



KONICA MINOLTA

# All Covered



IT SERVICES FROM KONICA MINOLTA

CERTILMAN BALIN ADLER & HYMAN, LLP



LEGAL SERVICES

Success Profile 

## The Jury's In – Long Island Law Firm Awards Konica Minolta IT Services and Document Printing Contract

**CHALLENGE:** Certilman Balin Adler & Hyman, LLP (Certilman Balin) is Long Island's second largest full-service law firm with offices in Nassau and Suffolk counties. With 14 practice areas, Certilman Balin has been providing legal counsel to local and national clients for 48 years.

As a mid-sized law firm, Certilman Balin employs a small IT staff dedicated to maintaining the firm's technology needs. To help support the staff, Certilman Balin has worked with IT Services provider All Covered for 15 years to provide strategic IT recommendations and for larger technology implementations.

A division of Konica Minolta Business Solutions, All Covered helped Certilman Balin transition from a traditional network file share system to Autonomy's iManage document management system. Technology experts worked with Certilman Balin to define their document needs, configure iManage and migrate content. With All Covered, the firm was able to identify opportunities to reuse existing infrastructure and tailor the system to stay on budget and on time. More than 13 years and many version upgrades later, Certilman Balin is still successfully using iManage to handle its growing document management needs.

More recently, All Covered has been instrumental in helping the firm upgrade to the latest virtualization software from VMWare, improve network security, move email servers to Exchange 2010 and implement email archiving and eDiscovery solutions. For Certilman Balin, All Covered is a trusted IT partner with deep technology and vertical expertise ensuring that the firm's network and systems meet the changing needs and requirements of the legal industry.

When Certilman Balin's print and multifunctional product (MFP) contract was expiring with Xerox, it was only natural that they asked the local Konica Minolta team to submit a proposal.

**SOLUTION:** After reviewing numerous competitive proposals and speaking with industry colleagues at other law firms, Certilman Balin selected Konica Minolta bizhub® MFPs for their outstanding reliability, ease of use and exceptional customer service. With Konica Minolta's EnvisionIT Legal offerings, the firm implemented a mix of 13 office bizhub MFPs and all-in-one printers for use throughout the two offices and one production black-and-white print system for its copy center.

The firm finds that the new MFPs are easier to use than the previous devices. The large touch screen panel on the bizhub 652 and bizhub 751 black-and-white MFPs make status and image preview simple. The thumbnail preview lets staff check documents before they are printed, saving time and cutting down on costly reprinting. Built-in scanning lets lawyers quickly scan legal documents directly to email, desktop or iManage for easy sharing, storing or distributing of files to legal collaborators and clients. The Scan-to-Folder capability creates a valuable shortcut for fast scanning to a current case or active legal workgroup.

### RESULTS

- Acquired a dedicated IT Services team
- Received support for technology upgrades
- Reduced printing costs
- Simplified scanning of legal documents
- Cost savings by integrating firm's existing legal software and hardware



The bizhub MFPs seamlessly integrate with Certilman Balin's existing use of third-party software from Nuance Equitrac and Nuance eCopy. This allows the firm to monitor printing, manage costs and bill clients appropriately.

The Konica Minolta solution increases the firm's printing and scanning capacity without incurring additional budgetary and maintenance costs, while also providing the highest level of service and security for their system. A majority of Certilman Balin's printing is now done using the bizhub MFPs instead of desktop printers, a move that has helped lower print costs from three cents per page to less than one cent.

**BUSINESS IMPACT:** With Konica Minolta, Certilman Balin has found one trusted partner for all its IT Services and document management needs. The reason Certilman Balin stayed loyal to All Covered for more than 15 years is its deep industry knowledge and dedicated staff. All Covered ensures that Certilman Balin can optimize its existing technology infrastructure and make strategic investments in new technology to provide its lawyers with the best solutions and network possible.

Konica Minolta was also able to work with the firm to integrate existing third-party legal solutions with the Konica Minolta bizhub MFPs, eliminating the need to purchase new legal software and hardware, which resulted in a significant cost savings to the firm. The firm knew it would receive the same level of support and service that it received with All Covered, combined with the award-winning print, copy and scanning technology that allows the firm's staff to be more productive.

### TECHNOLOGY:

- All Covered IT Services
- Autonomy iManage
- Nuance eCopy
- Nuance Equitrac
- 3 bizhub® C25 All-In-One Printers
- 4 bizhub C35 Compact Black & White Multifunction Printers
- 3 bizhub 652 Black & White Multifunction Printers
- 3 bizhub 751 Black & White Multifunction Printers
- 1 bizhub PRO 950 Black & White Production Print System

## Partnership.

Konica Minolta can help give shape to your ideas and partner with you to achieve your corporate objectives.

Contact us at 866-446-1133 to realize opportunities in:

### INFORMATION MANAGEMENT

*Enterprise Content Management (ECM)*

*Document Management*

*Automated Workflow Solutions*

*Business Process Automation*

*Security and Compliance*

*Mobility*

### IT SERVICES

*Application Services*

*Cloud Services*

*IT Security*

*Managed IT Services*

*IT Consulting & Projects*

### TECHNOLOGY

*Office Multifunction Business Solutions*

*Commercial and Production Printers*

*3D Printers*

*Wide Format Printers*

*Laptops, Desktops, Computer Hardware*

*Servers and Networking Equipment*

*Optimized Print Services (OPS)*

*Facilities Management*



### About All Covered

All Covered, a division of Konica Minolta Business Services U.S.A., Inc., is one of the nation's leading IT services companies. For over 15 years, All Covered has been helping businesses across all verticals with their IT support needs. All Covered has local offices in over 25 cities with more than 500 engineers, and is fully certified in all major technologies. Across the U.S., more businesses trust All Covered for their IT support than any other company. For more information, please visit [www.AllCovered.com](http://www.AllCovered.com) and follow [@allcovered on Twitter](https://twitter.com/allcovered).