



HDUK CASE STUDY: Interview with Richard Winters of Winters & Co Solicitors.



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Case Study Overview

Winters & Co Solicitors have been practicing law in Ware, Hertfordshire, for around 30 years and the law firm has specialist departments offering expertise in property and family law.

We spoke to Richard Winter, Partner at the law firm, to find out why he feels hosted services provide the best option for his practice.

“A little while ago we joined with another practice and they were using Hosted Desktop UK’s services. One of the major benefits of using hosted was that we would be operating from four separate offices and so it seemed quite sensible to have a hosted situation so information could be accessed and shared quite easily across all four sites.”

Employing a hosted solution also covered the question of security. Backups and all of the software updates are also taken care of for us by Hosted Desktop UK and this helps to take away some of the day-to-day stresses involved in running a business.

Unfortunately our relationship with the other law firm did not work out but one of the positive things we took from the relationship was the experience of working in a hosted environment and we decided to instruct Hosted Desktop UK when we de-merged.

Anywhere access is a major factor as it gives me and my team the flexibility to work literally anywhere so long as there is an internet connection - this has to be a major benefit for any business and I can easily see how this way of working will soon become the norm.

Generally law firms and professional services can be a little slow on the up-take of new methods, but we were keen to ensure we operate in a modern and efficient manner. As backups and software updates take place remotely, along with most of our IT issues being dealt with off-site, we can get on with our business, which is just the way we like it.

“We have been really pleased with the service offered, especially super-fast responses to any queries we might have - Hosted Desktop UK usually answer queries well within half an hour, which is a pretty quick turnaround by anyone’s standards.”

- NUMBER OF USERS**: 7
- NUMBER OF OFFICES**: 1
- MAIN APPLICATION**: Microsoft Office Suite
- SERVICES SUPPLIED**: Hosted Desktop, Hosted Exchange

Summary of Benefits:

Anywhere access	✓
Great service	✓
Security	✓
Reliability	✓
Cost effective	✓