

CFG Law

Delivering great value devices with employee purchasing



In a nutshell...

Who are they?

CFG Law is an innovative serious and catastrophic injury business driven by a common purpose: 'to help those affected by injury – together.'

It works collaboratively and proactively with all those affected including family and friends of the injured person, alongside health, social care and other organisations. This enables CFG Law to provide a legal service complemented by non-legal advice, support and guidance, always having regards to immediate and future needs and wellbeing. Its ultimate aim is to help all injured people achieve their best outcome and to enjoy fulfilled lives.

What did they need?

The firm needed an IT supplier who could uncouple their iPhone handsets and their data contracts, introduce them to the latest generation of iPad, and then set them up with an employee purchase scheme.

How did we help?

We brokered an excellent finance deal that got CFG's colleagues iPhone XR. We helped them test the latest generation of Apple security and management tools against their stringent data restrictions, and have subsequently set them up with a custom purchasing portal to offer additional benefits to colleagues.

What are the benefits?

- The firm have the best possible pricing for their iPhone deployment and were able to unlock the residual value of their old phones, saving them even more money.
- Their IT team are up to date with the latest Apple technology, meaning end users can work on whichever device is more efficient for them, resulting in a better user experience and higher productivity.
- Colleagues have access to a fully managed purchasing portal, reducing the admin burden on CFG's purchasing team and ensuring they only buy approved devices.

CFG Law were looking to reduce their IT spend by uncoupling their iPhone deployment from their telecoms contract. Not only were we able to offer them iPhone XR at the best price in the marketplace, but we helped their IT team update to the latest Apple technology, and launch a company-wide employee purchase scheme...“I've known our Jigsaw24 account manager for many years, and I know the company have a good relationship with Apple, so they were the obvious choice when I was looking for a new Apple supplier,” said Steve Taylor, Head of IT and Business Improvement at CFG Law.

We worked with Apple Financial Services to broker a deal whereby CFG Law could get the iPhone XR for a very reasonable cost. “It was far more affordable than any other offer on the market,” said Steve. “Buying our data contract and our hardware together tied us into a specific refresh cycle, and made changing the makeup of our deployment difficult – this option allowed us to become more flexible, while also saving us money.”

CFG were able to reduce their costs even further by finding a buyer for their existing devices. This meant they could trade in their existing iPhone deployment and use that money to offset the cost of the new deployment, drastically reducing their overall hardware spend.



Want to find out more?

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A new era for Apple

Although colleagues at CFG have been using iPad and iPhone for several years now, the IT team have always been reluctant to give end users access to Mac desktops in the workplace.

“As a legal firm, security is extremely important to us, and all of our end point devices have to be closely monitored,” said Steve. “I’d worked with Apple devices in the past, and felt that the integration into our systems wasn’t where we needed it to be. So we steered clear of giving people access until the security improved.”

Now times have changed. Apple devices are much easier to integrate into Windows environments, and there are management tools available that are equally as granular as those for PCs. “Now I have the control over our devices, accounts and permissions that I need, I was happy to move forward with it,” said Steve.

Improving the user experience with employee choice

Following this initial test, we worked with the CFG Law IT team to draw up a list of approved laptop and desktop models that would meet their stringent technical and security standards. Our development team then built a dedicated purchasing portal for CFG Law colleagues, allowing them to purchase approved devices and accessories with the minimum of admin.

“Being able to offer staff a choice of device makes for a much more efficient workforce,” said Steve. “Our younger staff members in particular have grown up using iOS and macOS devices at home and school, so being able to give them Apple on arrival means there’s one less thing for them to learn before they’re up to speed. And those members of staff who’ve been using iPhone and iPad can move files, notes and presentations between all of their devices, virtually eliminating time spent waiting for transfers or finding workarounds to move files between platforms.”

As the employee choice scheme gathers pace, our consultants continue to advise CFG Law on the best way to capitalise on their Apple investment. “Jigsaw24 continue to be a key partner for us as we move into the Apple space and try to find the most effective way to leverage iOS and macOS in our organisation,” said Steve. “They were able to offer us very flexible, competitive pricing on the hardware we wanted, but they’ve also got the depth of expertise that we need in a partner as we develop.”

Want to know more about implementing Apple in the legal sector? Get in touch on the details below.

Call: 03332 409 214

Email: business@Jigsaw24.com

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