

DUNDAS & WILSON AND LOMBARD

“Local relationship has meant less time spent managing assets and very quick response rates from Lombard Technology Services.”

Background

Dundas & Wilson (D&W) is one of the top 50 UK law firms with offices in Edinburgh, Glasgow and London and a turnover of £53m for the financial year 2005/06. It has also enjoyed a good relationship with The Royal Bank of Scotland Group for a number of years.

Many of the 600 people (including 85 partners) who work at D&W are leading individuals in their fields. The strength of the firm in the legal market comes from the in-depth knowledge and experience of its people. D&W's mission is to help its clients meet their business objectives by providing them with excellent, quality commercial solutions, and its vision is to be its clients' preferred adviser in its core competencies.

Client facing key practice areas include Banking, Construction & Engineering, Corporate, Corporate Recovery, Dispute Resolution, Employment, Environment, EU and Competition, IP/IT, Pensions, Planning & Transportation, Projects, Property and Tax.

The relationship between Lombard Technology Services and D&W began in 2002 when the law firm left the Andersen Legal Network, and was presented with the challenge of building its IT infrastructure and support services from scratch.



Challenge

D&W has an existing successful ongoing relationship with a supplier that it uses to provide and support IT hardware, but D&W also wanted a worry-free flexible asset management solution. John Craske, IT Director at D&W comments: "Having started from scratch in 2002 when we left the Andersen Legal Network, we have become very focused on stability and standardisation and support of our equipment. IT assets have a finite usable life, and we wanted peace of mind as well as an improved cash flow."

Craske says the firm was also looking for an equipment refresh option and worry free asset disposal at the end of the equipment's life. "We wanted the peace of mind that our old assets were being disposed of in a safe, secure and environmentally friendly way."

Improved cash flow through flexible sale and leaseback

Lombard Technology Services has provided lease financing to support two technology refreshes – Desktop PCs and Monitors through a sale and leaseback arrangement, plus a notebook PC deal that has just undergone a further refresh. Craske says, "The biggest selling point in working with Lombard Technology Services for me has been that the deal is flexible and hassle free. The arrangement is good value for D&W, but the real pluses are keeping the cost of running our estate under control and not having to deal with disposal of the kit, according to Craske. He says he gets assurance from knowing that Lombard Technology Services is dealing with disposing of kit, and wiping all sensitive data from the machines. "In the legal profession, it is essential that we protect our clients' confidential information and cleaning the data from our old IT assets is an important part of this," he says. "It is a very prudent way for us to handle asset disposal."

Craske says having a local relationship has been important to D&W "Lombard has very good experience, and having a local contact has made the relationship much more effective in that I can get a response from Lombard in hours rather than weeks, which has made a massive difference. "We did look at other providers, but the experience of Lombard Technology Services and our existing relationship with the company and Royal Bank of Scotland meant we were pleased to continue working with them."

"Full asset disposal service on the old equipment has meant the firm is certain it complies with legislation and maintains data confidentiality when it replaces kit"

Contact

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