

# Grupo TSK Streamlines Workflows and Grows Globally with Nitro



## About the Company

With more than thirty years of experience to its name, Grupo TSK is one of the world's most influential leaders in Engineering, Procurement, and Construction (EPC).

Today, this Spanish company provides technical and industrial resources to over 35 countries across the globe, yielding 97 percent of its annual 800-million-euro turnover from businesses outside Spain. Grupo TSK's over 800 professionals focus on delivering excellent customer service while executing exceptional engineering and equipment projects in the industrial, energy, environment, and infrastructure sectors.

## The Challenge

Given its high volume of international clientele, Grupo TSK relies heavily on PDF documents to keep its electronic documents standardized and secure. On a daily basis, departments across the organization—from engineering and accounting to purchasing and project management—need to edit, manage, and share a wide variety of PDFs, including order forms, invoices, official contracts, and operating manuals. In addition, most of these documents are highly confidential, complex, and lengthy, requiring secure digital signatures and visual elements like images and drawings.

“It's common for users to work with documents that are thousands of pages in length. **Nitro's performance enables users to handle these large files quickly and easily, with very little waiting or downtime.**”

While a handful of Grupo TSK users had access to a PDF editor, the software's high price tag prevented widespread rollout. As a result, the many users left without proper editing tools were forced to rely on the few employees that did have a solution, which produced a workflow bottleneck that wreaked havoc on productivity and performance.

Challenged to find a scalable solution for more of its knowledge workers, Grupo TSK began searching for an affordable, professional-grade PDF editor that offered easy user adoption and simple, straightforward deployment to ease the burden on IT.

PROVEN  
**Results**



**Increased Security**



**High Efficiency**



**Great Value**

## The Nitro Solution

After discovering Nitro as an enterprise-grade PDF solution, Grupo TSK was instantly impressed by the richness and variety of Nitro's features, as well as the usability of the Office-style interface, a platform already familiar to the company's many Windows users. To satisfy the organization's scalability needs, Nitro enabled Grupo TSK to equip exponentially more users by offering them the tools, resources, and features they needed at a fraction of the cost of the PDF software they had been using.

## Key Benefits

While it started with a small deployment in 2011, Grupo TSK steadily expanded its Nitro use over the next several years. In 2016, Grupo TSK signed a three-year agreement with Nitro to standardize on the solution and equip every user across the entire organization.

According to Ricardo Gonzalez, CIO at Grupo TSK, here are a few ways the company has experienced the Nitro difference.

## Easy User Adoption

With more than 800 employees worldwide, Grupo TSK needed a document solution that all of its knowledge workers could use seamlessly on a daily basis.

*"We have deployed Nitro within our company very easily with minimal training for employees. This is because the Nitro interface feels natural for our Windows users."*

## Exceptional Customer Support

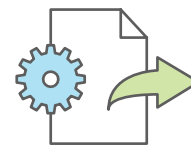
While Nitro's intuitive functionality helps eliminate the need for frequent assistance, it's comforting to know that seasoned support professionals are available 24/7 to answer any lingering questions.

*"We do not need to call Nitro support for technical questions. Our only need is to occasionally discuss license management, and our inquiries in this sense are addressed successfully and always quickly with rich feedback."*

## Versatile Features

From creating, editing, and merging documents to utilizing secure digital signatures, Grupo TSK's feature usage is as diverse as the organization's departmental needs.

*"We use Nitro to create simple documents like company orders, as well as electronically signed documentation. Nitro is also used to compose complex documents with mixed sources and components like images, drawings, and text."*



### Convert & Export

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

**Without Nitro,** the creation of our equipment operation manuals, for example, would be an extremely arduous task!"

**Ricardo Gonzalez,**  
CIO at Grupo TSK.

## Results

By deploying Nitro as their preferred PDF solution, Grupo TSK was able to achieve a substantial positive impact on their business:

- Significant productivity gains— Saved time across the organization by empowering employees to work smarter with documents
- Improved security for sensitive, confidential digital documents
- Streamlined workflows— Equipped every knowledge worker with the ability to convert, edit, merge, and share PDF documents without having to rely on a limited number of users
- Quicker processing time for contracts and invoices
- More efficient collaboration with colleagues and customers
- Ability to standardize tools/processes and eliminate document compatibility issues



### Collaborate & Review

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

“One of the best things about Nitro is its **global reach ability to support Grupo TSK’s growth.**”

## About Nitro

Nitro is a global leader in document productivity. We offer best-in-class software solutions that can benefit every knowledge worker, helping them reduce paper consumption and improve productivity, document security, and corporate sustainability within their organization. Founded in 2005 to disrupt the PDF market, Nitro has succeeded in ensuring over 600,000 customers—including over half of the Fortune 500—are working smarter every day with documents. Nitro headquarters are in San Francisco, with offices around the world. See how work can be more productive at [GoNitro.com](https://www.gonitro.com).



For more information, contact your Nitro sales representative or visit [www.GoNitro.com](https://www.gonitro.com)