



BUSINESS

Success Story



Lawyer Kevin Dixon makes a case for the Plantronics Voyager® PRO UC and MDA200™



The Law Office of Kevin C. Dixon
www.protectyoureverymove.com

Headquarters:
Mesa, Arizona, USA

Industry:
Trademark and Patent Lawyers

Number of headset users: 3

The Situation:
Needed to move around freely in and out of the office while on PC and mobile calls.

The Solution:
MDA200™ and Voyager® PRO UC

BACKGROUND

The Law Office of Kevin C. Dixon, PLLC is an intellectual property law firm that specializes in intellectual property counseling and services for businesses and individual inventors regarding patent, trademark, copyright, and trade secret issues. Kevin Dixon has background in both physics and law, giving him a unique understanding in technical fields. His firm also offers other intellectual property services such as patent and trademark searches, copyright filings, and opinions regarding patent ability and clearance to operate. While his office is located in Mesa, Arizona, Dixon serves clients across the country.

BUSINESS CHALLENGE

Good communication is the cornerstone of any attorney's practice, and that's no different for Kevin Dixon. Although he's always preferred to conduct his attorney-client meetings in person, with his clientele scattered all over the country, face-to-face meetings are not always practical — or possible.

With the extensive communications capabilities offered by email and the Internet, many of today's meetings are conducted virtually or over the phone. As such, Kevin turned to using his phone as his primary source of communication with his clients. As he's transitioned from in-person meetings to voice meetings, Kevin knew he needed to find a hands-free, wireless headset that wouldn't confine him to his desk — one that would enable him to take notes freely.

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“Every call is equally important to me”.

– KEVIN DIXON,
ATTORNEY AT THE LAW OFFICE OF KEVIN C. DIXON, PLLC

In Kevin's line of work, every call is important. He provides his clients with his office and mobile numbers so that they can reach him regardless of whether he's in the office, at home, or anywhere in between. The dilemma he was faced with is that he now needed a single headset that could answer either phone — office or mobile — at any given time. He was determined to find a solution to fit his needs: hands-free operation combined with multi-connectivity and mobility.

After speaking with a friend who touted headsets that connected to both desk and mobile phones, Kevin began researching the possibilities. The search ended when he discovered the Plantronics MDA200 and Voyager PRO UC. This Plantronics combination was the exact solution for his business.

For Kevin, the MDA200 acts as a hub, enabling him to switch between and manage calls from multiple devices, such as his desk, mobile, and PC phones, using his Voyager PRO UC wireless headset and its mini USB. And because the headset uses Bluetooth® technology, he can use it at the office with any device and then take it home with him for use with his cell phone — making it a complete solution. Since both devices are simple and intuitive, Kevin was able to set up the hub and headset by himself quickly and easily. His search for a solution that delivered hands-free capabilities, multi-connectivity, and mobility was successful.

"I do a lot of work over the phone, and much of that work deals with technology-based items. Often I'll be sitting at my computer, however, depending on the conversation I might need to use the whiteboard. I needed a solution that

provided mobility around the office. In the past I've told people to meet me face to face, but with a hands-free solution we can now have those meetings over the phone," said Kevin.

A PRODUCTIVITY ENHANCING SOLUTION FOR SMALL OFFICES

Kevin has found that with Plantronics devices, the audio is so remarkably clear he feels like he is face-to-face with his clients. Before deploying the Plantronics MDA200 and Voyager PRO UC, Kevin tried to avoid phone calls with clients at all cost, but now he schedules them with complete piece of mind.

"I can work with clients across the country without hassle. These devices are definitely a time saver because I can take notes while on the phone call. Plus, it's more convenient for clients not have to come into the office," remarked Kevin. "The combination of these two products allow for connection to any product I can think of. And that's much better than having three different headsets."



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"The sound quality and versatility are excellent. Productivity increased. Battery life is great. For a small office, Plantronics provides a great solution."

— KEVIN DIXON,
ATTORNEY AT THE LAW OFFICE OF
KEVIN C. DIXON, PLLC

