



Eversheds Sutherland, HQ Boardroom, London, UK

INTRODUCTION

to Collaboration Solutions FOR THE LEGAL MARKET

Good communication lies at the heart of every successful business. Understanding your immediate collaboration concerns is our priority. We aim to work in partnership with you to fully understand your audio-visual and collaboration needs and challenges and integrate the best audio-visual solution for your workplace and budget. These bespoke solutions will help you to build strong relationships with your customers, increase productivity and ensure the best business outcome.

WE CAN HELP YOU

Attract New Business	Increase Billable Hours	Increase Revenue & Profit
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From our experience working within the legal sector we understand your audio-visual and video conferencing technology needs to support remote and agile working whilst giving you the opportunity to attract new international business and increase billable hours, revenue and profits.

Top Three Drivers of Change in the Legal Services Market

Globalisation	Client Buying Behaviour	Technology & Innovation
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Electrosonic are one of the leading international audio-visual solutions companies. Our fifty plus years experience allows us to provide legal organisations with bespoke AV solutions that are practical and easy to use but most importantly support the top drivers of change in the legal services market. (According to The Law Society -The Future of Legal Services Report, 2016).

We will ensure your workplace collaboration solutions are:

- Interoperable with legacy technology
- Secure and compliant
- Reliable and robust
- Simple and easy to use in-meeting remotely
- Cost efficient

HOW COLLABORATION SOLUTIONS BENEFIT THE LEGAL MARKET

Eversheds Sutherland Case Study

Electrosonic delivered Eversheds Sutherland’s new Boardroom and Auditorium at their headquarters in London, creating a bespoke, state-of-the-art, and highly functional collaboration zone, that provides employees and clients with a first-class collaboration experience.

Auditorium Upgrade Maximises Flexibility of a Multi-Purpose Space

High resolution displays provide optimal viewing, enhancing communication and understanding, while ambient lighting adds a dynamic vibrancy to the room creating a memorable conference experience. This upgrade has seen the booking for this space increase ten-fold.

“Electrosonic were part of the project steering group right at the beginning, to understand those requirements and recommend the right solution to embed into the design.”

WORKPLACE STRATEGY MANAGER, EVERSHEDES SUTHERLAND



Eversheds Sutherland, Auditorium

HOW AV SOLUTIONS HAVE HELPED OUR CLIENTS

Top UK Law Firm uses Cloud Video Conferencing to Collaborate across Multiple Offices*

The Problem:

- The company has several offices located across the UK.
- Each office had existing video conferencing equipment that was expensive to operate.
- The company needed a lower cost video conferencing solution.
- Existing system did not support easy inter-office collaboration.

The Solution:

- Existing Tandberg units were replaced with a high quality video conferencing Cloud solution providing all the necessary interoperability between UK company offices.

Business Benefit:

- Improved functionality at a considerably lower cost point whilst maintaining ROI on their existing equipment.

Boardroom Refresh at Global Law Firm*

The Problem:

- Existing video conferencing equipment was outdated, inefficient and unable to meet global collaboration requirements.

The Solution:

- Electrosonic delivered a new video conferencing solution, projection and audio systems with the necessary AV infrastructure.

Business Benefit:

- Provides employees and clients with a more efficient meeting experience. Reduces the time to set up meeting room technology, making every meeting more productive.

BUSINESS BENEFITS OF COLLABORATION

Corporations have begun to adopt new ways of working for a variety of reasons, and report a number of clear cost-benefits and return on investment (ROI) cases: (Source: Unwired Research).

Customer satisfaction & responsiveness	More time 'client facing' is often a result of new work styles, where people need to be back in the office on a less frequent basis. New ways of working results in a more nimble organisation, with faster decision making and accelerated processes.
Cost saving & operational efficiency (reduced churn costs)	Reduction of real estate leased by 30% has been achieved in new ways of working programmes. Churn costs have been reduced to near zero.
Mobility & flexibility	Introducing the enablers for mobility within buildings means that people are also able to work effectively from other locations.
Sustainability & carbon reduction	New ways of working results in less space, and so reduced emissions. With resource management software, space that has not been booked can be hibernated.
Competitive advantage & differentiation	New ways of working can provide tangible differentiation and also advantage through lower costs and improved flexibility.
Public relations	People in their tens of thousands have made visits to innovative workplaces.
Recruitment & retention of staff	A more vibrant work environment has been shown to be a positive factor in attracting talent.
Disaster recover & contingency planning	An approach to 'work anywhere' as part of business as usual, also allows a more flexible solution for continuity planning.

*Due to non-disclosure agreements, we are unable to mention the company by name.