



21 July 2021

## NITRO LAUNCHES UNLIMITED eSIGNING, INTEGRATION WITH SALESFORCE

**Nitro Software Limited (ASX:NTO)** ('Nitro' or the 'Company'), a global document productivity software company driving digital transformation in organisations around the world, is pleased to announce the launch of Nitro Sign™ as a standalone subscription product as part of a new comprehensive, flexible pricing and packaging model for the Nitro Productivity Platform.

### Highlights

- Nitro Sign launched with full commercial availability as standalone subscription solution, offering customers unlimited, enterprise-grade eSigning capability.
- New Nitro Productivity Platform pricing and packaging model offers customers the flexibility to tailor document productivity solutions to meet any business need.
- New Nitro Sign integration with Salesforce enables customers to accelerate closing of sales contracts and other critical agreements.
- Completion of PDFpen acquisition adds native Mac, iPad™ and iPhone™ capability to product platform.

With the launch of Nitro Sign as a standalone subscription product and the recent addition of native Mac, iPad and iPhone capabilities, the Nitro Productivity Platform is now more powerful than ever, offering customers a full suite of workflow productivity solutions to meet any business need on most popular systems and devices.

The Nitro Productivity Platform now provides customers with the ability to tailor solutions based on their individual requirements, including upgrades to enterprise-grade capabilities, integrations with many major systems and the automation of key workflows.

The increased scale of the Nitro Productivity Platform comes at a critical time for organisations around the world as the ongoing impacts of the COVID-19 pandemic continue to accelerate the shift from slow-moving, paper-based processes to more efficient digital document workflows.

Throughout the pandemic, usage of Nitro's productivity tools has soared, with more than 2 billion documents opened in Nitro PDF Pro™ during 2020. More than 1 million Nitro Sign eSignature requests have been made in the first six months of this year alone, equaling the number of eSignature requests for the entirety of 2020.

To help customers navigate the challenges caused by the pandemic and the rapid shift to remote work, Nitro Sign was initially made available to customers free of charge after its release in June 2020.

The Company is today launching its premium Nitro Sign offerings, making Nitro Sign available as a standalone subscription product or as part of a tailored productivity solution, depending on the customer's requirements. Nitro Sign Essentials offers unlimited simple eSigning to everyone in an organisation, while Nitro Sign Advanced and Nitro Sign Enterprise add powerful features, such as custom branding, team collaboration and advanced systems integrations.

Nitro is today also announcing the integration of the Nitro Productivity Platform with Salesforce – the provider of the world's leading customer relationship management (CRM) software – to help customers accelerate the closing of sales contracts and other critical agreements. Nitro Sign and Nitro PDF Pro already integrate with other key systems used by organisations every day, including Zapier, Power Automate, SharePoint and cloud providers Box, Dropbox and Microsoft OneDrive.

On 12 July 2021, Nitro announced the completion of the acquisition of PDFpen, which adds native Mac, iPad and iPhone capabilities to the Nitro Productivity Platform.

Sam Chandler, Nitro's Co-Founder and Chief Executive Officer, said: "As years of offline-to-online migration are compressed into months by COVID-19, more and more organisations are turning to us for solutions to dramatically improve their document workflow productivity. With the increased scale, capability and flexibility of the Nitro Productivity Platform, we are able to offer our customers the ability to tailor individual productivity solutions that remove barriers to growing their businesses in this fast-changing world."

## Ends

Authorised for release to the ASX by the Board.

# ENQUIRIES

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# ABOUT NITRO

Nitro is a global document productivity software company accelerating digital transformation in a world that demands the ability to work from anywhere, anytime, on any device. Nitro enables organisations to drive better business outcomes through 100% digital document processes and fast, efficient workflows. The Nitro Productivity Platform offers comprehensive business solutions, including powerful PDF productivity, unlimited eSigning and industry-leading analytics, all supported by a superior customer success team. Nitro has over 2.8 million licenced users and 13,000+ Business Customers in 155 countries, including over 68% of the Fortune 500 and three of the Fortune 10. Nitro is headquartered in San Francisco with hubs in Toronto, Dublin, London, and Melbourne.

For more information on Nitro, please visit:

- Website: <https://www.gonitro.com/>
- Investors: <https://ir.gonitro.com/Investor-Centre/>