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## QUINLIVAN & HUGHES FINDS SECURITY WITH MARCO'S SHREDDING SERVICES

Marco provides multiple solutions for Quinlivan & Hughes, a full-service law firm in Minnesota. For years, Marco has delivered phones, copiers, printers, maintenance and remote Support Desk services to the law firm. Recently, they added shredding services to their Marco plan.

"We've had a relationship with Marco for 30 plus years for phones and copiers. Having a partner like Marco who we know is going to do a great job and understands the needs of our business—and can fulfill those needs—is really important," said Jon Ruis, Director of Strategy & Business Development at Quinlivan & Hughes.

### THE SOLUTION

When presented with Marco's new shred opportunity, Quinlivan & Hughes considered the option, although they already had a shredding provider. "Why have six vendors when you can have one? We trust Marco for so many solutions," Ruis said. Through Marco's network assessments, customer business reviews, suggestions for improvements and successful projects with Quinlivan & Hughes over the years, the technology company has built a strong foundation of trust.

So Ruis and team didn't hesitate to switch their shredding services to Marco. He said they felt confident in Marco's partnership and appreciative of the cost-effective, protected solution.

First, Marco's shred experts removed the old shred containers from the office and installed new shredding bins. Ruis was not affected by the implementation. "When a transition happens and you don't even know it happened, that's always a good thing."

Of course, confidentiality is vital for the law firm. "We have a lot of documents, and everything here is confidential. There are things we can get into serious trouble with when it comes to the work that we do. Keeping all of that confidential and secure is important." Marco is an NAID AAA Certified shred provider, which adds to their reputation and gives Quinlivan & Hughes peace of mind when passing along legal documents.

### KEY BENEFITS



Safe, secure option for both  
print and electronic shredding



Cost-effective solution



Seamless implementation



Scheduled, non-disruptive  
shred pick-ups



Quinlivan & Hughes was established nearly a century ago with the mission to provide individuals in St. Cloud and communities throughout Minnesota with guidance in their personal and professional legal matters. The firm prides itself on delivering personal attention, individualized solutions and effective results.

Since its inception, Quinlivan & Hughes has grown into a professional association of more than 20 attorneys. The firm developed core competencies to offer comprehensive legal offerings to their clients. The lawyers work with each other across disciplines to develop uniquely effective solutions for the clients they represent. Visit [quinlivan.com](http://quinlivan.com) for more information.

Quinlivan & Hughes receives regularly scheduled shred pick-ups. Their shred driver disposes of the paper documents and provides a Certificate of Destruction to the assigned contact. This way, Quinlivan & Hughes is assured their documents are handled safely.

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“This was a seamless transition for us because we’ve always needed shredding, so it was more of a ‘We need it, and we know they are someone we can trust, so let’s have Marco do it for us’ situation,” Ruis said.

Ruis added that he doesn’t notice when the bins are picked up and the paper disposed of either. The work is smooth and non-disruptive.

Quinlivan & Hughes is satisfied with their paper shredding provider choice, and they plan to continue to utilize Marco. “They have the expertise and knowledge, and they want to help you move your business forward. They aren’t just selling a product. Marco can take some of that pain from whatever issue you may be having and alleviate it. That’s why we do business with Marco.”