



Company Profile

Foreman Watson Holtrey, LLP
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www.fwhlegal.com

Industry. General Law Practice

About Foreman • Watson • Holtrey.

The mission of Foreman • Watson • Holtrey is to make a difference in the lives of people in their community by providing them with dependable legal counsel.

The Challenge

- Decentralized IT systems; across four office
- Simplifying access to client information without harming client confidentiality
- Decreasing IT costs

nGenx Solution

- nFinity® Desktop
- Microsoft Office & Exchange
- Hosting for six BYO applications

Key Benefits

- Improves security for client data
- Increases accessibility to applications and data from any device
- Eliminates onsite infrastructure for 6 BYO applications
- Reduces TCO of applications and supporting systems
- Provides 24/7/365 expert support

"With our nGenx hosted solution, we no longer have to worry about downtime or data loss. Our IT has been greatly simplified. It's truly out of site, out of mind – it just works."

Jim Watson, Partner
Foreman Watson Holtrey LLP

Customer Success Story: Foreman Watson Holtrey, LLP

Law Firm Simplifies Access to Client Files while Improving Data Security & Decreasing IT Costs

With nGenx's nFinity® Desktop solution, Foreman • Watson • Holtrey transformed the way it manages and uses IT. The firm lowered its overall IT costs, streamlined its infrastructure, and improved workforce productivity, while significantly mitigating risk to the firm's data.

Foreman • Watson • Holtrey supports its law practice with a team of three partners and seven associate lawyers, along with a well trained legal staff. Their mission is to make a difference in the lives of people in the communities they serve by providing them with dependable legal counsel.

Supporting A Law Practice Across Four Offices

Like most law firms, the management team of Foreman • Watson • Holtrey feels the competing challenges of providing security for client files vs. the ease of accessing them for its staff. Adding an additional challenge for this small firm, their staff supports clients from four separate office locations.

When the firm began investigating an outsourced cloud solution, it did not maintain a centralized IT infrastructure, yet it did manage six separate legal-based software applications. It didn't have interoffice connectivity, company-wide access to applications and data, or a data backup plan. Instead, each office acted autonomously in support of these functions.

The firm's executive team recognized the need to centralize and streamline its IT so it could grow its efficiency, increase scalability, and provide both easy access to their data and applications and control over who accessed client files. These goals were paramount, but it was also important to control costs. nGenx worked with the firm to engineer a turnkey solution that:

- Simplified the firm's IT
- Provided them with more control of and security for their client data
- Lowered IT costs
- Reduced the total cost of ownership (TCO) of its six legal software application

Achieving Success with nFinity® Desktop

Foreman • Watson • Holtrey utilizes nGenx's nFinity® Desktop solution which gives its staff members a consistent user experience: one version of Microsoft Office; Outlook, backed by Exchange, so their email follows them to their smartphones; and



ANY APP | ANY DEVICE | ANYWHERE.

Customer Success Story: Foreman Watson Holtrey, LLC

a singular network structure for maintaining client files, data and evidence.

Even as a small firm, Foreman • Watson • Holtrey has an obligation to its clients to maintain confidentiality and complete security for client files. With nFinity® Desktop, the firm's files are stored in a world-class, SSAE 16 certified data center with regular, off-site backup. nFinity® Desktop also affords them complete control over their data as the solution allows management to define who has access to data, down to the folder-level.

nGenx manages six legal software applications for the firm in its data center. By virtualizing these applications, Foreman • Watson • Holtrey eliminated its company-owned server infrastructure and realized a reduction in the hard costs of managing these assets. Additionally, the staff now has more access to these applications and the supporting data.

Inherent with the cloud, the firm's staff has access to company applications and client data from their internet-enabled devices, including smartphones, home computers and tablets, allowing them to work remotely and stay better connected to the office. Yet, because this data isn't stored on these devices, if a laptop breaks or a tablet is stolen, the data remains safe and, more importantly, confidential.

nGenx hosts Foreman Watson's data from its enterprise SAN systems, which are incrementally backed up and replicated across multiple data centers. As a result, the Foreman • Watson • Holtrey network in the cloud is highly available and easily restored, providing the firm a disaster recovery and business continuity solution.

nGenx's nFinity® Desktop solution allowed Foreman • Watson • Holtrey to shift from a capital expense model to an operating expense model, eliminating its need to outlay large sums of capital for costly hardware or systems upgrades. Additionally, it provides Foreman • Watson • Holtrey the ability to scale instantly and cost effectively. The nGenx op-ex pricing model gives the firm better budgetary control over their IT as they pay a simple, flat rate based on the size of their employee base.

nGenx has become a trusted partner of Foreman • Watson • Holtrey, and the firm relies on its partner to manage its infrastructure which is supported with 100% systems uptime.

About nGenx

Since its founding in 2000, nGenx has been a pioneer in the cloud computing industry, working with Microsoft, Citrix and others to develop hosted IT applications provided through the cloud.

nGenx markets its solutions through a highly robust white label program supported by its nGenx Control Panel, a single pane-of-glass provisioning system that allows partners complete control over their customers.

nGenx operates a network of autonomous data centers, each approximately 100 miles apart, all connected by a highly available fiber-optic network. From these data centers, the company provides cloud computing solutions with inherent geographical diversity for its customers.

nGenx's cloud computing and IaaS solutions are SSAE 16 certified, assuring all nGenx customers that its processes and facilities are tested and secure.

