

# Product : Citrix Access Essentials

Client : Williamson & Soden (Legal)  
Project : Branch Office Opening

## Citrix Access Essentials saves Williamson & Soden Limited 80% on hardware by reusing ageing PCs for new its new branch office infrastructure

### About the Client

Offering a comprehensive portfolio of legal services including private, corporate and criminal law, Williamson & Soden Limited is a professional firm of solicitors employing more than 70 staff in three UK based locations.

The firm's criminal law team offers legal advice and defence preparation for a range of cases, diligently representing clients during police enquiries and at court.

### The Requirements

With almost 70 staff housed in a 6,000 square foot office, Williamson and Soden were struggling with a lack of space within its head office, and the situation was becoming particularly challenging for the firm's criminal team who desperately needed dedicated rooms to conduct interviews in privacy.

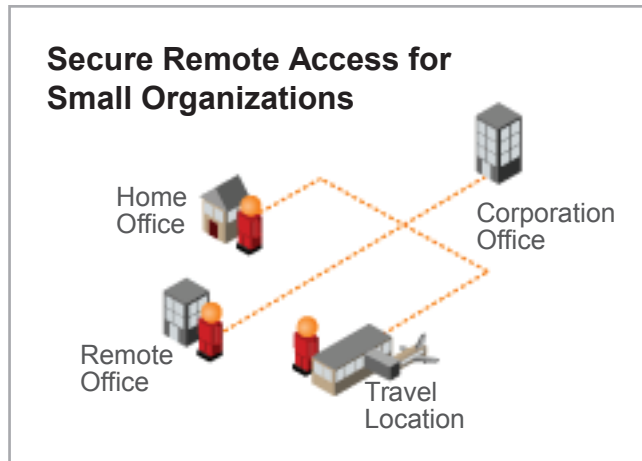
Ian Williamson, partner at Williamson & Soden, commented "*We needed to find a cost-effective office solution to house our criminal law team locally to us. Our main challenge was giving them the same secure access to real-time information and line-of-business applications as if they were still in head-office, and keeping costs of the move to an absolute minimum*".



Abussi Ltd. provides small and medium businesses with the high level of IT support larger companies enjoy, without the high level of investment. Instead of employing an expensive in-house IT department, Abussi partners gain unlimited support from an entire staff of qualified experts. Our services include consulting, implementation, support, monitoring and maintenance of your IT systems, all for an affordable monthly rate. Our solutions will save you money, decrease downtime and allow you to focus on what matters most – your business.

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...“When our criminal team needed new offices, we fully expected that a heavy investment in new hardware was going to be required. Thanks to Citrix Access Essentials, we were able to reutilise the team’s ageing PCs that needed replacing. Only two out of twelve people that we moved needed a new PC, creating quite a large saving on desktops.”

Ian Williamson,  
Partner, Williamson & Soden



### Key Benefits

- Reutilisation of existing hardware to reduce capital expenditure
- Centralised management and software updates, enabling remote IT support
- Real-time access to line of business applications

### The Solution

Using Citrix Access Essentials combined with a “line-of-sight” wireless connectivity solution from Motorola and several ageing PCs already in use, Abussi implemented a secure centralised application delivery and branch office network solution for the firm. Citrix Access Essentials and 20 user licenses were installed onto a new HP ML110 server, with an identical server also installed to provide load balancing and failover for the first server. The firm’s existing server remained in-situ, continuing to run Microsoft Small Business Server. Network cabling was completed prior to the office move, and implementation of the whole solution was carried out over one weekend.

#### How it Works



*“Our new branch office set-up not only gives our criminal law team seamless and secure access to information and applications exactly as if they were still in head office, it has reduced the cost of replacing our desktops because we were able to reuse many of our existing PCs. We’re really pleased that we were not only able to save money, we were also able to do something to lessen the amount of wasted IT equipment.”* Commented Ian.

### **Abussi’s Role**

*“The solution recommended and demonstrated to us by Abussi ticked all the right boxes. It offered better connectivity performance than a VPN, and as productivity is key to maximising billable hours for us, it wasn’t a difficult decision to make.”* Commented Ian.

### **The Future**

As more of its PCs come to the end of their natural lifecycle, it is likely that Williamson & Soden will migrate more of its head office users onto a Citrix platform.

*“By reusing our ageing PCs, we’ve been able to make better use of our working capital, and now we’ve realized the benefits we’ll move more users over to Citrix in the future”.* Summarised Williamson.

### **About Citrix Access Essentials**

Citrix Access Essentials™, an application virtualization solution for small businesses, enables small organizations with 5 to 75 users to securely access order entry, billing, scheduling, CRM, accounting and other centralized Windows-based line-of-business applications over the Internet with just a Web browser. This cost-effective software turns a Windows Server® into the secure access point for applications, files, and internal websites, making centrally maintained information as easy to update and query from home, while traveling, or from Internet cafes, as it is from the main office.

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