

LEGAL INDUSTRY AN eCABINET SUCCESS STORY

Corboy & Demetrio

HIGHLIGHTS

Company

Corboy & Demetrio

Company Profile

A Chicago-based personal injury and civil trial practice law firm

Industry

Legal

Key Business Challenges

Need to share documents over the network
Improved document storage

Key Business Solutions

Set up a document management system for scanning, PC capture, filing, and retrieval

Applications

Document management
Accounting processing

Installation Overview

RSV eCabinet
Ricoh Scanner

Benefits

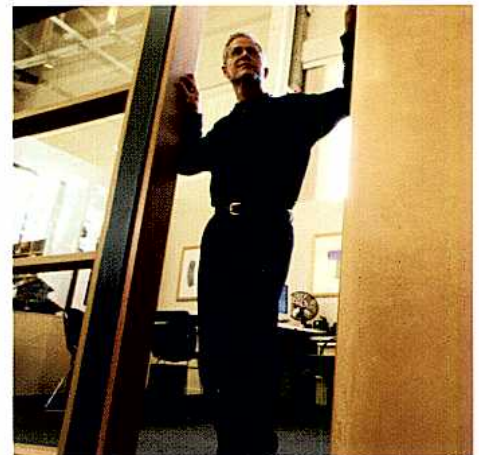
Savings in filing time
Immediate availability of files
Easy sharing of documents
Quick backup of data

"I chose eCabinet because I didn't find anything else that did all this. There are servers, there are document management systems, and there are other solutions. But there was nothing that was this easy to use that came all in one unit."

*Joshua Rosenfeld, Technology Director,
Corboy & Demetrio*

Headquartered in Chicago, Corboy & Demetrio was founded in 1974 by Philip H. Corboy to represent individuals and their families in personal injury and wrongful death cases resulting from aviation tragedies, railroad and motor vehicle collisions, medical negligence, product liability, premises liability, and construction mishaps. Corboy & Demetrio's 25 attorneys have attained more than 300 verdicts and settlements of \$1 million or more for their clients.

After 27 years in the legal profession, Corboy & Demetrio accumulated a lot of paper documents. "We like to do things the old fashioned way because they work, says Joshua Rosenfeld, Corboy & Demetrio's Technology Director. "We're very successful doing things this way. We store documents in boxes and put them downstairs." Rosenfeld



entered this scenario about three and a half years ago and started transitioning the firm into the world of computers and the internet. Since that time, they have updated their computers, grown their network, and even have a company intranet.

One of their recent technology challenges was to find a way to share paper documents over their network without having to physically retrieve

them. “I knew we wanted to store scans and retrieve them directly from our computers,” states Rosenfeld. “I was going to create a custom database application to do that, which I have done from scratch. But every time you want a different type of database, you need to write a whole new program.”

That’s when Joshua Rosenfeld came across Ricoh Silicon Valley’s (RSV)

“I chose eCabinet because I didn’t find anything else that did all this. There are servers, there are document management systems, and there are other solutions. But there was nothing that was this easy to use that came all in one unit,” Rosenfeld continues. “It connects really well to our intranet since all I had to do was connect our eCabinet to an IP address. It’s secure because we have it set up so you can’t get the IP address from anywhere outside our firewall. It’s probably the first file management appliance I’ve ever seen or used. It’s a device that does its job really well. It’s great.”

Rosenfeld appreciates many of the features intrinsic to eCabinet. It backs up to DVD or network drives. It links up with other networked peripherals.

eCabinet™ ad in Law Technology News. He went to RSV’s website and read all about it. As Rosenfeld found out, eCabinet is a powerful appliance-based file management system that allows easy capture, storage, and retrieval of office documents directly from a Web browser. Designed for enterprise workgroups and other document-intensive businesses like legal firms, eCabinet automatically captures, digitally files, and instantly retrieves important office documents like emails, faxes, photocopies, scans, printouts, and web content.

“It seemed like a good solution for what we wanted to accomplish and the price was good. We needed a server anyway to serve the documents, but we didn’t have the space for one. We needed some backup. We wanted something that would reside on our network. This was an easy way to accomplish all that without having to custom write applications.” Rosenfeld says, “I saw an eCabinet and decided I wanted one.”

Folders can be created with password protection. “One really nice thing is that it allows you to instantly create user names and passwords for eCabinet that don’t specifically relate to the rest of your network. We wanted something that didn’t affect the rest of our network and servers. We have it literally sitting in a cabinet. It’s fine because it doesn’t need much cooling since it doesn’t get very



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hot. I've never had to shut it off nor has it ever shut down. It's in its own world since, other than being connected to our network, the eCabinet doesn't interact with our network servers," notes Rosenfeld.

Tim Mulcahy, an authorized RSV eCabinet Value-Added Reseller, assisted Joshua Rosenfeld with the purchase. Rosenfeld says, "I did the install myself with the help of our network expert. It took less than 30 minutes."

In the Corboy & Demetrio office, eCabinet is being used in conjunction with a Ricoh scanner and Adobe Acrobat software. Rosenfeld states, "We're scanning in our rejection letters. Every day we turn away 10 to 20 cases. We've been filing the letter and the registered mail return receipt and storing them in a box. We wanted to make that process more efficient so that was the first project we started doing with the eCabinet." Documents are scanned and placed into Acrobat. They are saved into a folder and then captured from a PC to the eCabinet, where keywords are created for easy searching. Three people are currently deployed to this task. When the summer arrives, Corboy & Demetrio will have student interns scanning and capturing documents. They are also backing up accounting data to the eCabinet.

Future plans include teaching the staff to create their own folders and keywords on the eCabinet so the IT department doesn't need to set it up for them.

"There's really no other way to do this solution without having your own server, doing custom programming, and having

to deal with the maintenance. To create something like this from a programming standpoint would have been cost prohibitive. If I were to charge for creating such an application, it would have cost \$25,000. We would still also need hardware, Acrobat, the scanner, and training. If eCabinet didn't exist, we would have done that. It solves the problem. It's the server, the database application, the security, the password

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logins, etc. It really has everything you could want," declares Rosenfeld.

Rosenfeld concludes, "We weren't really looking at it to save money. That's not why we bought it. We bought it as a better way to store documents. We need access to our documents. We buy computer equipment all the time. We don't expect that to save us money even though it's faster and saves us time in the long run. Initially we buy because we need it to do a task."

Corboy & Demetrio's journey to better document management is well under way thanks to the eCabinet. Our customers will continue to reap the benefits as Ricoh Silicon Valley forges the way of the digital office by creating advanced file management solutions.



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About Ricoh Silicon Valley, Inc.

Ricoh Silicon Valley, Inc. is a wholly owned subsidiary company of Ricoh's research and venture capital group, Ricoh Innovations, Inc. (RII). RII's parent company is Ricoh Company, Ltd., Japan, a \$14 billion global leader in digital office products, with 67,000 employees worldwide. Ricoh Silicon Valley, Inc. takes maximum advantage of the combined strengths of office networks, Internet browsers, and thin server hardware and software technology. Designed specifically for the needs of small-to-medium sized companies and corporate workgroups, RSV's appliance-based document file management systems offer efficient, easy-to-use, and affordable solutions for today's information management needs. RSV's flagship product eCabinet, recipient of *Imaging & Document Solutions Magazine's* Product of the Year 2000 Award, allows easy capture and storage of office documents, and retrieval directly from a Web browser. For more information about Ricoh Silicon Valley or the award-winning eCabinet, please visit <http://www.rsv.ricoh.com>.

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