

# \$500,000+ Saved Annually After Leveraging Abel Solutions

Since 2006, Atlanta-based Jabian Consulting has offered solid management and IT strategy counsel to its growing client base. The 100-person firm believes that by being a local resource to its clients, employees can become active members of the community and build close relationships with those clients. And it's paid off—Jabian has been named an Inc. 5000 Fastest Growing Private Company four times and expanded to three office locations.

As growth propelled Jabian into new opportunities, its document management infrastructure began falling behind. In monitoring processes and business metrics to anticipate future growth, Jabian determined a more robust system was needed.

## SELECTING THE RIGHT PARTNER

The organization found the solution to its document management needs in Abel Solutions. The proven SharePoint consultants were tasked with architecting a customized platform to address Jabian's current business problems as well as create a system agile enough to grow with the company.

"When looking for a partner, we wanted someone Atlanta-based who could provide a fresh look at the business and our requirements, and improve them," said Steve Cashwell, Jabian CIO. "We didn't want to copy what we already had, and needed a solution that allowed for strategic planning in information architecture, collaboration, document repositories and some process automation."

## THE CHALLENGE

Lack of automation had resulted in an excessive amount of time Jabian consultants spent to complete processes. Before moving to

the cloud, Jabian's third-party out-of-the-box SharePoint website solution required consultants to move or share files by hand.

Jabian was the first Abel client to operate completely in Office 365 and SharePoint Online, which at the time, was a relatively new cloud-based Microsoft offering enabling cost savings by removing the need for on-premises servers. The introduction of this new technology required Abel to alter its traditional process of delivering server-side coding solutions to instead create a completely client-side offering using JavaScript and client-side technology.

## GOING TO NEW HEIGHTS—IN THE CLOUD

Abel helped Jabian build an intranet to enable client portals, sites for each Jabian service offering and to automate key internal processes. This resulted in an automated solution to enable collaboration on client opportunities, moving documents and associated metadata, as well as support for internal process demands.

"The platform Abel created allows us to automate about 25 processes, including training requests, forecasting, and payroll deduction for Jabian Cares, our 501(c)3 non-profit," said Cashwell. "It's easily saved us \$500,000 annually on client management and internal operations costs by automating



a host of processes across the board like HR procedures, internal quality assurance and financial management.”

In addition to the cost savings, operating in the cloud allows Jabian to arm its business with the level of security it requires, evolve seamlessly to meet organization needs and quickly set up new solutions.

## CHALLENGE

- Jabian needed to improve its business processes and reduce time spent on document management
- The company wanted to operate in the cloud, moving away from a third-party SharePoint website solution

## SOLUTION

- With Abel’s help, Jabian implemented a cloud-based, customized Office 365 and SharePoint solution
- Through consulting with Abel, Jabian redesigned internal processes to remain a leader in the consulting industry by becoming an early adopter of the cloud

## RESULTS

- Jabian saves at least \$500,000 annually on internal operating and client management costs
- About 25 processes were automated along with training requests, forecasting and the payroll deduction process for Jabian Cares, Jabian’s 501(c)3 non-profit
- Jabian transitioned from an on-premises to SaaS solution, removing the need and cost of maintaining on-site hardware

## KEY LEARNINGS

The results from the Abel collaboration have allowed Jabian staff to reallocate their time to more imperative initiatives like nurturing client relationships and volunteering in the community. It also put them on the cutting edge of the consulting industry as one of the early cloud adopters.

*“The single most positive factor in working with Abel is the team’s commitment,” said Cashwell. “They really wanted to make the project right and make it work, and that included doing independent research to find the best solution in addition to being positive and responsive throughout our engagement.”*

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### About Abel Solutions

For over two decades, clients have trusted us to help them reduce the cost, risk and implementation time associated with solving their most critical business IT and collaboration challenges. Abel Solutions can help you achieve powerful business improvement from document management and workflow-enabled SharePoint solutions, unique applications, technology planning and support, and a wide range of complementary IT services.

Our growing list of industry-specific solutions offer pre-designed collaboration frameworks that shrink implementation time and cost. And as a long-standing Microsoft Gold Partner focused on improving business productivity, Abel Solutions now also offers services that help you achieve better IT cost control.