

Hollingsworth LLP

Customer Snapshot

Name

Hollingsworth LLP

Overview

80-lawyer litigation firm specializing in complex corporate trial and appellate work

Location

Washington, D.C.

EVault Products

EVault® Software with Agents for Microsoft Exchange and SQL Servers and Open File Manager

IT Environment

22 Microsoft® Windows 2000/2003 Servers running Microsoft Exchange Server 2000/2003, CIFS file shares associated with Microsoft Office files and the iManage/Interwoven document management suite

Hollingsworth LLP Easily Transitions from EVault SaaS to EVault Software As Business and Data Grows

Integral to Hollingsworth LLP's success is the firm's leading use of technology for litigation management. Managing thousands of electronic documents associated with the various phases of litigation, Hollingsworth LLP has had to become smarter not just in its use of systems and software but also in managing and protecting multi-terabyte data growth.

Goals

Network Engineer Rich Spicer had come to depend on EVault® SaaS for automated, fast online data backups and restores early on in his tenure at Hollingsworth LLP. He also appreciated its ease of use, support for rapid cross-training within the department, and reliability, as well as the automated e-mails that confirmed backup successes or failures. As the firm's data footprint grew significantly larger, Spicer wanted to continue protecting the data in the same manner, but manage it more cost effectively for the firm. He learned switching from EVault SaaS to EVault Software could help Hollingsworth LLP:

- Significantly reduce disk-based backup costs while protecting larger amounts of data
- Build on the firm's knowledge of EVault backup/restore processes
- Offer a more scalable, cost-effective data protection model as the data set grew larger
- Leverage the firm's current investments in an off-site disaster recovery/replication facility and more powerful DS3-capable WAN connection

"I was already comfortable with EVault," said Spicer. "I didn't really need to be convinced since I'd already used it. I just had to convince my boss and the other engineer that EVault would still be the right way to go."

Challenges

When EVault SaaS was implemented, the firm had to protect only a few hundred gigabytes of data. Its data had since grown to 10–12TB, much of it consisting of millions of unchanging, scanned PDF and TIFF files. Up to 4TB of the total consists of Microsoft Exchange data, firm documents, litigation support databases and multiple SQL regions. Two storage area networks (SANs) already addressed the scanned data, one at the firm's headquarters and another at a nearby facility.

Case Study

Hollingsworth LLP

Goals

- Manage growing disk-based backups more cost-effectively
- Build on current confidence in EVault backups, restores
- Scale data protection as needed with minimal investment
- Leverage infrastructure investments in remote data center and new WAN connection to offer better remote data protection

Solutions

Transitioned from EVault SaaS to EVault Software

Results

Moving to EVault Software allowed the firm to achieve an ROI in seven months, covered all of its unprotected data, and reduced data protection costs by more than 96%.

“The footprint EVault software takes up and its compression rates still amaze me. . . It works; it’s efficient; it’s simple; and I can sleep easy every night because I don’t have to worry about the backups and restores.”

—Rich Spicer,
Hollingsworth LLP

Replication software and a DS-3 pipe were replicating the scanned data from Point A to Point B. But, as the number of non-SAN-attached servers and data grew exponentially, EVault SaaS became less cost-effective compared to EVault Software.

Recalling the old days with backup tape and a spotty outside service to transport the tapes offsite, Spicer knew what he didn’t want. “I didn’t want to go back to managing any sort of tape library,” he said. “We have 22 boxes we’re backing up with enough data it would take 10 to 12 tapes a night. We only have a few IT staff. We do everything ourselves. If you’re dealing with Help Desk projects and anything went wrong, we didn’t have anyone dedicated to deal with the backup software, tape libraries or tape hardware.”

Spicer needed a more cost-effective way to cover and protect the firm’s current Windows servers and offer a better RTO/RPO profile for the firm’s needs.

Solutions

After contacting EVault, Spicer learned of two steps he could take to significantly shrink the firm’s monthly backup costs. The first was to renew the early EVault SaaS contract at a much lower per-GB rate. This move alone was reduced the firm’s monthly costs by several thousand dollars. Another move built into the contract would prove even more cost-effective: The ability to automatically upgrade to the use of EVault Software, now managed in-house.

Spicer discovered moving to EVault Software would not just allow the firm to back up all of its 3-4TB of server-based data, but would also reduce ongoing costs to only a few hundred dollars a month. Once he ran the numbers, it didn’t take long for Spicer and his management to be convinced.

Results

Hollingsworth LLP now use EVault Software with its own server “vault” at the firm’s data center. Using a fast, DS-3 connection, the firm’s nightly backups are even faster than before.

Spicer couldn’t be happier with his current EVault configuration. After investing in a few servers and licenses to bring the software in-house, he estimates it took only a few months to see a return on the firm’s one-time investment. “I think it’s paid for itself already in the first seven months,” he said, noting that the savings—now reaching into tens of thousands of dollars a year—made the owners very happy at the end-of-the-year budget meeting.

The switch to EVault Software resulted in a savings of more than 96 percent over the firm’s prior arrangement. Scaling the system will also be relatively inexpensive since the hardware is now in place. Spicer has been duly impressed with the EVault delta and data reduction features that now make the equivalent of 36TB of backup data fit on just 3TB of disk space. “The technology is pretty amazing,” he said.

Take the Next Step

To learn more about EVault storage solutions, call us at 1.877.901.DATA (3282), email us at concierge@evault.com, or visit us at www.evault.com.



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2011.11.0077_CS (updated 11/29/2011)