

Customer Reference

SANDS Law firm

Elegant meeting room solutions in a new build

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Giske Edvard Årnes

Lawyer and Partner, SANDS

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Company: SANDS AS

Size: 1000 employees

Industry: Legal

About the company:

SANDS is one of Norway's leading law firms. The company is a full service business law firm with offices in Oslo, Trondheim, Stavanger, Ålesund, Tromsø and Tønsberg. They take around 300 cases to court each year, and have 14 lawyers with attendance rights in the Supreme Court.

Challenge

In April 2017, the law firm SANDS moved to a new location at Cort Adellers Gate 33, in Vika, Oslo. An old, dignified schoolhouse from 1898 has been totally renovated at this address and supplied with two new builds. Design and quality have been important parameters, and Gisle Edvard Årnes, the purchasing manager for technology solutions, lawyer and partner for SANDS, sees the value in having involved Kinly early on in the planning process:

The law firm had outgrown its earlier premises, and it was decided that instead of refurbishing them, the whole thing should be built anew. They had many requirements for new locations, among others that it should be equipped with high quality, user-friendly meeting rooms and conference solutions, tailored to the new location.

“There were two main reasons as to why we chose Kinly as the provider of our AV and collaboration solutions: the people were kind and professionally adept in the planning process, and our reference checks unanimously declared that Kinly keep their word and deliver user-friendly solutions of the highest quality,” says Årnes.

Solution

The new, high-technology campus stretches over 6300 square metres, and has eleven meeting rooms suited for Skype conferences, four rooms with Cisco video solutions, a Smart Auditorium, as well as a fireplace lounge, canteen, communal areas, boardroom and a fitness suite. As well as providing meeting room solutions, Kinly has installed sound apparatus in each ceiling. In total, the premises house 120 employees.

SANDS's video conference solutions were previously characterised by instability. In addition, there were too few meeting rooms suited for video conferences. With new, stable solutions for virtual meeting rooms, the flow of information is faster, something that comes with a range of desirable consequences.

“We have marketed the new solutions internally and implemented courses to guarantee that our staff master the opportunities we now have with regards to telecommunication.

The feedback from our staff and customers has been entirely positive. It's been a relief to have solutions that work regardless of the platform you use,” says Årnes, with reference to having recently participated in a meeting from his car via telephone using cloud based solutions, with his colleagues sitting in a meeting room, and the client connected via PC abroad.

For the law firm, it was vital that the AV and communication solutions produced crystal clear image and sound, were simple to use for both clients and employees, and that the technology fit seamlessly into the interior. Årnes explains that the usage curve is sharply upward-pointing.

“The solutions we have today aren't even comparable to what we had previously. Telecommunication has come very far, and we now have professional solutions on every platform. The new solutions lead to increased knowledge sharing and fewer inefficient journey times. This means that we have more time for value creation, and clients have fewer journey costs to deal with,” concludes Årnes.

Result

“I am certain that we have saved time and money by adopting a holistic approach to the building project. Had we hesitated to involve Kinly from the start, the integration of the technology would have been more problematic. The professionalism and flexibility of Kinly made it possible for us to drop our shoulders when stress levels piqued.”, explains Årnes.

When the building process was somewhat delayed, the meeting room and AV solutions had to be installed in a shorter time than planned.

“Kinly managed to come up with a solution, and everything was in order for the move-in. They demonstrated great flexibility and good project management,” says Årnes.

“We are immensely satisfied, and have already begun to profit from greater efficiency as a result of the solutions they have implemented”, explains Årnes, referencing shorter journey times and a curve of the skyrocketing number of video conferences.