

## Client Profile

**.steute**  
InfinitePossibilities®

Steute Meditech, Inc.  
901 Ethan Allen Highway  
Ridgefield, CT 06877

www.steuteusa.com

## Industry

Controls for Medical Equipment

## About Steute

Steute provides custom foot control devices to the Medical Equipment manufacturers. The devices supported are as diverse as operating tables, X-Ray and Ultrasound machines. Steute is focused exclusively on the design, development and production of foot-operated controls that functionally, ergonomically and aesthetically complement the equipment they are controlling.

## The EasyOffice Solution

- EasyOffice Professional Seats
- Hosted Exchange Email
- Hosted MAS90 Accounting Program

## Key Benefits

- Immediate cash savings over buying a server infrastructure
- Professional IT solution and support
- Support for remote workers
- 24/7/365 IT support
- Supports disaster recovery & business continuity plans

**“EasyOffice put a no-headaches IT solution to work for us quickly. We were able to focus on our business and not worry about the servers.”**

**Peter Engstrom, Managing Director**

## About EasyOffice

EasyOffice is a leading nationwide provider of on-demand business computing solutions. It's flagship service, the EasyOffice Professional Seat, is provided from a Tier One, SAS70, Type II certified Data Center. The company has been providing IT solutions to the business community for more than 16 years.

## Case Study



**EasyOffice**

## Steute Gets a Fast Start with the EasyOffice Solution for their IT Infrastructure

### Making the Initial Call

Steute Meditech is in the business of providing excellence in custom design and production of foot controls for Medical Equipment manufacturers. Founded in 1961, the company has more than 160 employees. With the emergence of the Medical Device Directive in 1996, and other relevant standards affecting the design and construction of foot controls for medical applications, the Steute Meditech strategic business unit was formed.

As the firm was in the planning stages of opening its dedicated business unit in the United States, Managing Director, Peter Engstrom considered how best to build out his IT Infrastructure. After getting quotes for an in-house deployment of servers, EasyOffice provided him with an alternative to adopt the EasyOffice platform and thus outsource all his IT needs. The up-front costs associated with building his own server infrastructure was projected to be approximately \$20,000. With the EasyOffice proposal, up-front costs were minimal and the turn-up schedule was less than four weeks.

After assessing both proposals, Mr. Engstrom decided to go with EasyOffice in order to get a fast start, minimize the up-front costs of opening the new office and achieve a professional IT environment that would require no additional staff or expense for ongoing support. This allowed Steute to fix their IT costs to a predictable monthly fee that represented a significant savings over the cost of ownership of an in-house solution.

### The EasyOffice Solution

In 2008, Steute began using the EasyOffice platform as its outsourced IT solution for running its line-of-business software applications, the Microsoft Office Suite, Exchange based email and collaboration services, and for storing and maintaining its company and client data. EasyOffice provides the Microsoft applications in a SaaS (Software as a Service) environment, and it provides Steute with the other applications required to run its business. Key among these applications is the Sage MAS90 package which was made available to all staff members via a simple desktop link.

With this solution in place, Steute employees access their data and applications from the EasyOffice SAS 70, Type II certified data center. All data and applications remain highly secure and are backed up at nightly, weekly, monthly and annual intervals.

The EasyOffice solution allows the company's principles and employees remote access to client data and company applications. The EasyOffice solution can be fully accessed via the Internet, and its Exchange email services provide mobile connectivity via a Blackberry, Palm or Smartphone.

### Benefitting from EasyOffice

Steute chose the EasyOffice solution for simplicity, security, data back-up, stability, around-the-clock professional IT resource and the increased access to client data via mobile devices and the Internet. Steute's choice allows them to operate on the leading-edge with their software choices; the EasyOffice platform provides Microsoft's latest software releases as soon as they become available. Additionally, it supports Steute's business continuity goals by providing a platform that was not subject to any premises disruptions such as flooding or fire at the main office.