

# PROJECT SPOTLIGHT



## BakerHostetler

### Law Firm Enjoys Multiple Solutions Across Multiple Floors

#### CHALLENGE

At 100 years old in 2016, BakerHostetler has been a fixture in Cleveland, Ohio. The firm helps a diverse group of clients with 900 lawyers across the country. When the company decided to relocate its headquarters from a single building to two – one housing the Cleveland law office (five floors in a downtown skyscraper) and another the firm-wide administrative functions (i.e., Marketing, Accounting, IT & HR), it initially contracted with an architect and a furniture company.

After some discussion, Patterson Pope was given the reins of the storage portion of the project – upgrading the firm’s 25-year-old equipment and ensuring adequate storage and security for the firm’s attorney files, records room, volumes for the law library, mail and duplicating services, facilities department, catering, supplies storage and IT.

#### SOLUTION

As always, the best solutions begin with conversations – and it was no different here.

*“We worked with the Patterson Pope sales rep, John McLaughlin, and everything went smoothly,”* said Larry Lindberg, the BakerHostetler partner in charge of overseeing the move. *“At his request, we set up individual meetings with the various department heads to determine each department’s storage needs – areas like accounting, records, general administration, finance, the library. Then, after considering all of the information from our department heads, John came back and talked with us about the specific products and the layouts needed to get the job done correctly.”*

*“We surveyed the space, got a feel for what they had and what they were trying to do, and went to work,”* said McLaughlin. *“We had the solutions for everything they needed.”*

Patterson Pope did the storage installation at both new offices. In the law office, the list of

products included multiple corridors of Spacesaver stationary case-style shelving, Spacesaver bi- and tri-file systems for attorney files, high-density mobile systems for the law library and records room, 4-post and case-style shelving for the tax library and facilities office, casework in mailrooms and workstations, and Rousseau work tables in the IT Department and the training room. At the new administrative headquarters, “Baker Firmwide,” products included four rooms of Hamilton Casework (e.g., bulk sorters, work stations and rolling consoles), two rooms of 4-post shelving, and Rousseau work benches in the IT server room.

*“The IT Department is really nice,”* said Lindberg. *“It was a combination of products that allowed for us to set up along one wall an area where our IT folks could lay out 10-15 computers that would all have power. It’s worked out very well.”*

All told, in two spaces, Patterson Pope added storage in more than 40 rooms on seven different floors.

"It was helpful to have someone come in and explain what was available, because we lacked that expertise. It was a positive experience and provided exactly what we needed."

Larry Lindberg  
Partner, BakerHostetler

## ACHIEVEMENT

*"It had been a long time since we had really looked at the products we were using," added Lindberg. "It was helpful to have someone come in and explain what was available, because we lacked that expertise. It was a positive experience and provided exactly what we needed."*

In the new space now since January 2016, the team at BakerHostetler is acclimating to its new home. Smart organization of the essential tools of their jobs has made it all the easier for them to focus their efforts on individual areas of expertise.

BakerHostetler's specialty is being a national leader in the practice of law. Patterson Pope's forté, meanwhile, is delivering one-stop solutions for anything and everything an organization has to store. That one-stop philosophy continues to engender success.

*"Once people finally understand the breadth of what we can do for them, they're happy – even eager – to use us," said McLaughlin. "There are so many ways we can help, and BakerHostetler was a perfect example of that."*

