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**Solving
the Most
Heinous
Crime:
Wasting
Time**

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Axis

Eshelman

Legal Group

**Powerful Solution
Lets Attorneys Share
CD/DVD-ROM-based
Material Efficiently
and Cost-Effectively**

) Few attorneys willingly waste time —after all, time is money. But, outdated, inefficient technology will cause the most disciplined lawyer to fritter away precious hours every week. If that lawyer works for a small firm with a modest technology budget, he or she is more likely to endure technology-caused time-wasting than a colleague at a large firm with deep pockets.

Lacking extensive financial resources, small firms must spend their money wisely. Case in point: Eshelman Legal Group in Akron, Ohio, a 16-person firm specializing in personal injury and property damage.

This firm urgently needed to solve one major productivity problem: how to enable its five attorneys to share vital CD-ROM-based material without spending a fortune on new hardware and software. The attorneys had to use a desktop in the library every time they wanted to view some CD-ROMs because their desktops lacked CD-ROM drives.

There were two major drawbacks to that situation: attorneys wasted a lot of time going to and from the library, popping CDs in and out— time they could have spent with clients. And only one attorney at a time could use the CD-ROM material.

“In addition, we were looking for a better, easier way to install software,” said MIS manager Bryce Eshelman. “At that time, we had Novell NetWare 3.12, which didn’t allow me to put a CD into the CD-ROM drive of the server and install software in the same way as I could have with Windows NT.”



Axis a n d Legal

Plug-and-Play CD-ROM Tower Delivers Immediate Benefits

The firm bought an Axis-powered 14-bay CD-ROM tower from Cutting Edge, San Diego and installed a new Windows NT network.

"I was looking for plug-and-play simplicity in a reliable, scalable box," he said. "I wanted to be able to plug the thing in, connect it to the network, and have it work straight away. Cutting Edge said its tower would work out of the box – and it did."


Within a couple of hours, Eshelman installed Windows NT on the 16-node network, loaded all the firm's CD-ROM material onto the CD-ROM tower, and removed the desktop from the library. "The attorneys loved the convenience of the tower," he said. "All of a sudden, they could stay in their offices to do research and be near their phones at the same time—which meant they could provide better service to clients." Attorneys were also impressed by the speed of the AXIS CD server, because it gave them much faster access to data than the old PC did, he said. "Plus, it was a revelation to them to find out they could all use the same CD-ROM material at the same time."

Bryce Eshelman also discovered some unanticipated advantages of using the tower. "I was able to do software installations on as many as four machines at the same time," he said. "This saved me a tremendous amount of time and hassle." Secondly, Eshelman was able to store scanned copies of cancelled checks on a CD, enabling the firm to respond quickly to the numerous requests for proof of payment it regularly receives from clients and vendors, plus its own legal staff. "Removing the checks from our file server to our CD-ROM tower improved efficiency in two ways," he said. "We saved storage space on the file server and we improved our access speed to the data."

The Intelligence Behind the Towers: Axis Technology

The intelligent heart of the towers at Eshelman Legal Group is the AXIS StorPoint CD E100. It is used by virtually all the major CD/DVD tower vendors worldwide and is based on Axis' proprietary ThinServer™ Technology.

The AXIS StorPoint CD E100 offers complete network support, hard disk caching and painless installation. Plus, it's easy to use and manage, and supports the most complete list of networking protocols and operating systems, simultaneously.




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