



Ein \$23 Mrd. Markt wird durch KI transformiert

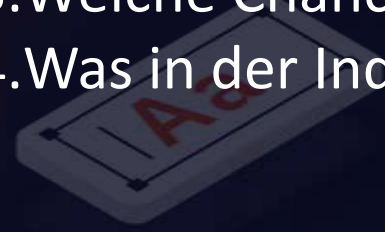
eSign & PDF werden “Intelligent”

Ralph Wayo

Enterprise Account Manager DACH & CEE

Worum geht es in diesem Vortrag?

1. Wer ist Nitro was heist Digitalisierung bei uns
2. Wie sich ein 30 Jahre alter, 23 Mrd. Markt, durch Esign und Künstliche Intelligenz revolutioniert
3. Welche Chancen sich dadurch ergeben
4. Was in der Industrie passiert





ÜBERSICHT:

DIE NITRO PRODUCTIVITY PLATFORM



PDF-Produktivität

- ✓ Windows PDF-Produktivität
- ✓ Mac PDF-Produktivität
- ✓ Mobile PDF-Produktivität
- ✓ Web PDF-Produktivität



eSigning

- ✓ Einfaches eSigning
- ✓ Enterprise-eSigning
- ✓ High-Trust-eSigning
- ✓ Identitätsverifizierung/eID



Workflows + Integratione

n

- ✓ Web-Speicher-Integrationen
- ✓ Enterprise-Integrationen
- ✓ Dokumentenerstellung
- ✓ Workflow-Automatisierung



API/SDK

- ✓ PDF-SDK/API
- ✓ eSigning-API
- ✓ Identitäts-Hub-API
- ✓ SmartDocs-API



Analysen & Erkenntnisse

- ✓ PDF-Analysen
- ✓ Druck-Analysen
- ✓ eSigning-Analysen

Unterstützt von den besten Customer Support in der Branche

Welche Kunden kommen zu Nitro auf deren Digitalisierungsreise?

Firmen die manuell aggieren

Firmen mit mehreren PDF oder Signatur Applikationen

Firmen die ein integrierten Produktivitäts Tool Suchen

Firmen mit ein uberteuerten Applikation

Sicherheit/Compliance
&
Change Management

Esign & PDF Wachstum

23%

WW

28%

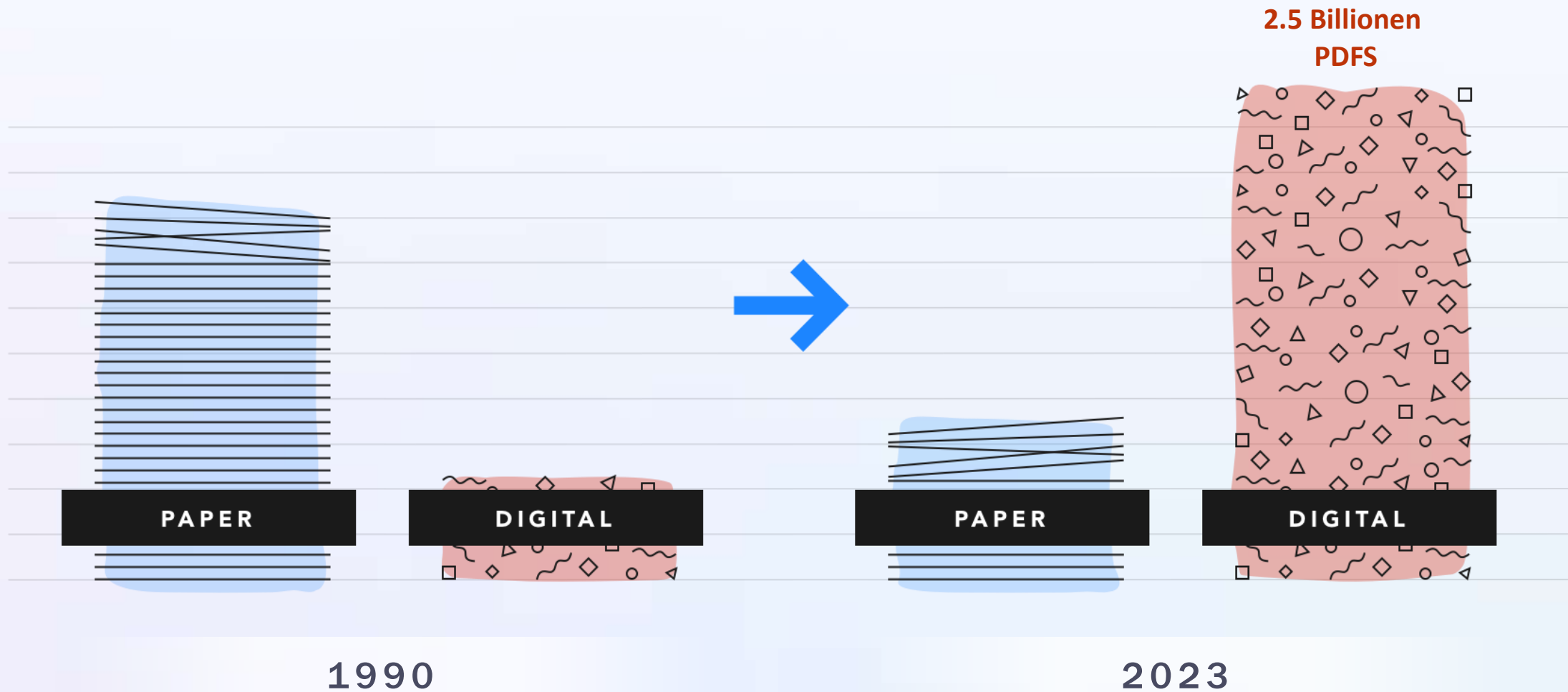
EU



Dokumenten Zeitreise...



...Die Zu Mehr Nachhaltigkeit Führt



PDF & eSign Ist Aber Jetzt Schon Mehr Als Nur Papierlos

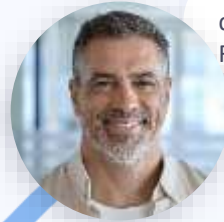


Digitize

Papier wird durch digitale Dokumente ersetzt, incl. definierte Arbeitsabläufe, Sicherheit und gesetzeskonforme E-Signaturen.



SALES: Sendet dem Kunden ein PDF zur Unterschrift — gesetzeskonform für viele Länder.



CTO: Quantifiziert den PDF- und E-Sign-ROI

Analyze

In Echtzeit quantifizierbare Ergebnisse der digitalen Transformation erhalten.



Optimize

Datengesteuerte Verbesserungen.

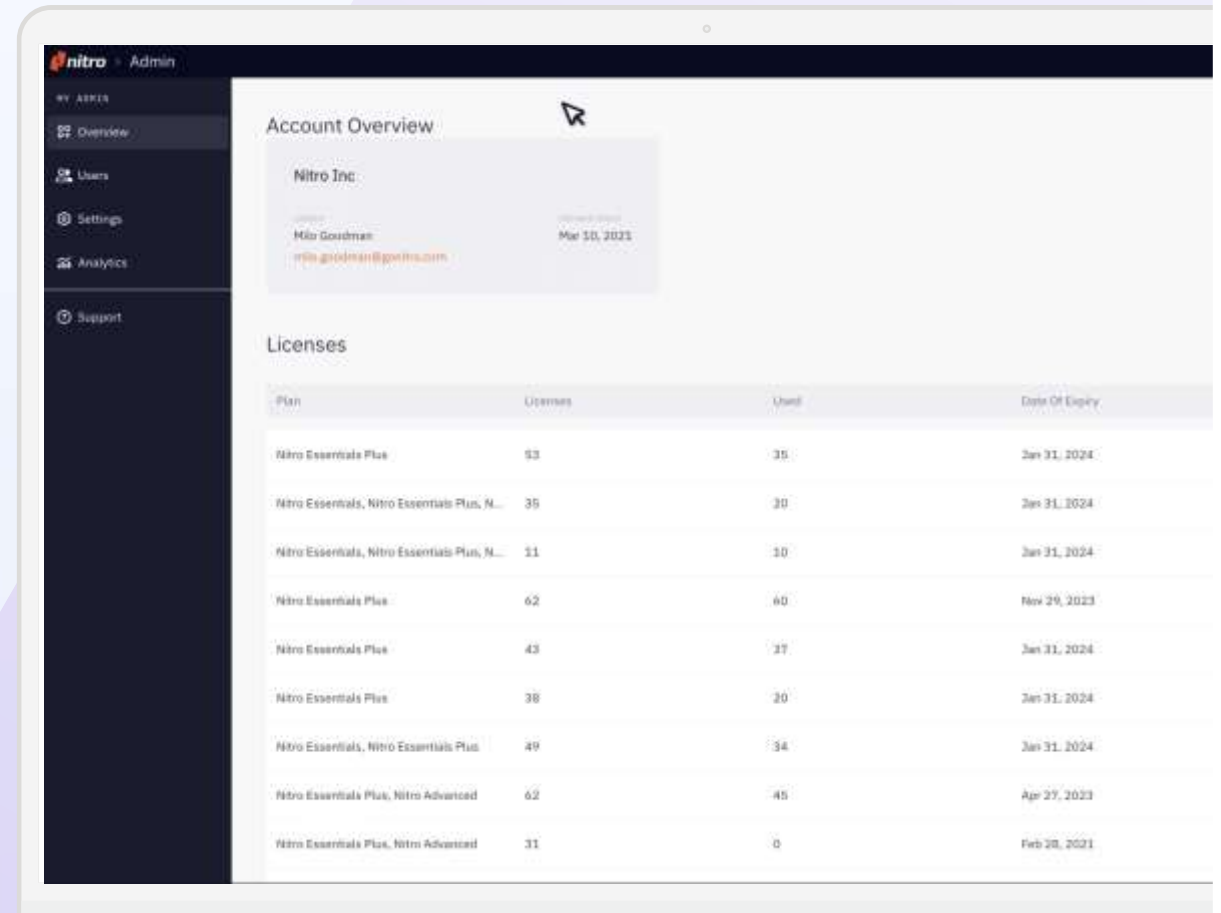
OPERATIONS: Identifiziert und behebt Engpässe im Beschaffungswesen.



Analytics

Quantifizierbare Erkenntnisse in Echtzeit

- Quantifizierung der Nachhaltigkeit
 - Weniger CO2 Emmissionen
 - Weniger Bäume gefällt
 - Weniger BTUs
- Welche Abteilung arbeitet immer noch papierintensiv?
Feststellung der tatsächlichen Lizenznutzung



The screenshot displays the 'nitro Admin' interface. The left sidebar contains navigation options: Overview, Users, Settings, Analytics, and Support. The main content area is titled 'Account Overview' and shows details for 'Nitro Inc.' with a user 'Milo Goodman' and an email 'milo.goodman@pwrms.com'. Below this is a 'Licenses' table with columns for Plan, Licenses, Used, and Date Of Expiry.

Plan	Licenses	Used	Date Of Expiry
Nitro Essentials Plus	93	35	Jan 31, 2024
Nitro Essentials, Nitro Essentials Plus, N...	35	30	Jan 31, 2024
Nitro Essentials, Nitro Essentials Plus, N...	11	10	Jan 31, 2024
Nitro Essentials Plus	62	60	Nov 29, 2023
Nitro Essentials Plus	43	37	Jan 31, 2024
Nitro Essentials Plus	38	20	Jan 31, 2024
Nitro Essentials, Nitro Essentials Plus	49	34	Jan 31, 2024
Nitro Essentials Plus, Nitro Advanced	62	45	Apr 27, 2023
Nitro Essentials Plus, Nitro Advanced	31	0	Feb 28, 2021

...Mit Relevanz Für
Alle Industrien



Financial



Accounting & Tax



Government



Education



Insurance



Healthcare



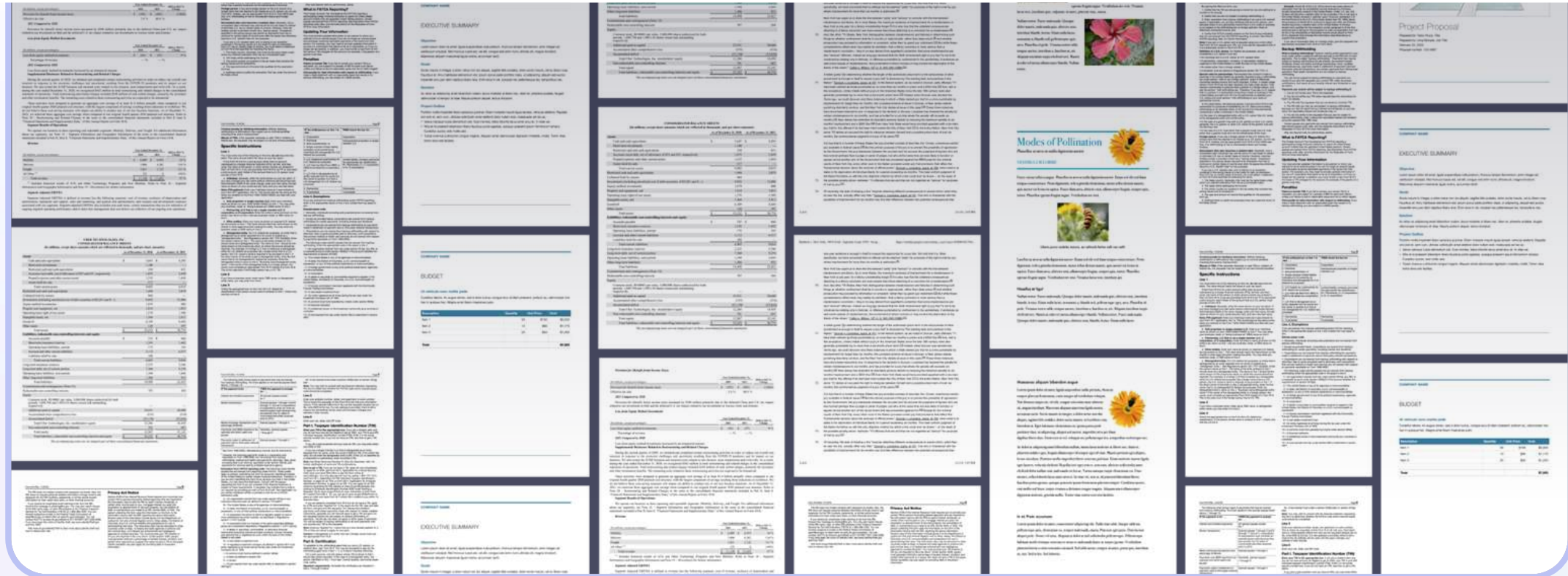
Real Estate



Legal







How do I remove meta data from my document? ➤



4. CarLease.pdf - Nitro PDF Pro

File Home Convert Review Page Layout Forms Share Erase Protect Customize Accessibility Document Assistant Help Log In

Hand AI Chat Document Assistant

4. CarLease x

GENERAL CONDITIONS OF RENTAL "GALDIERIRENT"

The rental company **SISTEM RENTAL S.r.l.** (hereinafter referred to as "Lessor") leases to the lessee (hereinafter called "Customer") the vehicle referred to in the contract signed under the conditions specified therein and supplemented by these constitute together with the other reported integral parts of the contract itself and subject together with the agreement indicated of analytical and specific negotiation; all constitute the integral manifestation of the agreements reached after negotiations on each individual article and condition and, therefore, conventionally the parties exclude the applicability of Articles. 1341 et seq.c. Premises: for drive the vehicle rented by the Lessor, the driver must be a person authorized to drive by virtue of the rules of the Code of the Road in force at the moment. The amount of the security deposit indicated in the "notes" box (hereinafter "Deposit") if provided, must be paid by credit card and will be retained upon return of the rented vehicle, prior compensation with any debts of the customer. It can be attributed to both overdue fees and any deductibles.

1. Delivery and return:

The vehicle is delivered to the rental station or to another place agreed between the parts, as indicated in the contract, and must be returned on the date indicated at a structure that will be specifically indicated and communicated at the time of expiry contractual or in any case before the return or accepted at the express request of the lessee. The vehicle is delivered in good condition of conservation and operation and without apparent defects. The vehicle, unless otherwise indicated, has full tank of fuel and is equipped with the triangle for parking, the usual tools, the spare tire or the inflatable multi-purpose kit, the green insurance card and all the documents necessary for circulation including the contract of insurance, as well as other accessories indicated. The customer taking delivery of the vehicle, by signing the contract and the specific approval of these general conditions, declares to have verified that the same is in good condition of maintenance and suitable for the agreed use and also equipped with all the objects / documents indicated above and undertakes to return it in the same conditions, including the full fuel tank (or with the same fuel level as when it was withdrawn the car at the beginning of the rental), with all the documents and accessories on board in the place, date and time indicated. The customer undertakes not to provide false information about personal details, their age, their address and the existence of legal requirements for driving qualification. The Lessor reserves the right to regain possession of the vehicle at any time, without notice and at the expense of the Customer, in case of breach of the contract. The contract shall bear the indication of the driver as identified by the contractor – he must be in possession of the fitness to drive and the relative license provided by the CdS as a certificate by the lessee too - who undertakes not to entrust the vehicle to other subjects than those indicated until after the modification of the contract itself.

2. Damage, theft, fire to the rented vehicle:

Save the limitation of the following paragraph (a) in case of loss, damage or theft or fire of the vehicle in constancy of rental, the Customer undertakes to compensate the Lessor, in addition to the excess shown in the box "Franch Theft" any damage and/or losses incurred, including but not limited to the cost of repairs, emerging damage, loss of rental earnings, and costs supported for the recovery and custody of the vehicle.

a) The Customer's liability is limited as indicated in the contract and as specified below, provided that the these provisions and the loss or damage is not caused by intent or gross negligence of him, an authorized driver or a unauthorized driver; for embezzlement pursuant to art. 646 c.p. the customer will remain obliged, regardless of the outcome of the criminal proceedings if hinged, to pay the commercial value (eurotax) of the vehicle at the request by the lessor and at the time of delivery of the complaint or other document from which the appropriate circumstance was deduced.

b) In case of theft and / or fire of the vehicle (both total, partial and / or attempted), the Customer undertakes to report the fact to the competent authorities and to deliver to the Lessor a copy of the complaint authenticated by the Authorities themselves. In this case the fee of rent is due until the date of delivery of the copy of the complaint, at the rate agreed at the beginning of the rental, that is, if the complaint is delivered after the scheduled date of return, at the official rate. In case of total theft of the dependent vehicle by willful misconduct or fault of the Customer, in addition to the penalty or compensation claims indicated above, an amount will be charged to them equal to the cost of a full tank of fuel determined on the basis of current prices at the time of charging. At the occurrence of theft, the Customer must, in any case, return the original keys of the vehicle. Not returning the keys constitutes a presumption of gross negligence of the Customer for the purposes of the compensation due, without prejudice, to the right of the same to prove that the fact is not attributable to him. In case of theft of the vehicle, with the exception of the case of total theft, the Customer should present damage or missing parts, the Customer will remain obliged to the Lessor to compensate within the

Nitro AskMyPDF

Chatbot

Summary Requested

This text provides a comprehensive overview of the rental conditions and policies of GaldieriRent. It covers various topics such as vehicle delivery and return, damage and theft, charges and payments, personal items, privacy policy, sub-leasing, and more. Additionally, it includes details about the pricing scheme, accepted payment methods, required documents, fees, and penalties. The text also mentions age restrictions and additional costs for young and senior drivers.

Quick AI Tool

Summarise Bullet Points Create Slides

Define Terms Extract Key-Value Pairs Prepare E-Signature Request

Other Tools

1 OF 3



4. CarLease.pdf - Nitro PDF Pro

File Home Convert Review Page Layout Forms Share Erase Protect Customize Accessibility Document Assistant Help Log In

Hand AI Chat Document Assistant

4. CarLease x

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Nitro AskMyPDF

Chatbot

Bullet Point Outline Requested

- SISTEM RENTAL S.r.l. leases vehicles to authorized drivers under specified conditions
- Customers must provide a security deposit and accurate personal information
- Vehicles are delivered in good condition with a full tank of fuel and necessary documents and accessories
- Customers are responsible for returning the vehicle in the same condition with a full tank of fuel
- Customers are responsible for any damage, theft, or fire to the rented vehicle, with limitations and conditions specified in the contract
- Charges include rental fees, non-return fees, and costs for damages or alterations to the vehicle
- The Lessor is not responsible for personal belongings left in the vehicle
- The rental agreement is governed by Italian law and disputes will be resolved in the court of Salerno
- Sub-leasing is allowed under specific conditions and the sub-lessee is responsible for the contractual conditions

Quick AI Tool

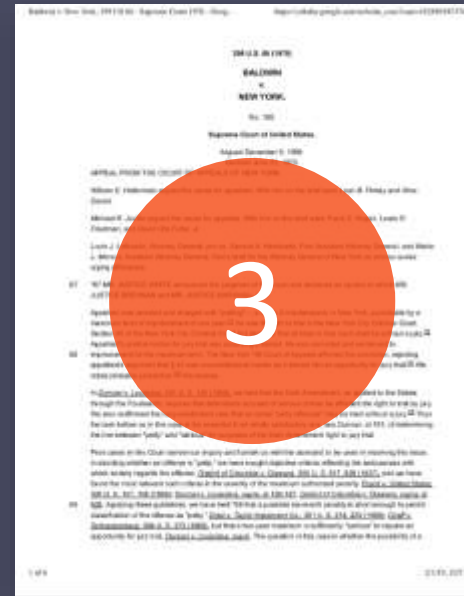
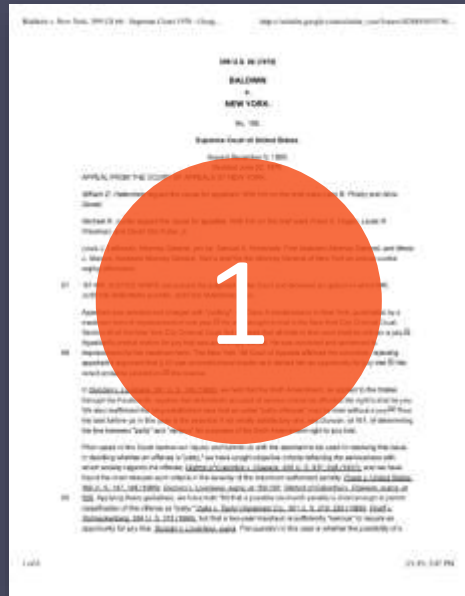
Summarise Bullet Points Create Slides

Define Terms Extract Key-Value Pairs Prepare E-Signature Request

Other Tools

1 OF 3





Compare these and tell me the key differences.



STUDENT LOAN APPLICATION FORM

Family Name: Bartholomew	Student Number: 00057281
First Name: Karl	
Photo Identification (Passport or Drivers Licence)	
No: 25-23-0988	Expiry Date: 12/27
Copied	<input checked="" type="checkbox"/>
Second identification document:	
Copied	<input checked="" type="checkbox"/>
Permanent Home Address: 3604 Cheshire Road, Gibson, WA	
Postcode: 51417	
Temporary Living Address (if different): 1122 Cedar Lane, Kilburn, Adelaide	
Postcode: 81233	
Preferred Phone Number: +61 491 572 188	
Are you an: Australian Citizen <input checked="" type="checkbox"/> Permanent Resident <input type="checkbox"/> International Student <input type="checkbox"/> Other <input type="checkbox"/>	
Study Details: Undergraduate <input checked="" type="checkbox"/> Post Graduate <input type="checkbox"/>	
Faculty: Science Program: Bachelor of Archaeology	
Are you completing an industry placement/clinical prac/major project this year? Yes <input type="checkbox"/> No <input checked="" type="checkbox"/>	
If yes, details:	
Amount of Loan Requested: \$118,000	



STUDENT LOAN APPLICATION FORM

Family Name: Bartholomew	Student Number: 00057281
First Name: Karl	
Photo Identification (Passport or Drivers Licence)	
No: 25-23-0988	Expiry Date: 12/27
Copied	<input checked="" type="checkbox"/>
Second identification document:	
Copied	<input checked="" type="checkbox"/>
Permanent Home Address: 3604 Cheshire Road, Gibson, WA	
Postcode: 51417	
Temporary Living Address (if different): 1122 Cedar Lane, Kilburn, Adelaide	
Postcode: 81233	
Preferred Phone Number: +61 491 572 188	
Are you an: Australian Citizen <input checked="" type="checkbox"/> Permanent Resident <input type="checkbox"/> International Student <input type="checkbox"/> Other <input type="checkbox"/>	
Study Details: Undergraduate <input checked="" type="checkbox"/> Post Graduate <input type="checkbox"/>	
Faculty: Science Program: Bachelor of Archaeology	
Are you completing an industry placement/clinical prac/major project this year? Yes <input type="checkbox"/> No <input checked="" type="checkbox"/>	
If yes, details:	
Amount of Loan Requested: \$118,000	

Schedule of the whole number of Persons in the Territory of the United States in the year 1800

Names of Counties	Males free		Males white		Males of color		Females		Total	
	Free	Slave	Free	Slave	Free	Slave	Free	Slave	Free	Slave
Jefferson	1907	749	749	701	417	1768	719	718	606	538
Washington	1055	379	568	642	292	991	328	474	507	193
Adams	727	373	319	341	177	664	261	267	273	115
Hamilton	3273	1335	1502	1251	480	3090	1105		1297	954
Wayne	540	201	332	584	198	467		193	252	198
Rofs-	1648	600	928	1061	356	1458		604	760	698
Trumbull.	202	7	238	223	55	206	83		93	106
The aggregate amount a Description	9362		3647	4036	4833	1985	8644	3313	3861	3342
The whole number of Inhabitants									45,365.00	

The whole number of Inhabitants in the Territory 45,365.



	A	B	C	D	E	F	G	H	I	J	K	L	M
1	Schedule of the whole member of Persons in the	be Free	Territory while	Mates of	the	United States	Tree white	north	Females	lout of			
2	Names of bounties												
3		1.1	01:16	1026	1445488		1110	06-Jun	1226	1445	USR		
4	Lefferson	1907	758	749	701	417	1768	719	718	606	538	35	
5	Washington	1055	379	568	642	292	991	328	474	507	193	18	
6	Adams	727	373	319	341	177			664	261	267	273	115
7	Hamilton	3273	1335	1502	1251	480	3090	1105		1297	954	344	o
8	Wayne	540	201	332	584	198	467		193	252	198	102	139
9	Rofs-	1648	600	928	1061	356	1458		604	760	698	29%	125
10	Trumbull.	202	7	238	223	55	206	83		93	106	2/	5
11	The aggregate amount a Description	9362		3647	4036	4833	1985	8644	3313	3861	3342	1395	337
12	The whole number of	Inhabitants								45,365.00			
13													
14													
15													





Natalie Nitro

✓ Approved

- ✓ Photos processed
- ✓ Quality checked
- ✓ Biometrics verified
- ✓ Document inspected
- ✓ Decision finalized



WARUM NITRO SIGN PREMIUM WÄHLEN?

Weil Nitro rechtlich bindend ist

Vollständig kompatibel mit:

- ✓ **eIDAS-Verordnung** (EU-Verordnung)
- ✓ **UETA e-sign ACT** (US-Verordnung)
- ✓ Schweizerisches **ZertES-Gesetz**
- ✓ **Gesetz von Singapur**
- ✓ **Gesetz von Hong Kong**
- ✓ **DSGVO** konform
- ✓ **eIDAS-QTSP-Zertifizierung** durch LSTI
- ✓ Konformität mit **ETSI TS EN 319 401** und **TS EN 319 102-1**
- ✓ **ISO 27001** zertifiziert



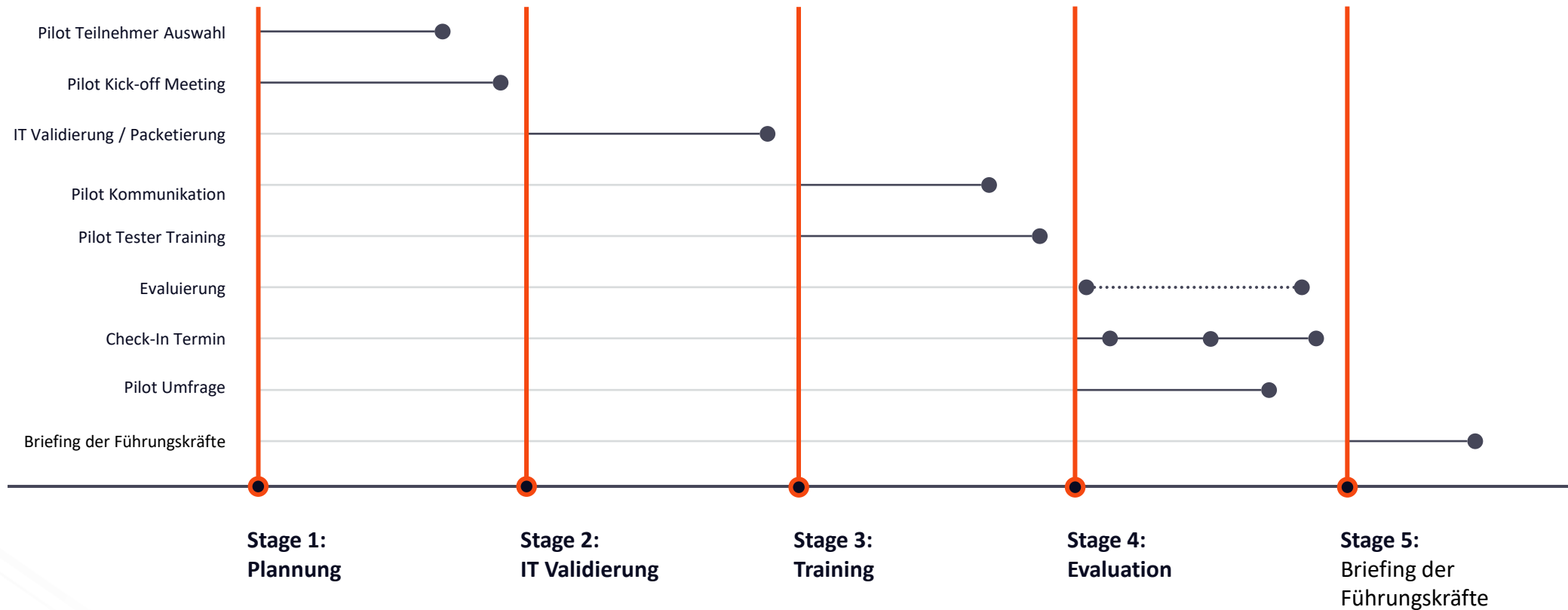
Weitere Informationen zu Compliance und Sicherheit:
connective.eu/about/trust-center/

EIN WELTWEIT FÜHRENDES UNTERNE



Nitro Pilot Program

- Beweisen Sie den ROI Ihrer strategischen Investition funktioniert
- Sicherstellen dass Produkt, Technik und Partner zusammenpassen
- Risikominimierung durch den Einsatz bewährter Mitarbeiter und Artefakte
- Angetrieben von Nitro mit minimalem IT-Aufwand
- Bewertung leicht gemacht



USEcase

- Manufaktur
- Digitale Transformation durch E-sign
- 98 Jahre alte Familien Unternehmen
- 3.1 Milliarden Umsatz im Jahr
- Globales Unternehmen

DIE HERAUSFORDERUNG:

WIR SCHUFEN EINE DIGITALE PLATTFORM, DIE ES UNS ERMÖGLICHEN SOLLTE, NEUE KUNDEN IM RAHMEN UNSERER PRIVATE-BANKING-AKTIVITÄTEN ZU GEWINNEN. UM DIE INITIATIVE VOLLSTÄNDIG UMZUSETZEN, MUSSTEN WIR EINE LÖSUNG FÜR ELEKTRONISCHE UNTERSCHRIFTEN FINDEN, DIE SICH NAHTLOS IN UNSERE PLATTFORM INTEGRIEREN LIEß.

HÖCHSTE SICHERHEITSTANDARDS

STRENGE REGULIERUNGSRICHTLINIEN ZU ERFÜLLEN GEGENÜBER DEREN KUNDEN

DIE GEWISSHEIT, DASS UNSERE INTEGRITÄTSSTANDARDS EBENSO HOCH SIND

VEREINFACHUNG UND VEREINHEITLICHUNG DER SIGNATUR PROZESS GLOBAL,

DAS POTENZIAL, DIE ART UND WEISE ZU VERÄNDERN, WIE VIELE ANDERE TRANSAKTIONEN ABGEWICKELT WERDEN - INSBESONDERE WENN MEHRERE FAMILIENMITGLIEDER ODER EINZELPERSONEN EIN EINZIGES DOKUMENT MITUNTERZEICHNEN MÜSSEN

DIE LÖSUNG:

entschied sich für Nitro aufgrund der hochmodernen eSignatur-Software, die Swisscom Sign – eine SES, AES und QES(Qualifizierte elektronische Signatur) - beinhaltet

- Qualifizierte elektronische Signatur
- Erfüllt die Vorschriften von GDPR, UETA & eSIGN ActSign, ZertES, eIDAS, Global
- Nahtlose Integration in die Plattform
- Verbessert die Benutzerfreundlichkeit für Kunden
- Schnell und einfach zu bedienen

Nutzung in verschiedenen Ländern, Portal Nutzung mit langfristigen API Anbindung.
Anpassung an verschiedenen Kunden Gebrauchs Szenarien



SWISS RE ERSETZT ADOBE FÜR 9.000 MITARBEITER

“Wir haben ein Tool gesucht, das die Anzahl der genutzten Produkte und die Kosten reduziert. Nitro ist die Alternative zu teureren Produkten die ähnliche Funktionen bietet”.

SKALIERBARKEIT

DIE LÖSUNG

FIRMENSITZ

Zürich, Schweiz

MITARBEITER

10.000

INDUSTRIE

Versicherung

LÖSUNG

 Nitro PDF Pro

VERBESSERTE KOLLABORATION

NACHHALTIGKEIT

3 PUNKTE ZUSAMMENFASSUNG

1 Transformation in
der PDF Industrie
durch Esign & KI

2 Für Endkunden neuer
Mehrwert: Schneller,
akuratere, vielsprachig und
ganze neue Anwendungen

3 75% Kunden
bekunden Interesse





VIELEN DANK!



gonitro.com

E-Mail: Ralph.wayo@gonitro.com

[Linkedin.com/in/ralphwayo/](https://www.linkedin.com/in/ralphwayo/)



