

# Case Study

# Walker Morris

Smarter monitors for a large number of both office and home-based workers



Walker Morris, one of Leeds' major commercial law firms, was looking to find cost saving solutions for the new hybrid working lifestyle.

## Fast facts



**Client**  
Walker Morris



**Location**  
20 office locations in the UK



**Products**  
243B1JH, 243B1, 242B1 & 242B1H



**Contact**  
Galtec Solutions  
info@galtec.com  
Philips Monitors  
mntsales-uk@tpv-tech.com



**Partners**  
Galtec Solutions



## Issue to be resolved

Being one of Leeds' commercial law firms, Walker Morris has an impressive base of employees with over 450 plus 46 partners at their centre of excellence.

Walker Morris had already begun to explore Philips smart monitors technologies but felt that they needed to push for larger technology implementations. We were engaged to provide an independent view of how Philips smart monitors could be integrated into their technology landscape and to provide a clear business case for doing so. Our work included a review of their current IT set-up, an analysis of the potential benefits of the technology and a detailed financial analysis of the costs and savings that could be achieved.

## Main Focus



### Energy savings

Philips' smart monitors lower energy consumption by up to 80% through the use of unique PowerSensor technology. PowerSensor dims the monitor's brightness and reduces energy consumption - each and every time the user is away.



### Up-front cost savings

Philips' integrated docking solution plugs all devices directly into the monitor. Fewer cables to manufacture, a cleaner table and a more innovative design.

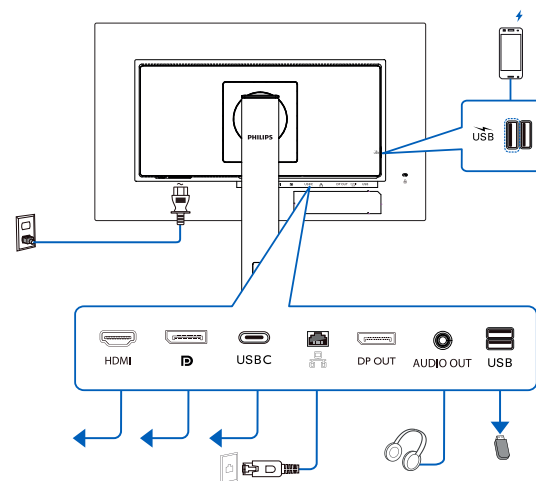


### Improved environmental impact

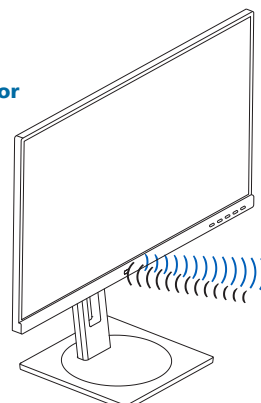
Philips' proactive environmental approaches to the complete lifecycle of their monitors deliver **441.95 Tons** of CO<sub>2</sub> absorbed per year and **1,767.80 Tons** of O<sub>2</sub> created per year through sustainability projects such as the reforestation in Tanzania together with ForestNation.

Walker Morris has been a long-standing client of Galtec and their working relationship is one of technical partnership.

### Docking



### PowerSensor



For more info on the PowerSensor, [click here](#) and scroll to page 19.





“

In any legal business, new technology decisions are extremely carefully considered. The Galtec and Philips monitors teams offered us a delightfully flexible and proactive approach to the valuations, consultations and proposals. This made the onboarding smooth and efficient.”

- MHA Macintyre Hudson

### Action Taken

A combined approach involving both Galtec and Philips monitors provided Walker Morris with a carefully considered and detailed assessment of Walker Morris' needs. This involved ensuring demo units could be trialled along with Philips monitors famous health and wellbeing sessions which helped illustrate both the major cost savings but also the improved daily operations of the staff. This was conducted, not just at the offices but also at a number of home worker environments to ensure we had the fullest possible picture on which to base our bid.

### Technical Challenge

Our main challenge was to ensure that we had fully appraised ourselves of the complex working environment that Walker Morris operate. Five hundred workers requiring a mix of both office and home-based working technologies is a large and granular picture. As companies make moves to embrace far greater numbers of home workers, we at Philips Monitors are standing by to help.

### Business Outcome

As we have come to expect from this technology option from Philips monitors, Walker Morris could see clear savings and benefits across the board. Walker Morris completed the purchase with us and we trained their team ready to onboard the new monitors.

Save costs and energy with Philips monitors and you'll also be pumping oxygen back into the atmosphere by contributing to the Philips Monitors Forest.