

40+ enterprise technology projects and support tickets completed annually for a top 10 law firm

Challenge

One of the top 10 law firms in the United States was looking for a partner to support their enterprise technology across their 40+ locations. They wanted more than just a vendor; they needed someone with expertise and experience to manage the scope and ultimately make their lives easier.

IMPORTANT CONSIDERATIONS

- Can we accommodate union sites?
- Are there special building requirements in these Class A spaces?
- Do we have relationships with the client's preferred technology manufacturers?



Solution

This law firm likes being in prominent Class-A office spaces. These buildings often come with strict requirements, and ASD® is always willing to accommodate them. Additionally, many of the sites require union labor. Through the AASDI network (Authorized ASD® Installers, pronounced "as-dee"), our project managers can find technicians with the proper accreditations. The AASDI network is comprised of 12,000+ vetted, rated, and approved technicians located across the US. This detailed database enables the ASD® team to always pick the most qualified technician for the job -wherever it's located.

ASD® completes 40+ projects and supports tickets annually. The technology scope has included data cable, fiber, access control, video surveillance, sound masking, door intercoms, and various audio visual rooms. Thanks to our comprehensive list of technology partners, we already had relationships with their preferred manufacturers. ASD® handles the logistics and procurement. Due to supply chain issues, the team has started working on bulk orders to secure pricing for future expansion projects.



Result

ASD® began working with this law firm client in 2015, and the partnership quickly developed once they realized the red-carpet service and bench of subject matter experts that ASD® could bring to the table. The senior project managers and engineers act as consultants and help them plan their technology for future expansions and handle their ongoing maintenance requirements. The partnership is so strong that ASD® attends and represents them at weekly owner meetings with architects and GCs. From new builds and refreshes to support tickets, this law firm knows they can call ASD® to help with their low-voltage systems.

Project Summary

INDUSTRY

Law Firm
Class A Office

SERVICES

Design
Build
Support

TECHNOLOGIES

Audio Visual
Infrastructure
Security
Sound Masking

HIGHLIGHTS

- Partners since 2015
- Complete approximately 40+ projects and support tickets annually
- iCAT-ITS structured cabling, S2 access control and video surveillance, sound masking, door intercom systems, and AV rooms