



Windows Vista and the Microsoft Office System Customer Solution Case Study



Customer: Galbut & Hunter
Web Site: www.galbuthunter.com
Customer Size: 1-99
Country or Region: United States
Industry: Professional services—Legal
Partner: itSynergy
Partner Web Site: www.itsynergy.com

Customer Profile

Located in Phoenix, Arizona, Galbut & Hunter advises medium-size businesses in three areas of practice—business litigation, business transactions, and immigration—and has expertise in assisting companies with global expansion.

Software and Services

- Windows Vista™ Business
- 2007 Microsoft® Office System
 - Microsoft Office Professional 2007
 - Microsoft Office Outlook® 2007
 - Microsoft Office Word 2007
- Microsoft Exchange Server 2003
- Windows® Small Business Server 2003

Hardware

- Portable computers:
 - IBM/Lenovo Thinkpad, Dell Inspiron
 - Toshiba Tablet PC
- Desktop computers
 - Dell Dimension/Optiplex, IBM
- Server computers
 - Dell PowerEdge 1600SC

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Law Firm Streamlines Negotiations with New Operating System and Desktop Tools

“To provide excellent client value, our firm looks for technology that helps us be more efficient. I’m working faster and better with Windows Vista and the 2007 Microsoft Office system to deliver on that goal.”

Keith Galbut, Principal and Chief Operating Officer, Galbut & Hunter

The law firm of Galbut & Hunter believes that technology is a key enabler to providing more efficient and cost-effective client service. The company is staying ahead of its competitors and growing its domestic and international business by deploying the Windows Vista™ operating system and the 2007 Microsoft® Office system to increase staff productivity in the office and on the road, expedite negotiations, and enhance client data security.

Business Needs

Based in Phoenix, Arizona, Galbut & Hunter is a growing law firm with three areas of practice: business litigation, business transactions, and immigration. With an emphasis on small and medium-size businesses, clients include national and multinational corporations, publicly and privately held companies, individuals, and start-up enterprises.

Technologically savvy, Galbut & Hunter worked with Microsoft® Gold Certified Partner itSynergy to configure and implement a Microsoft communications and collaboration environment based on Microsoft Exchange Server 2003 and Windows® Small Business Server 2003.

“We invest in technology because we believe in developing close relationships with our clients. This is especially important with respect to mobility,” says Keith Galbut, Principal and Chief Operating Officer at Galbut & Hunter. “All the partners and associates have home offices and, like myself, require mobility in the course of their work.”

As a transactional lawyer, Galbut is constantly writing, reviewing, or modifying documents generated by various parties to a given business transaction. This process involves significant collaboration and is one where Galbut believes technology can and does make a significant difference.



"We use many collaborative features within Windows Small Business Server 2003," he says. "However, we're always trying to improve how we collaborate with our clients, other lawyers in our office, and opposing counsel to get our work done more efficiently."

The safeguarding of client data is also a priority for Galbut & Hunter. "Every day we are entrusted with confidential information, and we are very interested in doing everything we can to ensure that our clients' data is protected. The added security features like Windows Defender within Windows Vista™ was a major reason we chose to try the operating system," says Galbut.

Solution

When Galbut & Hunter had the opportunity to deploy the Windows Vista Business operating system and the 2007 Microsoft Office system, the firm's decision to go ahead with a pilot project was motivated by the company's goal to increase efficiency, improve connectivity and collaboration, and safeguard its clients' data.

itSynergy deployed the new Windows Vista operating system and the latest version of the Microsoft desktop productivity suite on a desktop computer, a portable computer, and a Tablet PC at the Galbut & Hunter office.

Galbut says, "Windows Vista integrates seamlessly with our existing network, and Office Professional 2007 performs exceptionally well with the online legal research tools that we use regularly. For a small firm with no IT department, the ease of use and intuitive feel of both Windows Vista and Office Professional 2007 bode well for our planned rollout to the rest of the firm in 2007."

Benefits

Galbut is impressed with the many different ways that Windows Vista and Office Professional Edition 2007 have added to his overall efficiency.

"To provide excellent client value, our firm looks for technology that helps us be more efficient," he says. "I'm working faster and better with Windows Vista and the 2007 Microsoft Office system to deliver on that goal. When we deploy to the rest of the firm, the benefits will be exponential."

Windows Vista and the 2007 Microsoft Office system also help Galbut seamlessly connect to the information and tools he needs to work remotely, and help provide extra security for client data.

- **Working more productively.** "With all the scheduling and personal organization tools in Microsoft Office Outlook® 2007, I'm better able to meet all the crucial filing dates and court deadlines that lawyers live by," says Galbut. "And I can quickly find client information: Windows Vista search delivers results about 25 percent faster. Whenever I get things done more efficiently, I can charge less for my services, which provides our firm with a competitive edge."
- **Staying connected.** "Galbut & Hunter is expanding its international client base, and it's crucial for me to connect reliably so I can manage cases while abroad," says Galbut. "Recently, I was in Mexico on business, and with Windows Vista it was a seamless process to use the Network Center and stay in touch with the office."
- **Improving collaboration.** The improved document editing, versioning, and revising tools in the 2007 Microsoft Office system

help Galbut manage the large amount of legal documentation he handles, so he can collaborate with clients, opposing counsel, and members of the office more efficiently. "During negotiations on behalf of a client, we are constantly exchanging and revising drafts," he says. "Now I can speed that process, expediting results for my clients."

- **Safeguarding client data.** With the more advanced firewall in Windows Vista and Windows Defender, Galbut has noticed an overall improvement in the security of the firm's client data on his Tablet PC. "I like how Windows Vista tells you if there's a performance problem before you lose data so you can take steps to save it," he says. "It was also easy to restore my files when I had a battery problem with my Tablet PC. Windows Vista helps me keep my clients' data safer while I'm working out of the office."