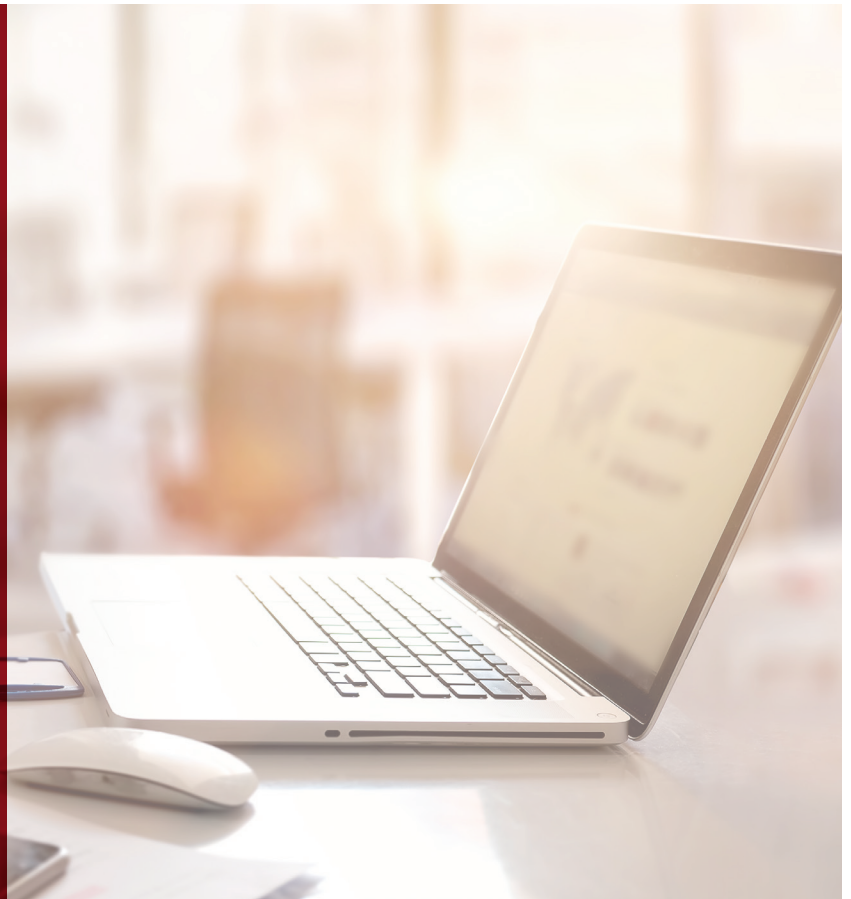


# THINKING OUTSIDE OF THE BOX

**HOW 3545'S CUSTOM PROGRAMMING  
DELIVERED RESULTS FOR  
WASHINGTON, DC BASED  
ERMER LAW GROUP, PLLC.**

Since 2011, the Ermer Law Group has relied on the team at 35\*45 Consulting-Global for various projects and IT needs. As a law firm that specializes in health plan supplication work, it is critical that they have the ability to work with claims data delivered from their health plan clients, no matter the format or originating system.



## The Challenge

Health plan supplication clients deliver large data sets from insurance carriers, which the Ermer Law Group's team then parses through to find codes and information relevant to each project or matter. In most cases, the data is filtered using the My Socrates platform.

When Emer Law Group's largest client changed claims systems, the data format delivered was in an unrecognized code set known as COBOL; a legacy code language that was undocumented, and that posed a serious threat to the Ermer Law Group's relationship with a client if they could not find a solution to manage the data sets. In our interview with Dave Ermer and Jason Suter, they shared their experience working with the 35\*45 Consulting-Global team to find a solution.

## Solving for the Unknown

As Robert Rice, Partner at 35\*45 Consulting-Global, describes the project, reverse engineering the COBOL code set was like translating an unpublished language. Due to the complexity of the data and lack of documentation, he and the custom applications team determined that they would need to build software that could reverse-engineer the code language in order to deliver what Ermer Law Group needed to serve their client.

After outlining a specific strategy, plan, and desired outcome for the project, Robert Rice and the 35\*45 Consulting-Global engineering team began what would be one of their most difficult projects to date. In considering the impact the success of the project would have on the relationship that Ermer Law Group would have with their client, not a minute of time could be wasted. The team worked around the clock for four weeks, interacting again and again, until they were able to convert the received data into a format the law firm could use.

## Dedication in the Face of Adversity

"No matter how difficult the project became, we did not give up," Robert Rice shared, as he reflected on the arduous process of translating the legacy code base. The 35\*45 Consulting-Global team's tenacity directly impacted the success of the project, as confirmed by Jason Suter and Dave Ermer:

"The 35\*45 Consulting-Global team took an ownership interest in solving the problem. They knew the right questions to ask of us, and of our client. What we appreciated most was the constant communication and updates. Robert and his team walked us through the solutions, and even kept to our budget. We couldn't be happier with the work they did." – Jason Suter

"They were able to convert the data and pull it off! The project was surprisingly complex, could have brought down our business. Great teamwork with the group, they stuck with us on it, and worked together with us even after the initial launch. Never hesitant to bring a challenging problem or situation to the group, as I'm confident they will be able to come up with a solution." – Dave Ermer

## A Partnership Beyond the Project

After completing the project in just four weeks, when other consulting groups projected four months the two groups were able to take a step back and identify features that would enhance the application created for Ermer Law Group even further. The 35\*45 Consulting-Global team has released several updates for the application to improve the application to support how the law firm's work process. An example of how 35\*45 Consulting-Global's dedication to their clients does not end when the project is over.

## In Summary

The Emer Law Group's unique challenge demonstrates how custom application development and programming solved a problem that traditional software could not. On many occasions the decision to build instead of buy is more cost effective and impactful, because the delivered solution is tailored to fit the needs of the business and their clients.



To learn more about 35\*45 Consulting-Global's Custom Application Development Services call 713-789-3323.

