



Justice for the Budget: How a Law Firm Upgraded Its Network Without Breaking the Bank

CASE STUDY

PROBLEM

A large litigation law firm needed to upgrade its network infrastructure to support expanding projects. The firm had budgeted for the purchase six months in advance, anticipating a substantial number of switches. However, when evaluating their budget against market prices, its leaders realized they needed a strategic approach to maximize spending and obtain all the required equipment.

The key challenges included:

- **Cost:** Finding a cost-effective solution to stay within budget.
- **Trust:** Selecting a reliable partner for quality products and dependable service.
- **Timing:** Ensuring the gear was staged and delivered in alignment with the project schedule.

While the customer team had a solid idea of what they wanted, they sought guidance to confirm their choices and ensure the solution met their needs.

PARK PLACE TECHNOLOGIES

Park Place Technologies, founded in 1991, is a global IT infrastructure service firm. We help 21,500 organizations – including half the Fortune 500 – fuel innovation by dramatically reducing time and money spent on IT infrastructure management, while boosting performance and Uptime.

Powered by the world's largest on-the-ground engineering team, a robust group of advanced engineers, and our global Enterprise Operations Centers, Park Place delivers significant cost savings on hardware maintenance, software technical support, hardware procurement, and more. We also streamline IT infrastructure management, freeing internal teams from day-to-day tasks, enabling them to focus on strategic initiatives.

Park Place Technologies: Save. Simplify. Innovate. For more information, visit ParkPlaceTechnologies.com.

PARK PLACE AND CURVATURE STEP IN

Having provided hardware maintenance on the customer's IT infrastructure for many years, Park Place was well-positioned to step in and offer tailored recommendations on the switches the customer should purchase.

Curvature, a Park Place Technologies company specializing in new and pre-owned hardware, offered pricing that was 78% off the OEM list price, making our solution significantly cheaper than the OEM and other resellers. Curvature accommodated the customer's request to stage the gear and hold shipment until they were ready, ensuring the solution aligned perfectly with project timeline.

RESULTS

1. **Significant cost savings:** The original OEM list price was \$1.8 million. Curvature offered a \$400,000 price, and even after factoring in estimated OEM discounts, the solution was approximately 44% less than the OEM's discounted price.
2. **Fast delivery:** The switches were staged and delivered within two weeks, meeting the firm's timeline without delays.
3. **Customer satisfaction:** The combination of competitive pricing, trusted service, and flexible delivery reinforced the firm's confidence in Park Place and Curvature as their go-to partner.

CONCLUSION: EMPOWERING CUSTOMERS THROUGH VALUE, TRUST, AND EFFICIENCY

Park Place Technologies and Curvature demonstrated the ability to deliver cost-effective solutions while maintaining a strong partnership with the customer. By saving the firm 44 percent compared to the lowest OEM price and ensuring timely delivery, Park Place proved its commitment to aligning with the customer's needs and exceeding expectations.

After the purchase, the customer signed a contract for hardware maintenance on the new switches with Park Place, creating a full turnkey solution comparable to buying new from the OEM.

When customers need a combination of value, trust, and flexibility, Park Place delivers solutions that make a difference.



44%
GUARANTEED SAVINGS



2 WEEKS:
STAGING AND DELIVERY TIME