

### Company Profile

Name: Law Offices of Peter Angelos, P.C.

Industry: Person Injury Attorneys

Location: Baltimore, MD

Website: Angeloslaw.com

### Challenge

When their accounting system became obsolete, the Law Offices of Peter Angelos, P.C. needed an accounting software consultant who could seamlessly move them to a new system that supported a custom application environment.

### Solution

The Law Offices of Peter Angelos, P.C. reached out to trusted Partner, Mindover Software who implemented Sage 300 ERP.

### Results

With significant time savings, increased accounting efficiency, and peace of mind, the Law Offices of Peter Angelos, P.C. has improved both their accounting and business proficiency.

When Maryland personal injury attorney Peter G. Angelos began his law practice over 40 years ago, he had one goal in mind: to affirm the rights of those who have suffered from medical malpractice, harmful products, and personal injury. The Law Offices of Peter Angelos, P.C. has since grown into one of the most successful personal injury law firms in the country, with over 70 personal injury attorneys serving thousands of individuals throughout Baltimore, Maryland, New York, Pennsylvania, Washington D.C., and Maryland. It was one of the first law firms in the United States to accept and litigate asbestos and lead paint cases, and it continues to take a stand against big business in order to protect the rights of working men and women. Dedicated to prestigious service and success, the Law Offices of Peter Angelos, P.C. has certainly made a name for itself as a firm that champions for the rights of the everyday person.

### Obsolete Accounting Software

Due to the high number of cases their personal injury attorneys represent each year, accounting has become a critical part of the success of the law firm. When they learned their current accounting system was no longer being supported, the Law Offices of Peter Angelos, P.C. began looking for a software consultant who could successfully transition them to a



new accounting system without disturbing their workflow. After discussing their needs with their developer and receiving multiple recommendations from a number of people, the Law Offices of Peter Angelos, P.C. began to consider partnering with Mindover Software.

“Our team had already determined that we wanted to use Sage software however the specific system was still up for debate,” recalls Dana Van Dyke, Controller of the Law Offices of Peter Angelos, P.C. “The challenge was finding a Sage consultant whose area of expertise fit our requirements. Customer service is a vital component of our business so we needed a company who would be responsive to our needs and get the job done quickly.” After several discussions with the team at Mindover, the Law Offices of Peter Angelos, P.C. determined that Mindover Software was just the company for which they were looking.

“Mindover Software is proficient at what they do. They are friendly, trustworthy, and responsive to all of our needs. We know we can always pick up the phone and call them. Rain or shine, snow or ice, they will always find a way to get to us and fulfill our needs.”

## Mindover Software

Mindover Software is a business software reseller offering a broad range of accounting, ERP and CRM software including Acumatica, Sage 100, Sage 300 and Sage CRM. From offices in Austin, Boise, Dallas, San Antonio, and San Diego, Mindover Software's team of professional consultants help companies achieve greater efficiency, cost savings and profitability.

With over 2 million business customers worldwide, the software solutions we offer are completely focused on the SMB market. With Mindover Software as your business partner, you will receive the most complete software advice and implementation services and support available.



## All Evidence Points to Sage 300

### ERP

In addition to maintaining their accounting system, the Law Offices of Peter Angelos, P.C. relied on a custom application designed to manage the payment and receipts of client case expenses. Knowing the Law Offices of Peter Angelos, P.C. needed a system capable of supporting the custom application they maintained, Mindover Software recommended moving to Sage 300 ERP (formerly Sage Accpac). “We recommended Sage 300 ERP because we felt that the application environment was the best fit for them, especially considering their need to integrate the custom application to their accounting system,” recalls Lloyd Smith, President and Director of Operations for Mindover Software. “Sage 300 could easily tie into the custom application while continuing to adhere to all of the business logic and rules needed to successfully run an accounting system.”

The implementation went off without a hitch, and the Law Offices of Peter Angelos, P.C. were up and running quickly. “It was one of the smoothest implementations we have ever been a part of,” says Lloyd. “They migrated to an entirely new system and didn’t miss a beat. There were no support issues or training issues to speak of. The data migration was done over a weekend, and they were up and running the next week.”



## Applause for Mindover Software

Today the Law Offices of Peter Angelos, P.C. is reaping the benefits of an up-to-date accounting system. “Sage 300 ERP has saved us a lot of time, particularly in the reporting and Accounts Payable process,” says Dana. “In our previous system, we couldn’t have multiple people doing the same thing at the same time. Now multiple people can be performing the same tasks at the same time without a problem.”

With peace of mind and improved office efficiency, the accounting department is now running smoother than ever.

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