traditionally paper-heavy surveying industry requires more efficient ways of document management.

PROVEN
Results

Increased Productivity 5+%

Equipped 1.5x More Users

Great Value

Stephen O'Brien, Associate Director at GRC, has been in the surveying business for over a decade and has witnessed significant progress in the way technology is used. As individual GRC employees began seeking technological solutions to increase efficiency, O'Brien realized that the company needed to embrace some of the technology available. The decision was made to trial a number of alternative software products, which led to two main challenges: capability issues and staff frustration.

Capability Issues

Problems with the "freemium" method of software products soon arose. GRC found its software capabilities didn't allow staff to manipulate documents the way they needed. Employees were spending excessive amounts of time trying to edit documents. O'Brien explains, *"The consolidation of multiple PDFs into a single document was the biggest document challenge. We work with drawings that need to be printed to specific scales, so selecting the dimensions and individually printing each document is incredibly time-consuming. We also found the need for annotation and document conversion became greater—however we didn't have a product to meet this demand."*

Staff Frustration

Eventually these time-consuming and inefficient ways of annotating, converting and consolidating documents led to staff frustration. *"Employees were unable to efficiently complete tasks. So we needed to do something,"* O'Brien says. It became clear that with such a diverse service offering, GRC required one comprehensive, affordable and user-friendly product that could function across the entire business.
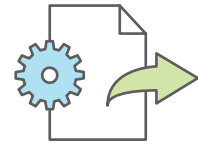
Convert & Export

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

The Nitro Solution

"
The money we've spent on licences will more than pay for itself in the long-term. Investing in Nitro is a smart investment—**it's an example of spending money to save money"**

Stephen O'Brien,
Associate Director at GRC

Following these freemium software challenges, Nitro was introduced to GRC in 2015 and the benefits quickly became apparent, from improved productivity to painless training. The company now has 45 Nitro Pro licenses, equipping the necessary employees with a uniform PDF editing tool.

Capability Advantages

After using multiple freemium products, GRC found Nitro to be an affordable solution, allowing the company to equip multiple employees with the product. O'Brien explains the immediate benefit, *"Nitro enabled us to have all staff using the same software and enjoying equal capability. Putting everyone on the same platform, we've avoided the complications that come when employees use diverse and incompatible software."*

Improved Productivity

After deploying Nitro, GRC employees were able to edit documents as required and with vastly improved speed and efficiency. O'Brien shares the experience, *"Nitro helped us combine documents which improved our printing speed and avoided misprints. We've made leaps and bounds in productivity."*

Easy Staff Training

An additional benefit was that GRC discovered Nitro to be intuitive software that required little to no training amongst the majority of staff members. *"To be honest, the basic functions are very easy to pick up, with staff being easily able to combine and annotate documents. This has made training far easier,"* says O'Brien.

Collaborate & Review

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

Results

> **"**Cost savings from choosing Nitro over Adobe Acrobat means **we can equip 1.5x more employees"**

Stephen O'Brien,
Associate Director at GRC

With Nitro Pro, GRC saved time and increased its productivity. *"Compared to the old way of doing things, Nitro helped reduce the time we work with documents by over an hour a week per person,"* says O'Brien. *"The convenience of having one PDF program across the entire organisation improved organisational productivity by around 5%."*

Looking ahead, O'Brien sees the ways that Nitro Pro will continue to improve efficiency and streamline GRC's workflows. *"I'd like to introduce everyone to e-signatures because I think this will be a powerful tool for our approval process, particularly at a senior level. All of our letters require a signature and we currently print, sign and then scan documents. It's quite old fashioned. I feel with Nitro's e-signature function we could cut out a few steps and speed up this process,"* O'Brien concludes.

About the Team

Stephen O'Brien
Associate Director

O'Brien has been with GRC since his cadetship 10 years ago. Over his time with the company, O'Brien gained extensive experience across all stages of the development timeline and became a senior quantity surveyor. O'Brien maintained an interest in the more technical side of the business and simultaneously took on the Head of IT role, responsible for setting up and maintaining the company's IT infrastructure.

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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