

# Real estate lawyers count on HP, Microsoft for technology solution

HP and Microsoft deliver performance and reliability



## Berding & Weil, LLP

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HP customer case  
study: Law firm  
counts on HP and  
Microsoft

Industry: Legal

### Objective:

Berding & Weil’s IT staff sought reliable, high-performance technology to enable lawyers to be more productive.

### Approach:

Law firm turned to technology partner End sight for solution; acquired HP workstations, servers and printers and Microsoft server applications and OS.

### IT improvements:

- Cost-saving service and support

### Business benefits:

- System reliability improves uptime
- Improved workplace performance

Executive Director Tod McKelvy knows that network downtime isn’t an option at the law firm of Berding & Weil, LLP.

“Our attorneys are demanding,” he notes. “If the network fails, I’ll hear about it in a matter of seconds. An attorney will be on the phone instantly, demanding an immediate fix. And the phone won’t stop ringing until the problem is resolved.”

System reliability is a must at Berding & Weil, whether it’s the servers, hardware, software or printers. Whatever the device or solution, it must be dependable.

“Our system needs to be 100 percent reliable and perform to expectations,” McKelvy says. “That’s one reason we depend on HP and Microsoft.”

### Technology partner delivers total care services

To assist with operations, Berding & Weil turned to HP and Microsoft partner End sight, an outsourced IT service provider headquartered in Berkeley, California. Using FOCUS, End sight’s outsourced IT management tool, Berding & Weil has full access to robust IT service and support at a lower cost of ownership than other comparable solutions.

“End sight is an ideal technology partner. They deliver exactly what we need in terms of solutions and support,” notes McKelvy.

As a certified Microsoft® GOLD partner and Small Business Specialist, End sight provides management of Berding & Weil’s HP servers and workstations running Microsoft software including Microsoft Windows Server 2003, SQL Server 2005, Exchange Server 2003 and Microsoft Windows XP Professional OS.



## Customer

### About Berding & Weil

Berding & Weil attorneys are expert at advancing the rights of residential and commercial property owners. The firm is recognized as one of the most progressive and effective advocates of commercial real estate legislation in California. Practice areas include community associations, construction defects, commercial real estate and class actions. Berding & Weil has been awarded an "AV" rating by Martindale-Hubbell, a national attorney rating service. This is the highest rating given in any area of practice.

For more information, visit [www.berding-weil.net](http://www.berding-weil.net).

Contact the HP Customer Reference Program, 281-514-5755, for more information.

### HP recommends Windows Vista™ Business

"Our services are designed specifically for the needs of small businesses," says John Grover, a partner and technology specialist at Endsight. "We're able to pinpoint Berding & Weil's business objectives and align them with IT strategy and deliverables. HP hardware working in unison with Microsoft software makes the solution that much stronger and more reliable, especially when migrating a network to new hardware and software environments."

### HP workstations drive results

To upgrade reliability and performance, McKelvy recently acquired HP xw4300 Workstations to replace older desktop PCs. Because the law firm specializes in commercial real estate litigation, its attorneys rely on powerful computer applications to review highly-detailed building schematics. As part of the firm's technology plan, McKelvy will replace each outgoing PC with an HP workstation. The firm currently has 85 employees, including 36 attorneys.

"We should be entirely workstation-driven within a couple of years," McKelvy notes. "HP workstations are affordable and deliver outstanding performance. They are a strong solution across the board. The attorneys have been very pleased with them."

The high-powered HP xw4300 Workstation is designed around the Intel® 955X Express Chipset and offers up to eight gigabytes of DDR2 memory at 667 megahertz to accelerate application speed. The front-side bus speed of 1.06 gigahertz improves operation and overall longevity of the system. The workstation's PCIe architecture uses the very latest in NVIDIA and ATI graphics technology, allowing users to work easily with visually intensive applications.

HP xw4300 Workstations are protected by a three-year limited warranty on parts, labor and onsite service. McKelvy describes the warranty as "more than ideal."

"It's the kind of standard warranty commitment you want to see from every vendor," he notes. "HP's reputation for service and support is well earned."

### Long-term relationship

The relationship between Berding & Weil and HP goes back more than a decade, when McKelvy had a difficult time finding a storage solution for the firm's fledgling network.

"Those were sort of the early days, in a sense, for network technology. I needed a mass storage solution, and at the time I couldn't find any vendors that were helpful," McKelvy recalls. "I even went to trade shows and technology events, to no avail – until I contacted HP. HP worked with us from the start, and developed a solution that we used for quite a few years. That experience has always stayed with me, and is a major reason why I value the HP brand so highly."

Berding & Weil continues to rely on HP for its server needs. The firm currently uses two HP ProLiant ML380 G4 servers in the back office. One server hosts software, including Microsoft server applications, while the other is used entirely for data storage. McKelvy was able to consolidate the network to a large degree several years ago when the firm decided to merge its three Bay Area offices into a single location in Alamo, California.

"Our office consolidation has worked remarkably well," McKelvy says. "It's part of our strategy to streamline and simplify our technology operations."

The firm also uses six HP LaserJet 4250 Printers, an ideal fit for workgroup performance with a 480 MHz processor, 48-80 megabytes of memory and print speeds up to 45 pages per minute. The HP 4250 model further enables remote printer management and control via the HP Embedded Web Server.

"It's the ideal printer solution for our office," McKelvy notes. "Reliable, easy to maintain, and it performs well even on the heaviest paper days."

## To learn more, visit [www.hp.com](http://www.hp.com)

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