

CASE STUDY

■■■■■ NELSON DAVIS WETZSTEIN LLC SANTA MONICA, CA

"Telcom Insight's unparalleled expertise made them a crucial partner in our move, arming us with the information and advice needed to not only make our transition easy, but to guide us to substantial cost savings."

John Strelow, Office Administrator, Nelson Davis Wetzstein LLP

IN BRIEF

THE CHALLENGE

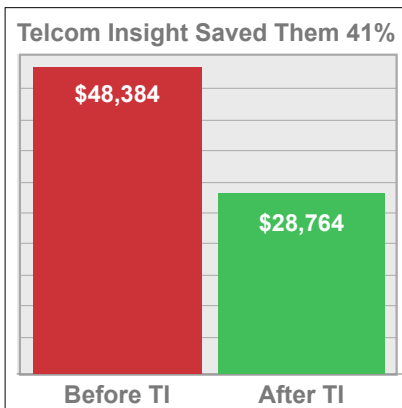
A new law firm found itself moving offices, and needed assistance with setting up their new voice and data systems.

THE SOLUTION

TI handled the entire transition, ensuring that all systems were purchased at the lowest possible price. TI then followed through to make sure that all systems were properly installed on time and operating flawlessly.

THE RESULTS

The client switched services to TelePacific, saving them 41%



IN DETAIL

* THE COMPANY

Nelson Davis is an entertainment law firm representing writers, directors, and actors. The firm was founded in 2004 by transactional attorney Peter Nelson and his longtime partner George Davis, who represent many of Hollywood's most talented professionals.

* THE CHALLENGE

The Nelson Davis law firm moved from an office in Westwood to a new office in Santa Monica. They needed to:

- Coordinate the purchase of new voice and data systems
- Install the systems in the new office
- Set up temporary systems in their temporary office for the duration of the move.

Needing to make the transition to the new office as smooth as possible, Nelson Davis came to Telcom Insight and asked for their help with the move.

* THE SOLUTION

Telcom Insight (TI) analyzed their needs and managed the entire transition, ensuring that all systems were purchased at the lowest possible price, then making certain that all systems were properly installed on time and running smoothly.

TI presented the client with three different carriers: Paetech, Verizon, and TelePacific. This allowed the firm to choose the service that fit its organizational needs best and at the lowest cost. TI saw the process through from beginning to end, ensuring lower costs, timely actions, and overall excellent service.

* THE RESULTS

The client chose TelePacific for both voice and data services. The assistance from TI saved them 41%, as well as giving them a customized and integrated product that met all their needs.

- Through TelePacific, the client reduced their spending from \$48,384 to \$28,764 over a three-year period.