

My Benesch My Team Campaign – Vigillo LLC

2013

Vigillo was founded in 2007 with the vision to provide a state-of-the-art, web-based risk management system for firms that operate truck fleets.

Below is a testimonial from Steve Bryan, CEO of Vigillo LLC.

How did your relationship with Benesch start?

Benesch is well known in the transportation industry and they are frequently speaking at many of the seminars and meetings I attend. So I knew that they had a firm grasp on the category.

I met Marc (Blubaugh, Benesch partner) at a trucking conference. All we had at that point was a concept. Our product didn't exist yet. I explained the idea to Marc and he was on-board immediately.

What services does Benesch provide for Vigillo?

Our relationship with Benesch is not a traditional lawyer-client arrangement. We consider them a business partner. To understand what Benesch does for us, you need to understand a bit about the trucking industry and what our software does.

Trucking presents many unique risk-management challenges. Its highly regulated and highly litigated yet most fleets are relatively unsophisticated in their management of required documents. Our software is the industry's first comprehensive system for proactive risk management. Basically its a document management system.

Our team at Benesch writes policies, written statements detailing a company's official stance on the topic at hand. Our software then distributes the policies to our clients and their employees. Vigillo enforces a process of acknowledgement where employees read and declare their understanding and acceptance of the stated policy by electronic signature.

Benesch's proactive approach keeps us current with issues affecting the transportation industry. They're a great resource. We view them as a business partner helping us build our system.

How does Benesch's team approach work for you?

Its been tremendous. The relationship started with Marc and expanded to include others as needed. Benesch has very deep resources in many different specializations. There's always someone we can go to for specific information.

Benesch has a true understanding of the trucking industry because they have experience in the field. Martha Payne (Benesch attorney) spent 15 years as an in-house senior attorney for Consolidated Freightways. She knows trucking up one side and down the other.

Why do you enjoy working with Benesch?

High-quality work, great expertise and no egos. Plus, since they are so visible and well-known within the trucking industry, Vigillo enjoys instant credibility when customers hear that we are working with Benesch.

It's great to have support of people who understand the problem and how to get to the solution. They understood what we were faced with immediately. They "get it." Benesch knows what they're doing and we trust and value their advice.

What's next?

With Benesch's help, we are going to continue to expand our document collection to better serve our clients. Beyond that, I'll have to talk to Benesch. One of the things we love about working with Benesch is that they are always bringing us new ideas for the business. It's one of our most valuable partnerships.

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