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NORTH CAROLINA LAW FIRM REDUCES COSTS WITH RFID TECHNOLOGY

Searches for Files and Physical Audits No Longer Require Weekend Work and Overtime Costs

San Jose, CA – November 30, 2009 – Keeping track of the locations of files has long been a burden for the Records and Information Department at the North Carolina-based law firm Poyner Spruill LLP. Despite using bar coding, the constraints of limited staffing meant that weekend work and overtime expense were usually required to complete audits. Recently the firm added an RFID solution to their existing bar coding system and eliminated the need for weekend work and overtime labor costs.

Poyner Spruill implemented the RFID Integration Kit from industry-leader FileTrail, Inc. this fall. The Integration Kit added the power of RFID technology onto the firm's existing CA Records Manager system (CARM, formerly MDY FileSurf). The cutting-edge solution has dramatically changed the speed at which records management tasks can be performed. The ability of RFID to instantly read stacks of files from a distance is the key to time-savings. The bar coding in CARM requires line-of-site to read a file and, thus, individual handling of each file.

"With FileTrail, conducting audits and locating critical files now takes a fraction of the time," said Bradlee W. Davis, Records Manager at Poyner Spruill. "This allows us to complete our daily workload without weekends, which cuts labor costs for the firm."

The FileTrail® RFID Integration Kit allows RFID to be added to an existing system using connectors or Web Services. Integration is fast and easy, and does not require any labor from the system vendors. This allows organizations to leverage their investment in existing tracking systems while economically gaining the benefits of RFID technology.

"I am impressed with how quickly the implementation process was done, the seamless integration with our current system, and the friendliness of the FileTrail interface," said Davis. "The technology is really amazing and I cannot say enough great things about the FileTrail team and their product," said Davis.

The Integration Kit provides several key capabilities using RFID. First, the portable FileDetector™ tool allows staff to hunt for misplaced files like using a metal detector, finding missing files from 6 to 8 feet away. When a missing file is detected an alert sounds and the client-matter name is displayed on the screen to clearly identify which file is needed. Also, the portable Audit tool allows physical audits to be conducted in 15% of the time of an audit using bar codes.

"The biggest wow factor for us is the portable FileDetector," said Davis. "Missing or misplaced files have wasted hours of staff time in the past."

The RFID Integration Kit can be expanded with passive sensors under desks, in ceilings and over doorways to automatically track files as they move. These sensors can be adjusted to read from 1 to 12 feet away so that each perfectly fits the needs of its location. A sensor under a 'drop-off table in the file room automatically checks files in as they are returned. Sensors at a doorway allow exits to be alarmed to prevent removal of files or assets using lights, a siren or emails to administrators.

"Our Firm is excited about expanding our RFID technology in the years to come and look forward to a long healthy relationship with FileTrail," said Davis.

FileTrail developed the RFID Integration Kit using Microsoft .Net v3.5 using WCF (Windows Communication Foundation). The suite of Web Services supports multiple transport protocols, including HTTP and WS HTTP, and provides industry standard messaging. The RFID Toolkit runs on Windows Server 2003/2008 (with IIS) and uses a SQL Server 2005/2008 database.

About Poyner Spruill LLP

Poyner Spruill LLP is a large, multidisciplinary North Carolina law firm, providing a comprehensive range of business and litigation legal services. The firm has a reputation for professional excellence and client service throughout the Southeast. Poyner Spruill has offices in Charlotte, Raleigh, Rocky Mount, and Southern Pines. To learn more visit www.poynerspruill.com.

About FileTrail Inc.

FileTrail is the industry-leading provider of browser-based records management software and RFID tracking technology for the office environment. Founded in 2001, and based in Silicon Valley, FileTrail has partnered with law firms and legal departments throughout North America to deliver file tracking solutions that reduce cost, ensure compliance, and establish best practices. Offering both hosted and on-premise enterprise solutions, FileTrail provides proven methods to streamline records management. FileTrail holds the reputation for the highest level of customer satisfaction and has forged a reputation for good product design and testing that yields the most flexible customization tools and easiest to use software. Visit www.filetrail.com to learn more.

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