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Consolidating the Chaos: Hoge Fenton's Strategic Technology Transformation

Hoge Fenton is a multi-service law firm committed to delivering top-tier legal services to businesses and private clients in the Silicon Valley, Peninsula, and Tri-Valley areas. With multiple locations across California, Hoge Fenton is depended on by many communities, and they depend on their office technology.

The Challenge

Before partnering with The Swenson Group, or TSG, Seth and the team at Hoge Fenton struggled with:

- Multiple different vendors for copy, service, and print services.
- Multiple vendors led to frustration when downtime occurred as companies would not take ownership of the problem.
- Previous print management software did not integrate with their billing software and always seemed to not be working properly.

The Solution

After evaluating multiple other print vendors, Seth and the Hoge Fenton team decided that TSG was the best option based on experience, price, communication, and local touch. Here's how we did it:

- Appointment scheduling, setting up all meetings with vendors, scheduled installations, and consolidating all technology into one easy system.
- Implemented CopyTrack print management, which seamlessly integrates with their billing software, ensuring predictable billing.
- Upgraded to Konica Minolta copiers, which have had no downtime and are easier for their team to use.

Business Impact

By consolidating their copy, service, and print services, implementing CopyTrack, and upgrading copiers to Konica devices, Seth and his team at Hoge Fenton experience:

- Increased uptime backed by reliable and dependable service.
- Improved communication internally and with TSG, ensuring their office technology is always up and running.
- Reduced unnecessary spending on multiple vendors with different invoices and confusion.

The Swenson Group provides value-driven technology products and IT support services with personalized service.

About Hoge Fenton:

Industry: Law Practice

Headquarters: San Jose, California

Company Size: 100+

Client: Seth Silapasvang
Director, Information Technology



The personal touch is the main highlight that we get from doing business with TSG. The reps and relationship with them are fantastic, they answer, they are friendly, we get along well, and we never feel like we were taken advantage of. They want what's best for us.

- Seth Silapasvang
Director, Information Technology



The Swenson Group
People · Passion · Purpose



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