



PDF Editing and E-Signature Cost Analysis

This document compares **Adobe Acrobat Pro** and **Nitro** across:

- PDF editing capabilities
- E-signature workflow coverage
- Licensing and administration models
- Cost outcomes under different usage scenarios

All figures are based on **published list pricing** and are shown **before tax** unless stated otherwise.

Acrobat Pro

- Positioned as an **all-in-one PDF and e-signature solution**
- Single license includes:
 - PDF editing, conversion, protection
 - Sending, tracking, reminders, and audit trails for e-signatures
- Widely adopted standard with strong compatibility for complex PDFs and forms
- Business plans (“for teams”) add centralised administration and license control

Nitro

- **Modular product structure**
 - **Nitro PDF Standard** → PDF editing only
 - **Nitro Sign Standard** → e-signature workflows
- Editing experience comparable to Acrobat for standard business documents
- Total cost varies based on how many users require signing capabilities

Feature coverage comparison

Area	Acrobat Pro	Nitro
PDF editing (edit, convert, protect)	Included	Nitro PDF Standard
E-signature workflows (send, track, reminders, audit trail)	Included in Pro	Nitro Sign Standard (separate)
Administration for organisations	Included in “for Teams” plans	Split across PDF and Sign products
Licensing structure	Single license covers all capabilities	Separate licenses for editing and signing
Cost sensitivity	Scales by total users	Scales by number of signers

Cost comparison

Plans	Acrobat Pro	Nitro PDF Standard	Difference
1 user / month	\$19.99	\$15.00	\$4.99
1 user / year	\$239.88	\$180.00	\$59.88
5 users / month	\$99.95	\$75.00	\$24.95
5 users / year	\$1,199.40	\$900.00	\$299.40

Cost analysis – PDF editing plus e-signature

Licensing note

- Acrobat Pro: every licensed user can send and track signatures
- Nitro: only users with Nitro Sign licenses can send and manage signature workflows

Pricing used

- Acrobat Pro: \$19.99/user/month
- Nitro: \$15.00 (PDF) + \$15.00 (Sign) per user/month

Plans	Acrobat Pro	Nitro (PDF + Sign)	Difference
1 user / month	\$19.99	\$30.00	\$10.01
1 user / year	\$239.88	\$360.00	\$120.12
5 users / month	\$99.95	\$150.00	\$50.05
5 users / year	\$1,199.40	\$1,800.00	\$600.60

Bottom line

- **Nitro is cheaper by far for PDF editing.**
- **Acrobat becomes cheaper if e-signature workflows are widely required**