



Legal Services Case Study:



CLIENT: **Hajjar Sutherland Peters & Washmon LLP**, a full-service business law firm in Austin, TX, specializing in corporate, real estate, litigation and probate/estate law.

NUMBER OF USERS: 6 Attorneys and 4 support staff.

SPECIALIZED IT NEEDS: Accounting management, practice management and case management applications. In addition, Partner Kareem Hajjar points out "law firms handle more data than almost every other business, as we are responsible for keeping, maintaining, reviewing and storing terabytes of information for extended periods of time, all of which needs to be accessed at a moment's notice"

CHALLENGE: The firm's outdated hardware and software needed \$13,000 worth of repair and upgrades. Data storage was often outsourced and back-ups frequently lagged for lack of capacity. "ClubDrive wasn't expecting the amount of integration necessary to take all of it through their system," Hajjar said. "They spent days and nights in our office until they had every "i" dotted and "t" crossed. It was amazing work ethic to witness."

SOLUTION: ClubDrive's cloud services saved the firm the \$13,000 upgrade costs and \$200 monthly in on-going IT expenses, while providing access to the most up-to-date versions of their software applications. Over a three-year period, the firm will save more than \$21,000 on IT expenses by switching to ClubDrive. The improved technology and remote accessibility saves administrative time and produces more billable hours for the firm, Hajjar said. "To be able to answer e-mails at 36,000 feet in the air means our clients can be served in real time from anywhere in the world at any time. It is a game changer for a firm like ours."

RESULT: "The concept of cloud computing makes traditional computing obsolete. In essence, it makes personal computers and servers unnecessary. Your computer is wherever you are, running at high speeds, with no lag times, and with identical functionality," Hajjar said. "On top of that ClubDrive, as opposed to other cloud computing services, gives us so much personal attention; they are responsive instantly via phone and internet and are present in our office within hours of a phone call. It's really amazing service."

The best part, Hajjar added, is the competitive boost cloud computing gives a small firm like his. "Historically, small firms were unable to compete with larger firms for Fortune 500 clients because they lacked the needed licenses for their server, the bandwidth for large data loads, or enough office space to accommodate new groups of contract employees. ClubDrive unlocked those shackles. For almost an insignificant amount of money, another user (or 10) can be added to the system. They can work entirely remotely on cases with strict access only to certain areas of the server. Experts in certain areas of law can now be retained on a case-by-case basis. In essence, a small firm like ours can staff up for a Fortune 500 case with little expense, and staff down at the conclusion with extremely little financial outlay."