



CJ Insurance Associates Case Study

Introduction

Focus Systems, based in Silverdale, Washington, develops and markets reliable desktop virtualization as a low cost alternative to traditional server-based networks. Clients utilizing the Focus Remote desktop also receive the benefit of portability, as they can access their emails, network files and custom software from any PC that has an Internet connection. Focus' success is built upon the development of strong relationships with high growth small businesses that value the transportability and reliability of the Focus Remote Desktop. One client that has been able to enhance its servicing capabilities as a result of making a switch to Focus Systems is CJ Insurance Associates. We spoke to Janiece Chipman, a founding Partner of CJ Insurance about their switch from traditional, server-based networking to Focus Remote Desktop.

Key Challenges

CJ Insurance Associate specializes in both personal and commercial policies. They handle everything from Auto and Home to Life Insurance. Being a newly established office, CJ Insurance had a goal of being efficient as well as environmentally responsible by seeking to adopt a paperless office. In order to achieve this goal they needed a network that could handle multiple users at once and was compatible with their Agency Management System.

In March of 2008, CJ sought out the partnership of Focus



Janiece Chipman utilizing her "paperless" Focus Desktop

Systems to utilize the Focus Remote Desktop for their business network. As soon as the Thin Clients were powered up, CJ Insurance began to see immediate dividends. "We were no longer dependant on the system being slowed down as the amount of users grew.", said Chipman. "It maintained compatibility with all of our Insurance Partner's systems so the transition was seamless".

Benefits Realized

Since the switch to Focus Remote Desktop, not only has CJ Insurance been able to maintain their compatibility with Partner systems, but they have also took a step closer to establishing that paperless office.

"All of those records are housed on Focus' server and they are backed up daily. We do not need to rely on paper records." said Chipman. "The reliability of the Focus Remote Desktop definitely assisted us in our vertical growth." CJ has big plans for the future that include office expansion and the addition of additional sales agents and Focus plans to be there for all their network needs.