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# SOLID FOUNDATIONS

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SUPPORTING A START UP

COMMERCIAL | IT SERVICES

# BDELaw

# FLEXIBLE AND SCALABLE



## Laying the foundations

Careful planning has enabled us to provide a system that can grow with the business.

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**“They have not only assisted BDE at short notice but also worked alongside us through the night to fix issues.”**

**Simon Hargreaves – IT Manager  
BDE Law**

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Following a change in legislation, the Directors of legal firm Cordner Lewis realised they could take advantage of a gap in the market and set up a new company – BDE Law – as an Alternative Business Structure. As they were anticipating high growth rates, they needed an agile and flexible infrastructure that could build and scale quickly. They looked to Commercial to deliver a virtual desktop infrastructure that would bring them the flexibility they needed.

## CAREFUL PLANNING

As the business was a start up, there was no legacy infrastructure to consider. Commercial sat down with the directors and listened to their strategy and aims for the business, in order to put together a plan to help them achieve their objectives.

We delivered network design and strategy and a document outlining the project scope. The latter was essential for the directors, as we put specific dates and timescales to every part of the implementation. We also built in a period of user acceptance testing to ensure that by the go live date any issues had been ironed out and the system was up and running perfectly.

The initial virtual desktop infrastructure enabled fifty end users to access systems and data. As BDE Law started trading, growth happened so rapidly that we quickly added another 50 users. Each member of staff had an ID card, a flash based hard disk sitting in the server, enabling them to log in and access data pertinent to them, while keeping the system secure.

“We were very impressed by the initial deployment,” says Simon Hargreaves, IT Manager at BDE Law. “The infrastructure was very easy to manage. Instead of running around managing fifty separate PCs, we just have to manage the desktop infrastructure, so it’s really simple to administer.”

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During implementation we helped BDE train their IT team in the new technology. The relationship is an ongoing one and we continue to provide maintenance every six months, as well as advice and training. Like all Commercial clients, the team at BDE Law is also free to come and try out new IT and solutions at our Commercial Demo Suite at any time.

## **PREPARED FOR ANYTHING**

Since installing the infrastructure, Commercial has been using a proactive monitoring system to ensure any issues are spotted before they become problems. “Prevention is better than cure,” says Simon.

A virtual infrastructure brings real benefits to a start up business like BDE. Not only does it enable scalability as the company grows, it is also a much more cost-effective way to build the IT that day-to-day business requires. End users use thin clients, with no moving parts in them or operating systems, which are cheaper than individual PCs and tend to last longer too.

The solution also enables users to work remotely. With a solution like Citrix, it doesn’t matter where the user connects from – the technology enables people to plug in and work via their laptop or remote devices wherever they happen to be.

One final advantage that comes built in with a virtual desktop infrastructure is the Disaster Recovery capacity. BDE Law operate in a highly regulated environment and any system downtime would have an immediate financial impact. With the solution that Commercial has put in place, if anything goes wrong, the systems will still be available and the business will get written. “It’s provided us with the ideal way to keep the business running,” says Simon, IT Manager. “And growing too.”

- Starting up as they mean to go on
- Solution tailor made for a start up
- Strategy driven approach
- Detailed project scope
- Scalable solution for a growing business
- Disaster Recovery comes built in



## CLIENTS WE WORK WITH

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Please visit our website to read further case studies: [commercial.co.uk](http://commercial.co.uk)

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**We work with leading legal firms to design innovative IT solutions that balance access and security. Call 01242 703400 and talk to one of our experts to discuss how we can help you.**

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