



LAW FIRM IMPROVES PRODUCTIVITY AND BUDGET WITH NEW DOCUMENT MANAGEMENT PROGRAM

BACKGROUND

Cooper & Walinski is a Toledo law firm representing clients locally and nationally from Fortune 500 companies to individuals. The firm, established in 1969, specializes in handling complex litigation, insurance recovery for policyholders, labor and employment, product liability, and white-collar criminal defense. They are also one of the largest majority women-owned law firms in the nation and have been recognized as one of the top 500 Diversity Owned Businesses in the U.S.

CHALLENGE

The changing economy and business needs meant that the firm needed to constantly revise its office equipment to insure that it was flexible and efficient. “Basically we had more office equipment and copier capacity than we needed so we decided that it was a good time to revisit our overall needs and MT Business Technologies helped us do that,” noted Kim Mensor, Director of Information Technology, at Cooper & Walinski.

SOLUTION

The office workflow experts at MT Business Technologies (MTBT), took time to review the firm's needs and perform a thorough assessment of workflow and document needs. The assessment included:

- Analyzing the firm's document output systems to determine the current cost
- Developing an overall output strategy that will increase cost effectiveness
- Calculating a fixed-page price that includes maintenance and supplies
- Considering alternative uses of existing devices that may be more cost effective

“The team at MTBT took time to understand our business, and determine the right equipment for our needs. They proactively made recommendations — presenting us with options in different price ranges. They pointed out that it would be cheaper to print to the copiers than the printers,” explained Mensor.

The solution included fewer overall copiers, and the firm replaced the copiers they had with multi-function machines that would print, copy, scan and fax.

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RESULTS

“The overall solution MTBT recommended was closely tailored to the needs of our firm; and because we lease our equipment and pay on a "cost-per-page" basis, there was an overall cost reduction in the equipment and the cost of printing. And the monthly budgeting is easier,” noted Mensior.

“We were looking to save money, and in the end we met the goal. The overall cost reduction is about 20 — 30% less than our previous vendor. Now we have a solution that meets our needs. The price is better; and it's overall easier to use and manage,” noted Mensior.

The reps at MTBT were great to work with, very professional and they didn't pressure us. We feel very comfortable calling them if we have a question; and they are always responsive,” said Mensior.