

Streamlined, Aggregated IT Solutions at Dramatic Cost Savings

THE CHALLENGE:

National law firm Segal McCambridge Singer & Mahoney needed a technology refresh for their aging IT hardware. How could they reduce technology costs while immediately upgrading core infrastructure to support their cloud-based applications?

THE SOLUTION:

TECVINE delivered a comprehensive technology solution, including:

- Conducting system evaluation & identifying points of redundancy
- Upgrading equipment and services to include UCAAS, SD-WAN and more in their offices nationwide
- Installing a Qube® to encompass all necessary hardware in a single, attractive cabinet
- Identifying advantageous vendors and completed all negotiations for a single-source solution

HIGHLIGHTS:

- Qube® IT as a System (ITaaS) optimized the technology architecture, offering a single-source hardware stack that eliminated the need to juggle multiple vendors or equipment locations
- Significantly improved network security
- Clear communication, diligent project management and a non-disruptive process for their busy firm
- TECVINE aggregated all circuits under a single carrier, streamlining billing to a single pane of glass

Qube® “IT as a System”

Replaced all firewalls, removing ASR and ISR routers, replacing all switches, and upgrading internet circuits with the addition of an SD-WAN appliance to improve network resilience and increase application uptime.

The refreshed Unified Communications environment is

projected to reduce costs nearly \$500,000 over 5 years.

THE RESULTS:

TECVINE slashed SMSM’s costs, with a more convenient, higher performance solution:

- Best-in-class infrastructure, with Qube® housing hardware in a pre-configured cabinet
- Exceeded client cost savings goals, funding upgrade of network hardware years earlier than expected
- Eliminated billing hassle with a single-source payee for all IT needs
- Technology solutions designed for sustainability and reduced downtime
- A scalable, repeatable solution for additional office locations

“We were able to develop a comprehensive, multi-year strategy across all of our locations in one afternoon utilizing the Qube configuration tool. Implementing Qube and aggregating all of our telco services turned out to be one of the smoothest IT projects in our company history”

George Keaton, Director of IT, Segal McCambridge Singer & Mahoney