

## Case study

# Innovation and increased productivity for SEA Avocats



**Thanks to HP, staff productivity has increased by 20 minutes per day and the company is more environmentally friendly**

### Industry

Legal

### Objective

Following the 2013 obligation to digitalise all legal documents and to transfer files over a specific virtual network, SEA Avocats needed a solution that could fulfil its requirements in terms of profitability, mobility and eco-responsibility.

### Approach

In 2014, the legal firm met with ISIS, an HP partner, which presented it with a hardware solution fully in line with its requirements. The proposed solution, which relies on small proximity scanners and printers, has completely revolutionised working practices at SEA Avocats.

### IT matters

- Minimum maintenance thanks to the high quality of the HP hardware
- Use of PageWide technology for rapid high quality printing
- Direct connection with installed professional software
- Unparalleled value for money

### Business matters

- Increased staff productivity by 20 minutes per day
- 30 and 50 times higher compression ratios for IT files
- Device commands directly accessible from the user's screen



**“We wanted to break with current market practices by opting to use dedicated, personal and cost-effective scanners and printers. We positioned the devices as near to our employees as possible and then interfaced them directly with our professional software.”**

– Nicolas Sauvage, partner at SEA Avocats

### **SEA Avocats selects HP to improve productivity and efficiency**

The law firm SEA Avocats is an expert in the healthcare, technology and consulting sectors. Since its creation in 2013, the company has required both printing and scanning devices to meet their document dematerialisation needs. The company chose an innovative solution from HP to completely break from market trends.





## Challenge

### Improving the print experience

Between 2004 and 2011, as part of their daily working practices, lawyers were required to exchange legal documents to and from the courts over a secure electronic communication network known as the RPVA (Réseau Privé Virtuel d'Avocats; in English: lawyers' virtual private network). RPVA is by far the largest and most significant VPN in France.

Today, lawyers can only communicate with fellow lawyers, opposing parties, law courts and appeal courts using electronic files. In terms of IT hardware, the legal market is currently dominated by office automation systems employing powerful multifunction copiers in law firms. These machines copy, print and fax and in the future will have to scan increasingly large numbers of documents but they do not offer real technological progress in terms of meeting the increasing needs of lawyers and their professional software

These users require greater autonomy and productivity directly from their workstations especially when it comes to scanning documents. Therefore, in addition to using an A3 multifunction machine, the lawyers needed to find an economical and effective solution to directly scan letters and case documents from their computers using their own software programmes.

## Solution

### A unified approach to document management

Founded in 2013, SEA Avocats, managed by Nicolas Sauvage, decided to be part of the paperless revolution from the outset and in addition to improved profitability and reliability, the firm's founder also wanted to introduce more environmentally-friendly working practices. Following his meeting with Christophe Chauvet, CEO of ISIS and HP Partner, Mr. Chauvet proposed an innovative solution that broke with market trends i.e. installing personal printers and scanners. The idea was to ensure a balanced deployment by positioning the devices as close as possible to their users.



So in 2015, 16 HP ScanJet Enterprise Flow 7000 s2 scanners and 14 HP OfficeJet Pro X451 printers as well as an HP Color LaserJet Enterprise Flow MFP M880z printer and an HP Color LaserJet Enterprise Flow MFP 680z printer were installed. For Christophe Chauvet: “The 7000 s2 scanners offer high levels of performance in terms of speed and reliability, in fact they are equivalent to a powerful multifunction machine only ten times cheaper. Moreover, they offer a better document compression ratio i.e. 10 to 15 times higher than other machines.

“Before we had to divide a 30-page document into several sections but thanks to the HP ScanJet Enterprise Flow 7000 s2 scanners with their high compression ratio this is no longer necessary and results in considerable time savings. They can scan up to 45 pages (front and back) per minute i.e. 90 images per minute in total.”

Also the HP OfficeJet Pro X451 printers use PageWide technology. This technology makes it possible to print twice as quickly as a laser printer but at half the cost. Up to 36 pages/min. in almost total silence and with one ink cartridge it is possible to print almost 10,000 sheets of paper.

“In addition to their technical performance, these devices offer significant cost reductions. For the price of a single multifunction machine, I was able to equip each staff member with a personal scanner and printer,” explained Nicolas Sauvage, partner and founder, SEA Avocats.

And to fully maximise capacity, ISIS has developed a range of software solutions under the name of ISISolutions. These software solutions allow ISIS to access the complete range of functions (printing, scanning, copying and faxing) directly from a workstation; the functions are also fully integrated into SEA Avocats’ own professional software.

“This software interface has been facilitated by the introduction of HP products, which can be perfectly adapted to the client’s working practices,” explains Christophe Chauvet.

## Benefits

### Lower costs, greater productivity

For Nicolas Sauvage: “One of the most important benefits of this solution is that each of my colleagues can save 20 minutes per day. This is significant when you consider the hourly rate of a lawyer; it has also largely offset the initial investment.”

## Customer solution at a glance

### Applications

ISISolutions (ISISscan, IsiFax, IsiCopy, ISIPage, ISIPrint)

### Hardware

- HP ScanJet Enterprise Flow 7000 s2
- HP OfficeJet Pro X451
- HP Color LaserJet Enterprise Flow MFP M880z
- HP Color LaserJet Enterprise Flow MFP 680z

Another benefit of the new IT infrastructure is that it has improved staff efficiency. Now if a device breaks down, others take up the slack while the device in question is being repaired or replaced. In terms of sheer practicality, it is far easier to scan or print directly from your own desk rather than having to walk across the office to use the multifunction printer.

The solution has totally streamlined the arrival of incoming documents. Now, all incoming documents are immediately scanned and made available to staff members.

**“The goal of ISIS is to provide a balanced deployment using acquisition and printing devices that are less costly than multifunction machines whilst offering equivalent levels of performance.”**

– Christophe Chauvet, CEO of ISIS, HP Partner

The result is that ISIS prints around 10,000 sheets of paper a month, which is very low, and scans three times as many i.e. 30,000 documents. The system is so easy to use that it only took three days to master and colleagues even came with ideas on other uses for the solution.

Nicolas Sauvage concludes: “The solution proposed by ISIS and HP has totally revolutionised the way we work. And thanks to going paperless, my staff can work remotely without affecting the firm’s operations.” A considerable advantage to the French law firm.

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