

# Case Study

## Working Smarter with On-Premise Conferencing



Leading law firm, Stikeman Elliot wanted to reduce communications costs and provide a better experience for online meetings and conferencing for busy professionals and clients.

### About Stikeman Elliott

Stikeman Elliott is one of Canada's leading business law firms, with offices in Toronto, Montreal, Ottawa, Calgary and Vancouver as well as in London, New York and Sydney. The firm is a recognized leader in each of its core practice areas and is regularly retained by domestic and international companies in a wide range of industries including financial services, insurance, technology, telecommunication, transportation, manufacturing, mining, energy, infrastructure and retail. It was named as the 2011 Canadian Law Firm of the Year by the International Financial Law.

### Stikeman Elliott's Challenges

Stikeman Elliott were using a pay as you go host-based meeting and conferencing solution. Increased usage by firm professionals and add-on fees for additional features were driving communication costs up rapidly.

The forward-thinking law firm wanted better ways to connect while reducing costs. Stikeman Elliott decided to move to an on-premise solution providing them with better cost control, greater flexibility and improved ability to scale.

## The Solution

Embracing the latest thinking, Stikeman Elliott adopted an on premise unified communications solution.

Users can switch seamlessly between online conferences, IM sessions, and VoIP calls. Stikeman Elliott members can find colleagues, understand their availability at a glance and reach each other more efficiently leading to widespread cost savings through reduced telephone usage, lowered conferencing fees, and less interoffice travel.

## The Rewards

In addition to on-premise conferencing capabilities, this solution also improved communications with advanced presence and voice over Internet Protocol technology. Stikeman Elliott has enjoyed long-term cost savings through reduced telephone and travel costs. A side benefit is realized by the training department. Trainers have improved the accessibility to the resources they provide, freeing up time for other projects.



Improved communications



Reduced telephone and travel costs



Improved access to resources



The new system has introduced the latest advancements in office collaboration, improving time and operations management, and dramatically reducing our long distance and travel costs. Having access to the top minds across multiple practice areas means better information for our clients; a winning combination for our entire organization.