

## Customer Success Story: The Strategics Group

### Problem

The Strategics Group needed a way in which their mobile consulting partners could more efficiently access, organize and collaborate on project information.

### Solution

The Strategics Group improved productivity with Mangomind by effectively creating a secure, shared workspace without having to implement costly physical infrastructure.

### About The Strategics Group

The Strategics Group is a management consulting firm that helps companies increase profits by offering new and better ways to manage people, processes and information. They work with clients through four key improvement stages: Strategy Development, Process Improvement, Cultural Integration of Technology, and Performance Management.

## The Strategics Group Uses Mangomind<sup>SM</sup> to Create a Virtual Office for Consulting Partners

*Mangomind's secure shared workspace improves work flow efficiency for document distribution and collaboration with mobile employees.*

As a consulting firm that specializes in helping clients choose the right technologies for business, The Strategics Group themselves felt the need to find and use the best automating technology available to improve internal workflow processes. To leverage valuable time resources and knowledge assets within their remote group, they needed a robust virtual work environment.

***"We find Mangomind to be one of those simple and effective technologies that save us both time and money," said Prem Sundaram, Consulting Partner of The Strategics Group. "As part of our virtual office collaborative environment, we use Mangomind to effectively give us a shared, managed workspace, without the physical IT infrastructure that is normally needed. Mangomind enables the formation of an easy-to-use virtual office environment providing a focal point for our shared work, allowing us to spend more time being effective, and not wasting time traveling in traffic intensive Southern California."***

### Secure Online Collaboration

The Strategics Group uses Mangomind to share the folders and document files which serve as the firm's knowledge in an online collaborative fashion. Creating and using a distributed knowledge base is essential to the firm's business. By allowing easy access to the information seamlessly from a mapped Windows Internet Drive, Mangomind provides a powerful solution for their mobile consultants. File encryption is also important, as the consultants frequently work on company- and client-sensitive information.

***"Prior to implementing Mangomind, we were just sending emails to each other with each of our documents attached, and expecting each of us to manage our files individually. Saving email attachments from colleagues, and trying to locate them in different places on our own machines doesn't make for efficient work flow or coordination," Sundaram continued.***

### **Efficient Tracking of Document Versions**

Mangomind allows efficient use of the file sharing space and eliminates the problem of having different versions of Microsoft Office documents to track and that ultimately accumulate and waste space.

***“In the past, when we created a proposal, we would waste time and effort by sending emails to each other and ensuring only one person worked on a document in order to track changes. Now we can all work on a document at any time and see if another user has the file open. While this is normal for people working on a LAN, with Mangomind we have a virtual LAN with the same efficiency,” stated Sundaram.***

### **Offline Access to Documents and File Synchronization Improve Productivity**

The Strategics Group finds that offline access to documents on their Mangomind Drive and automated synchronization when partners reconnect to the Drive provide the assurance that everyone has access to the most up-to-date files.

***“Mangomind’s simple and powerful offline synchronizing capability means that we can work and hold copies of files on our machines even when we are not connected to the Internet. This is especially useful for us. Now we know that all the Partners have access to the same files and folders and can access them offline - for instance when using a laptop at a client site,” Sundaram noted.***

***“Further,” he continued, “if any changes are made while offline, we know that the changes will be synchronized with everyone else when we reconnect online - without any manual effort or file copying needing to take place. Before, it was very difficult to know who had what version of a document and how one person’s changes would be incorporated into the final document. Mangomind provides a huge time and administrative savings for us.”***

### **Significant Time Savings**

The Strategics Group believes that the time and administrative savings of sharing files, being able to edit a single version of a file, reduced email clutter, and improved file synchronization have improved their internal productivity and workflow processes.

***“The improvement probably amounts to about half an hour per day, which is at least 5% of our time, not to mention future savings from improved group file management and the time we will save in spending less time looking for the right information which, for a consulting firm like ourselves, is very valuable,” noted Sundaram.***

*Mangomind and the Business Internet File Service are servicemarks, and Mangosoft is a trademark of Mangosoft Inc.*