

## Tech “miracle” gets law firm up and running

**W**ithin two months of announcing its formation, Halleland Habicht PA was fully operational in a brand new office with all of its core technology, equipment and business systems in place. Calling it a technology “miracle,” the firm partners attribute its rapid launch to the one-stop integrated technology solutions provided by Loffler Companies.

“The beauty of the Loffler solution was that it was a full range of services for us, computers and servers, telephony, imaging and scanning, Loffler management services and help desk—a one stop shop for our technology and people needs,” said Bill Habicht, President of Halleland Habicht. “Without Loffler and their full team approach, we wouldn’t be open yet.”

Halleland Habicht is a 25-person firm with 17 attorneys and consultants who provide business, litigation and health care consulting services to clients locally and nationally. They expect to grow to 25 attorneys and consultants in the next few months. Founder Keith Halleland and Habicht joined forces to have an opportunity to build and create a law firm that aligns their interests with those of their clients.

They were referred to Loffler Companies, and legal vertical market specialist Gregg Eastin, because of its unique offering of integrated solutions and its dedicated team of experts who specialize in the legal industry. Habicht admits that they were unaware of the scope of the project and the complex details involved in setting up the entire operation from absolutely nothing to a fully functioning law firm. Loffler mapped out the entire strategy and made them feel comfortable

### THE OPPORTUNITY

A newly formed law firm had just two months to find and set up a fully functioning office, with technology and business infrastructure in place, while focusing on clients and revenue stream.

### THE SOLUTION

Through its dedicated account team that specializes in law firms, **Loffler Companies** planned and managed a full suite of integrated IT and business solutions, as a single source partner.



**Bill Habicht (left) and Keith Halleland**

moving forward.

“They were way out ahead of us with respect to trends and solutions for our size company, which is 25 people out of the gate. The platform that was put in place works today and is something that we can build and grow with,” said Habicht.

Adam Lurie, Director of IT Services, said it’s always shocking for clients to see how many intricate moving parts are involved in business operations, and

more important, that they all have to communicate with each other.

“We take the fear out of the daunting task of managing the uptime, security, and integration of our clients computers, BlackBerry business solutions, computers, desktop software, network, phones, printers, faxes, and storage mechanisms,” he said.

### One partner, one integrated solution

Loffler offers a complete line of business communication and technology solutions with top-tier product brands, supported by a diversified local team of experts who provide on-site services and detailed recommendations to meet the unique business requirements of each client. The breadth of resources it provides locally is a competitive advantage over others who often must fly in outside expertise. It works with clients of all sizes and all industries on a local and national basis. Small to medium size businesses in particular love the single source option for integrated solutions and billing, said Lurie, because they need to concentrate on their core business strategy.

“The efficiency gains you get are tremendous,” said Lurie. “In Halleland’s case, they would have had to find and interview multiple vendors and hope that each vendor’s solution would integrate together seamlessly.”

As a Silver Partner of the Minnesota Legal Administrators Association, Loffler is especially knowledgeable of the business practices that law firms employ. It now has a dedicated integrated account team led by Gregg Eastin, that calls on law firms and that is propelling its success and reputation as the number of

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Adam Lurie, Lisa Jirele and John Hastings

referral clients grow. The partnership and collaboration between Halleland Habicht and Loffler is an example of how well that works, said Lisa Jirele, Director, Strategic and National Accounts.

“It was based on complete trust in our reputation, and really on a handshake,” she said. “The collaboration on both sides was a true spirit of partnership and was the foundation for this to happen in such a short order.”

Loffler Management Solutions (LMS), which provides onsite managed FM services, continues to realize double digit annual growth, according to Gary Volbert, Director of LMS. LMS is providing full time staffing at Halleland Habicht for mailroom, copy, litigation support, and hospitality services.

“Our largest client base is law firms, but we service across all industries,” said Volbert. “With the current economy, organizations are coming to us more and more to enjoy the many benefits of our world-class business services, allowing them to focus on their core competencies.”

Setting up a completely new law firm

**“I don’t know how you could start a business without someone like Loffler.”**

**I can’t say enough good things about them.”**

— KEVIN HOFMAN,  
Chairman, Halleland Habicht PA

in eight weeks, having on-site managed services and weekly meetings, has been nothing short of “fabulous” for Bill Habicht and Keith Halleland.

“We’re lawyers and our revenue base comes from serving our clients,” said Habicht. “Having Loffler on board is taking one huge concern off our shoulders.”

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## Scope of services provided to Halleland Habicht

- IT Technology and Services — includes smartphones, remote access, infrastructure, backup, IP telephony, dictation, and LofflerVision 24/7 managed services
- Multifunctional Devices and Printers
- Print Management
- Document Management, Workflow & Information Accounting Software
- On-site Managed Services — Loffler Management Solutions

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