



Customer Success Story

Johnson, Price and Sprinkle

AT A GLANCE

INDUSTRY: ACCOUNTING

LOCATION: ASHEVILLE,

NORTH CAROLINA

CUSTOMER SINCE: 2008

TEAM SIZE: 50-100

WWW.JPSPA.COM

About the Company

North Carolina-based Johnson, Price and Sprinkle is a leading accounting firm in Western North Carolina, providing innovative financial solutions created specifically for small to mid-sized businesses. JPS offers over a half century of CPA service, managing over fifty employees located across three offices.

Challenge	Nitro Solution:
PDF Production Flexibility in Scanning & Printing	Combine, Add/Delete Pages
Template Editing (Watermarks & Headers/Footers)	Format PDF Pages with Markup tools
Powerful PDF markup and commenting tools	PDF Editing and Commenting tools
Full sorting, indexing and search capabilities	OCR

With their previous all-paper archives, Johnson, Price and Sprinkle faced significant challenges and expenses in document management like printer toner, paper, and valuable office space taken up by file cabinets. "Moving from a paper workflow to an electronic document workflow was the only way to keep up with the firm's growth and document retention requirements," said Garrett Martin, Director of Technology Services at JPS.

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Paper is easily lost, damaged or destroyed, and storing large volumes of paper documents is cumbersome, expensive and ill-suited to document searches. So, JPS needed to find a more efficient alternative.

JPS was also struggling with efficiently moving files and supporting papers to other offices. "Without electronic documents, it was very hard to shift work around to other offices because the supporting paper would have to be physically shipped from one office to another," said Martin.

Johnson, Price and Sprinkle had to find a document interchange format to replace paper. The firm identified PDF as its format of choice and then began evaluating PDF software that could provide powerful features to create, markup, edit, view, sort, and search its documents.

"We went through an exhaustive evaluation process to find a "back-end" system that fit our needs, and then had to find "front end" tools for our staff to use," said Martin. "Our main goal was not to introduce complexity by using several different tools."

"I DON'T THINK THERE IS A FEATURE IN NITRO PRO THAT WE AREN'T UTILIZING SOMEWHERE."

How did Nitro help?

"NITRO PRO'S INTERFACE IS CLEAN AND SIMPLE, ALLOWING PEOPLE TO WORK INSTEAD OF TRAIN."

Upon deciding to deploy Nitro Pro, JPS wanted to be certain that implementation went as smoothly as possible during the initial rollout of the software. Support was an important consideration when the company had evaluated the Nitro Pro offering, as the firm has a diverse range of document creation and manipulation needs.

"We have several different departments which produce documents in very different ways. Audits, for example, generate documents that consist of scanned supporting documents, spreadsheets, word processor documents, and document indexes used to link all of these together," noted Martin.

The company evaluated several different tools and found that most were too complicated, too expensive or too resource-intensive for "across the board" implementation. In addition, one of the more pressing internal concerns was how to quickly train staff while transitioning from paper to electronic document processes efficiently.

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"The implementation of Nitro Pro went very smoothly. Of all the changes introduced with our document management system, Nitro Pro was the easiest for our employees to deal with. Nitro Pro's interface is clean and simple, allowing people to work instead of train," says Martin. Johnson, Price and Sprinkle employees were able to use Nitro Pro immediately without any training downtime.

Results

"THE INITIAL COST OF NITRO PRO WAS A HUGE PLUS, AND WE CONTINUED TO RECOMMEND NITRO PRO TO OTHER FIRMS."

Finding the right PDF solution was essential to the success of Johnson, Price and Sprinkle's long-term commitment to its employees, clients and CPA service industry requirements.

"We found that Nitro Pro had the power to be useful, while also being the easiest to use. The initial cost of Nitro Pro was a huge plus, and we continue to recommend Nitro Pro to other firms," Martin says.

Nitro Pro has also played an integral part in the firm's expansion from its own offices to its clients' offices, allowing for more client and company security, archival and document exchange.

"Clients are also learning new, convenient ways to share files and collaborate using PDF electronically," notes Martin.

Nitro has provided Johnson, Price and Sprinkle with a robust and scalable PDF creation and collaboration solution.

With the deployment of Nitro Pro, JPS was able to:

- Successfully transition document workflows from paper to digital, saving time and money.
- Easily move large volumes of documents between locations securely, and retain document integrity.
- Provide reliable and powerful OCR functionality to the firm's team.
- Encourage internal and external document collaboration via PDF.
- Save thousands of dollars in printing, faxing, paper and document archival costs.

Think it's time for your company to switch over to Nitro Pro? Check out our Nitro for Business section now!

www.gonitro.com/pro/business