

AN IT PARTNER THAT SUPPORTS BUSINESS GROWTH

Black Marjeh & Sanford (BMS) is a women-owned legal firm in New York committed to serving its clients' short- and long-term goals. **Consisting of video conferencing solutions to maintain close client communication; network performance; storage and applications for processing client cases; and cybersecurity policies to protect client data; BMS' business model is powered by technology.**

In 2017 BMS was looking for a hosted voice solution that was flexible, cost-effective and ensured high availability, as these are critical to connecting attorneys with clients. They found the solution in Tekscope's Aria Hosted. BMS had eight users in 2017 and increased to 40 in 2019. Aria Hosted gave BMS the flexibility to scale their business.

Being an Aria customer allowed BMS to benefit from the engineering capabilities of Tekscope, Aria's sister company. **When BMS urgently needed a cloud migration, it was a no-brainer to trust Tekscope's team of engineers.** BMS' prior cloud service provider was shutting down its cloud infrastructure and gave the company a short time-frame to migrate all the data and valuable client information to a different provider or risk losing it altogether. **Tekscope understood the urgency of this project and was able to effectively migrate customer data to a private cloud via Azure services in less than two weeks,** protecting the integrity of the information, and guaranteeing business continuity.



Today, Tekscope has become BMS' IT Team with a Managed Service agreement that includes network infrastructure, storage, desktop, and application support. **Tekscope's services are critical for their business operation and growth.** Expanding on Tekscope's engineering capabilities, Black Marjeh & Sanford trusted Arma, a proprietary Managed Cybersecurity service based on Cisco Technology, to protect client data and internal information that is essential for industry compliance.

When it came to cybersecurity BMS was not only looking for the best in technology, but for a partner who understood industry standards for privacy and compliance, and was able to advise them on best practices, as well as set up a comprehensive cybersecurity framework. They found that partner in Tekscope with its Arma service.

