

Nitro Measures Up for Land Surveys



About the Company

Land Surveys is an engineering survey company that provides comprehensive surveying services and solutions for a range of construction specialities, from commercial buildings to large mining infrastructure projects. Established in 1997 in Western Australia, the company now has 220 employees in offices around Australia and internationally.

“No problems, **just solutions.**”

Land Surveys mission statement

The Challenge

Land Surveys was frustrated with the way “paperwork” was handled. In the engineering survey industry, it’s critical that employees have the right set of tools to effectively execute document workflows. Whether in their Papua New Guinea office, or onsite in remote locations such as their Wheatstone LNG Project in Onslow Western Australia, Land Surveys realised that simplified document management was key to optimising the efficiency of multiple large-scale projects.

“Printing and **scanning onsite was wasting a lot of time** and creating a delay in getting documents to the client.”

Clinton Watters,

Technical Survey Coordinator at Land Surveys

Being Offsite in Remote Locations

The surveyors at Land Surveys often work in remote locations, posing a challenge with having the appropriate tools to complete the job. They needed access to easy-to-use, reliable solutions that enabled them to do their work quickly and efficiently. Jacek Murcha, National Operations Manager at Land Surveys, explains, “Our teams are located across multiple, remote sites over the country. They often need to make notes to draft plans or map out measurements >

PROVEN Results



2+ hours saved when surveyors used Nitro onsite



3x more employees equipped with PDF tools, compared to Adobe Acrobat



0 hours training needed to on-board employees to Nitro

while they are onsite, and require mobile technologies to do so." Land Surveys recognised that having the right technology was crucial to ensuring projects were delivered according to timelines.

Frustratingly Bad Habits Leading to Resource Waste

The employees at Land Surveys were accustomed to the "old way" of doing paperwork. But the time and resource-wasting practice of print-scan-save-send was frustratingly inefficient. Clinton Watters, Technical Survey Coordinator at Land Surveys, describes the outdated process, "Staff would print plans, mark them up, stick a 'sign here' label on them and then send them to the client." This method did nothing to enhance the customer experience or make good use of employees' time.

Hindered by High Cost of Adobe® Acrobat®

Land Surveys saw the value of a PDF tool, but were held back by the exorbitant costs of Adobe® Acrobat®. As a result, only a small number of employees were afforded access to PDF editing technology. According to Watters, "Previously, we only had a handful of PDF software licences because they were costly, which limited the technology to a small number of senior staff." This hindrance resulted in workflow bottlenecks when PDF editing was required.

Implementing Nitro

 "The more people hear about Nitro in the company, **the more people want it.**"

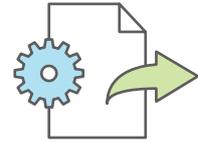
Jacek Murcha,

National Operations Manager at Land Surveys

How Nitro Is Used at Land Surveys

Nitro was introduced in March 2015, initially offered to a small group of power users. "When we first implemented Nitro we only purchased a few licences. However, word quickly got around that it was a tool which was simple to use," says Murcha. Land Surveys has now doubled its number of Nitro licenses to accommodate the growing demand from other parts of the organisation, and plans to equip more employees in the future as it continues to grow.

Since deploying Nitro, Land Surveys has seen remarkable results in productivity—most especially for their front-line employees, such as the surveyors and drafters who are onsite in multiple remote locations. Watters explains, "With Nitro, managers and drafters can make changes directly to PDF drafts and are able to add labels, signatures and red line mark ups onsite." With this time saved, it's no surprise that employees have reported e-signatures and red line mark ups as their favourite features.



Convert & Export

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

A Painless Roll-Out

“Nitro is simple and logical to use... **it’s so intuitive,**”

Clinton Watters,

Technical Survey Coordinator at Land Surveys

Land Surveys did not feel any of the frustrations commonly experienced with introducing new software into the organisation, and found it incredibly easy to roll out—especially with the local support and convenient educational videos that Nitro offers.

According to Watters, *“Nitro is simple and logical to use. With other document software, many of the common functionalities were hidden, but with Nitro, everything is right there in front of you. It’s so intuitive, we haven’t needed to provide training to our staff. One of my colleagues recently had to mark up a document—he couldn’t believe how simple it was to insert text.”* This ease of use enabled the IT team to focus on other projects, while being assured that employees were confidently using Nitro to make working with documents easier.

Results

Introducing Nitro has been a win-win situation for Land Surveys, as they have been able to increase productivity and satisfaction among employees while equipping even more users with the significant cost-savings they’ve recorded.

“Nitro is now a fundamental part of our toolkit—it’s not going to go away. **We need this product.**”

Jacek Murcha,

National Operations Manager at Land Surveys

Time Saved

Land Surveys has found that up to two hours of time is saved each time Nitro is used onsite. This has enabled Land Surveys to streamline the drafting process significantly compared to using AutoCAD. Murcha shares the experience, *“Nitro has cut down on our drafting time significantly and thus made it easier and faster to get documents back to clients. By using Nitro onsite, we have reduced the time it has taken to send documents to our clients by up to 2 hours.”*



Collaborate & Review

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

“Nitro has enabled us to reduce the impact that geographical barriers place on our document productivity management,” Murcha continues.

Happier Employees = Better Performance

“We can now afford more licences at **a third of the cost of Adobe Acrobat,**”

Jacek Murcha,
National Operations Manager at Land Surveys

Another outcome that Land Surveys discovered upon introducing Nitro is how much happier its employees are. There is no longer a need to fumble around getting documents ready and employees can dedicate themselves to work that deserves their complete attention without distraction. Murcha describes this result, *“One of the key benefits Nitro has provided our company is helping to boost employee efficiency. We can now afford more licences at a third of the cost of Adobe Acrobat, enabling us to roll out the technology to many of our staff, not just the managers. Nitro is a far more accessible tool. It’s no doubt boosted moral amongst our employees who find their daily tasks much easier to complete.”*

About the Team

Jacek Murcha
National Operations Manager

Jacek Murcha joined Land Surveys in 2006 in the Project Manager role on a major Pilbara Infrastructure Expansion project. Murcha advanced into the role of Survey Operations Manager, dealing with both regional and Perth construction projects. Now with the company’s continual expansion, Murcha has progressed to a newly created role of National Operations Manager, responsible for coordinating operations across Australia through numerous offices.

Clinton Watters
Technical Survey Coordinator

In his role, Clinton Watters provides national survey instrument and software support and training. He also produces and compiles procedures and guidelines for Land Surveys.

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 550,000 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, call your sales person or visit

www.GoNitro.com



Sign & Secure

Nitro Pro makes it easy to sign and certify your documents while keeping your work secure, so confidential information remains private.