

Cal Net Technology Group Case Study

Cal Net Technology Group Streamlines and Modernizes National Legal Services Firm's I.T. Infrastructure

Challenge

M|R MICHELMAN & ROBINSON, LLP

Customer Name: Michelman & Robinson, LLP

Industry: Legal Services

Project Location: Encino, California

Web site: <http://www.mrllp.com>

"What separates Cal Net from other vendors is their high level of integrity. When we face challenges, they bend over backwards to make it right and this is extremely valuable to our firm."

- Jeep Jensen, COO, Michelman & Robinson, LLP

Michelman & Robinson, LLP ("M&R") is dynamic full service law firm with offices in California, New York and New Jersey. The firm specializes in a wide variety of practice areas, including Advertising, Marketing & Media, Commercial & Business Litigation, Construction, Corporate & Securities, Financial Services & Bankruptcy, Health Care, Insurance Coverage & Bad Faith, Intellectual Property, Labor & Employment, Real Estate, Regulatory & Administrative, Tax, and Writs & Appeals.

In 2009, the firm was experiencing a period of rapid growth and was in the process of expanding from a regional firm based in Southern California to a national firm with offices in Los Angeles, Orange County, San Francisco, Sacramento, New York, and New Jersey. As they grew, it became clear that they needed to "modernize" their IT infrastructure and upgrade their backup and disaster recovery systems to stay on top of their increasing needs.

"We needed to upgrade our hardware before we upgraded our software because our network could not support any of the new versions of our key applications. We were still operating on Office 2003 and our document management system had not been updated in over three years."

Solution

After an in-depth assessment of the situation, Cal Net proposed TECManage for M&R, which is an "insourced" solution for companies who choose not to invest in building their own, in-house I.T. department.

"The TECManage solution is the perfect fit for our needs. We are big enough that we need to leverage a wide-range of IT services on a regular basis, but we don't have the workload to justify hiring a full-time staff that can handle all of our IT needs. Cal Net allows us to bridge that gap and scale to our needs in a cost-effective manner. Over a year and a half cycle, Cal Net helped us design and implement a solid I.T. infrastructure, equipped our remote offices with terminal servers, set up an internal MPLS network (replacing outdated T-1 lines), and worked with us to systematically upgrade our software and key applications firm-wide."

Results

Today, M&R's I.T. infrastructure allows the firm to focus on its core competencies while remaining confident that they are leveraging I.T. to grow their business, which in turn increases their bottom line results. The firm depends on Cal Net to implement new technologies, provide them with expertise on gaining competitive edge through I.T., and ultimately provide M&R clients with the peace of mind that their data is safe, secure, and not vulnerable to hackers, spammers, and other forms of internet, hardware, and software violations.

About Michelman & Robinson, LLP

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M&R's clients include Fortune 500 corporations, financial institutions, high-tech and industrial enterprises, real-estate developers, government agencies, entrepreneurs in major and emerging industries, educational institutions and philanthropic institutions, as well as individuals, small and mid-sized businesses.

About Cal Net Technology Group

Founded in 1995, Cal Net Technology Group provides small-to-midsize companies in Southern California with technology consulting and IT computer services. When clients choose Cal Net Technology Group, they don't simply hire an IT professional; they gain an insourced IT department. Better than a stand-alone in-house IT department, Cal Net Technology Group deploys ongoing IT services and project management solutions to help companies communicate effectively and protect their critical data while saving time and money. Its signature services, TECManage and CoManage, give clients cost-effective options to manage the entire IT function or specialized services, such as IT systems conversions and modification.

