

## THE VERDICT IS IN: UK-BASED LAW FIRM DEPLOYS GO-GLOBAL FOR FAST AND EASY APPLICATION ACCESS.



**Thanks to GO-Global, Mayo & Perkins wins prestigious “Legal IT Forum” award for best use of information technology by a UK law firm.**

### **Customer Solution at a Glance**

**Company Profile:** Mayo & Perkins is a medium-sized law firm with four offices in the southeastern region of England.

**Business Need:** The firm needed a way to improve application performance across all offices without the expense of upgrading 125 desktop PCs.

**GraphOn Solution:** Mayo & Perkins selected GO-Global® for Windows, an advanced, server-based solution that provides near-zero-footprint clients for fast, simple and affordable application access from any location or platform.

#### **Results:**

- Provides faster application response times for increased staff productivity.
- Saves money by eliminating the need to upgrade the law firm’s older PCs.
- Provides better overall utilization of existing computing resources.

**Award:** GO-Global deployment wins “Best use of IT by a UK law firm” from the Legal IT Forum.

The law firm of Mayo & Perkins is located in East Sussex, England. The company employs a staff of 130 working out of the headquarters office and three branch offices.

Mayo & Perkins’ IT environment includes multiple Windows 2000 servers and 125 desktop PCs running Windows 95 and Windows XP. The main application being used by the firm is Videss Legal Office, an integrated legal practice management suite that runs on the Progress database. The application suite provides Mayo & Perkins with account management, scheduling, and client database functionality. It integrates with Microsoft Word and Oyez Legal Forms.

“Even though our branch offices are connected to our head office via 1MB leased lines, our users were nevertheless complaining about slow performance and not enough bandwidth,” explained Adam Biscoe, IT Manager at Mayo & Perkins.

What the firm needed was a way to improve performance without having to upgrade the desktops.



**Access to Applications Anywhere.**



### The Need for an Easy, Cost-Effective Solution

Since most of the firm's desktops were still running Windows 95, Mayo & Perkins would face considerable expense and disruption to users if they were forced to upgrade all of their PCs. Therefore, the firm decided to evaluate available thin-client solutions, including GO-Global from GraphOn.

GO-Global for Windows is a server-based, ultra-thin-client solution that makes it easy to publish any Windows applications over a company network or the Web. It is optimized for fast, secure and scalable application delivery to virtually any network-attached device, regardless of platform or operating system.

### Evaluating Citrix and WTS

In addition to GO-Global, Mayo & Perkins evaluated Citrix MetaFrame and Microsoft Windows Terminal Services (WTS). "We quickly eliminated both Citrix and WTS mainly due to their pricing and complicated licensing requirements," said Biscoe.

The law firm was pleased to discover that GraphOn's easy, thin-client solution eliminates the complexities and heavy licensing requirements of Citrix, providing a fast, simple and affordable solution specifically geared toward medium-sized companies.

### Simple Deployment

"We found GO-Global very easy to set-up and deploy," said Biscoe. "We started by simply downloading a free trial copy from GraphOn's Web site and very quickly we were able to publish our applications over the network."

Today, Mayo & Perkins has rolled out GO-Global to 35 PCs and soon will be expanding the solution to encompass all 125 desktops. "The performance has been outstanding," Biscoe continued.

### Designed for Remote Efficiency

With GO-Global's patented Rapid X Protocol (RXP) and near-zero-footprint clients, only the application's user interface is delivered across the network and displayed on the remote devices – not the entire desktop.

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***"Our users are quite pleased with GO-Global's performance and ease of use. They no longer have to tap their desks waiting for their computers to catch up. And that translates to greater overall productivity for the company."***

Adam Biscoe  
IT Manager  
Mayo & Perkins

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This greatly minimized network traffic, thereby speeding up application response time for the users.

From the user's perspective, GO-Global is a totally invisible solution. The centrally-published Videss Legal Office applications look and feel exactly the same as natively running applications. This eliminates the expense and disruption of user retraining.

### Award-Winning IT Solution

Mayo & Perkins were so pleased with the results of the deployment that they entered their GO-Global implementation in the prestigious 2004 Legal IT Forum awards, widely considered the benchmark of

excellence for technology project initiatives in the legal profession. Mayo & Perkins were honored to win the "Best use of IT by a UK law firm" award for their GO-Global deployment.



*Adam Biscoe accepts the Legal IT Forum award.*

### Remote Possibilities

As for the future, Biscoe explained that the firm is exploring the possibility of using GO-Global for remote access to the Legal Office applications. Since GO-Global is optimized for fast performance over low-bandwidth connections, Mayo & Perkins staff will be able to run their applications from home or from the road using a laptop or other portable devices – even over high-latency dial-up lines and Internet connections.

### The Net Results

Thanks to GO-Global, Mayo & Perkins has been able to improve performance and overall user productivity without expensive and disruptive desktop upgrades.

"We've been able to maximize the value of our investments in both hardware and software," concluded Biscoe.



**Access to Applications Anywhere.**

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