



## THE CHALLENGE

**Wilsons Solicitors** is a UK law firm, with a pre-eminent reputation in the areas of tax, trusts and landed estates.

The firm knows that their requirements from technology are constantly changing, more so now in a Covid environment. Ensuring that their technology consistently meets their needs can be challenging, which is why they were attracted by the **flexibility** that BOS afforded them.

Following the requirement to move to a **new more technology-driven work-from-home model**, they reached out to Econocom to bring in **flexible work policies** for their Fee Earners.



## THE SOLUTION

Econocom proposed the BOS solution, a **2-year flexible subscription**, for an initial **85 Microsoft Surface Laptops and docking stations**.

**This end-to-end solution** includes device procurement, delivery, next day swap warranty, user support, collection, GDPR data wiping & recycling.

By opting for our **unique 'estate increase' option**, Wilsons could bring in additional laptops **on-demand** (for new joiners for example) while the contract remains **co-terminus**. This flexibility **simplifies contract management** and fits round the firm's needs.



## THE ECONOCOM TOUCH

Econocom's solution offered Wilsons Solicitors the **flexibility they needed** to introduce the change to **remote working**, whilst addressing the **service and performance requirements** that this change brings.

The **end-of-term options**, offered with the BOS solution, means Wilsons can either refresh their technology or extend the contract for continuous use.

**85 Microsoft Surface laptops**

+ a further 10 under Estate Increase option

**Flexible Laptop-as-a-service solution with end-to-end services**



## ADDED VALUE:

- Flexible contract adapting to changing business needs.
- Upgrade and update of mobile estate as and when necessary.
- Business continuity and productivity are ensured while working from remotely.



*"The flexibility that BOS from Econocom gives us is key. We can take a two-year contract and assess if the technology works for us. If after that time, we want to change it, we have this freedom. If we're happy with the technology, we simply extend the contract for a given period. We initially chose BOS to provide some of our fee earners with the flexibility to work remotely from time to time. When Lockdown came into force, we were already equipped to effortlessly move to a home working environment, which was a big relief."*

**AI Patch – IT Director – Wilsons Solicitors**