

# LANsULTANTS TIMES

Your Official Source for LANsultants News

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## KEEPING OUR RATES COMPETITIVE

Over the last 4 years our medical insurance rates have skyrocketed 36% and other, non-salary, business expenses by more than 8%, yet LANsultants billing rates have not changed since January 1, 2001.

We managed this by implementing new technologies, continued staff training and by achieving high staff retention rates which provides LANsultants with a skilled, seasoned, knowledgeable workforce.

However, this year we find it is necessary to increase our Senior Consultant rate by 7% (\$10/hr) to \$155/hr effective January 1, 2004. This is necessary to maintain competitive salaries and benefits for our most skilled and experienced people.

Our Junior Consultant and Technician billing rates will continue at the same rate we established on January 1, 2001.

To minimize the impact of this rate increase on your operation, more effort will be made to assign a lower costing consultant or technician whenever possible. Senior Consultants will be reserved for more complex problems. As is our standard policy a detailed Fee and Holiday Schedule will be provided in our January newsletter.

## HOLIDAY SCHEDULE

LANsultants' will be closing at 3:00pm on Wednesday, December 24<sup>th</sup> and be closed all day on December 25<sup>th</sup> and December 26<sup>th</sup> in celebration of Christmas.

LANsultants' will be closing at 3:00pm on Wednesday, December 31<sup>st</sup> and be closed all day on January 1<sup>st</sup> and January 2<sup>nd</sup> in celebration of New Years day.

## SPECIAL NOTICE TO PA LAW FIRMS WITH NJ OFFICES

Although the final regulations have yet to be published, the New Jersey Bar association rules requiring a Pennsylvania registered law firm that practices law in New Jersey to have a bonafide office in New Jersey have been significantly relaxed. It will no longer be necessary to have staff answering telephones, maintaining client files and completing work in New Jersey. Forwarding of telephones to the Pennsylvania office, a mail drop and access to a conference room in New Jersey should be sufficient

## THANK YOU

At this time I would like to say thank you to all our clients, from those we have known for 13 years and those we have known for only a few months. We value the trust you have provided in us to service your computer system and appreciate your past, present and future patronage. For 2004 we will be implementing new systems and procedures to improve the quality of work and breadth of services we provide to allow your organization to compete successfully.

On behalf of the entire staff of LANsultants' happy holidays and best wishes for the new year.

*John S. Miller*

John S. Miller

President

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