Zerto

Business Continuity for Law Firms

Protecting more than the Billable Hour

Law firms depend on their expertise being recorded and saved. Every interaction with their clients, other attorneys and the courts is documented, making the availability and accessibility of these interactions critical to the business. For many law firms, their growth strategy is the acquisition of, or a merger with, other law firms. The expectation that the infrastructure will be available at all times is actually challenged by the business growth strategy. Mergers and acquisitions introduce heterogeneous IT infrastructures with mismatched hardware and software. In fact, according to Zerto's Business Continuity and Disaster Recovery Survey more than 80% of companies have experienced a service interruption in the last 15 months, and the merging of different IT infrastructures is sometimes the cause.

The ability to utilize heterogeneous hardware with robust and scalable BC/DR makes Zerto an ideal solution. Zerto Virtual Replication can provide consistent, enterprise-class disaster recovery as it works in the hypervisor, independent of the storage infrastructure. It is a software only solution that delivers recovery point objectives (RPOs) of seconds and recovery time objectives (RTOs) of minutes; service levels that many organizations thought they could only get with an array-based solution.

Challenges for Law Firms

To support the lawyers' workflow, information and applications must be available. Ensuring uptime and availability can be very challenging, especially when the IT infrastructure has been cobbled together through several mergers and acquisitions. Many times, the IT environment consists of incompatible hardware and software, so providing a consistent solution across the environment is difficult.

Benefits of Zerto Virtual Replication for Law Firms

- Provide granular protection of applications, not just data, ensuring minimal data loss while protecting revenues
- Provide a robust and consistent BC/DR solution, regardless of the underlying infrastructure
- Minimize risk with fast access to data
- Help reduce overhead costs to enable investments that directly improve legal counsel and services

Leveraging Zerto Virtual Replication in a Law Firm

Zerto Virtual Replication (ZVR) delivers the aggressive service levels that law firms need, while delivering the promise of virtualization. ZVR extends the flexibility of virtualization to the BC/DR strategy and ensures the availability of case data.

Minimize data loss with continuous block level replication. The billable hour is the central revenue unit of a law firm. If data is lost or work must be redone, the law firm loses money. ZVR's continuous block-level replication ensures minimal data is lost within an organization. Many customers see RPOs of seconds, versus minutes

" **Zerto represents the future of replication technology and we are now on the cutting edge of disaster recovery solutions. The actual RPO and RTO now exceed the expectations of the business and allow me to sleep easy at night knowing all of the critical virtual machines are replicated in near real time.**"

— IT Infrastructure Engineer

or hours compared with other solutions. Consider this: a law firm may break up a billable hour into six 10-minute segments. If the RPO of the solution is 15 minutes, work has been lost for every lawyer in the firm for two billable increments. This can result in thousands of dollars lost.

BC/DR in the hypervisor enables the consistent protection of a heterogeneous environment. As law firms grow, the IT infrastructure becomes more and more diverse. Delivering a robust disaster recovery solution seems impossible. ZVR is a simple, software-only solution that operates within the hypervisor, ensuring application protection despite environment complexity. Firms realize an enterprise-class disaster recovery solution with RPOs of seconds and RTOs of minutes.

Minimize risk with fast access to case data. With every minute a lawyer cannot access a record or case data, productivity and revenue is lost. ZVR automates the failover of an application, so if there is an outage, it is available in minutes, ensuring lawyers can get clients the counsel they need – fast.

Reduce overhead costs to enable investments to provide a better client experience. ZVR can help reduce the operational and capital costs associated with disaster recovery, freeing up budget to increase the quality of legal services. ZVR can replicate between different types of storage and servers, extending the life of existing hardware assets. Finally, its simplicity means that a dedicated IT administrator is not needed, freeing up resources for other projects.

Additional Benefits of Zerto Virtual Replication

- Simple protection: Complex management is an issue for more than 50% of IT departments. Replication and orchestration in one product makes it easy to manage the disaster recovery process.
- Virtual aware: Replicate virtual machines, not LUNs; with only the required information replicated IT is able to reduce network and storage requirements and costs.
- Aggressive SLAs: More than 86% of companies stated it would take hours to get the infrastructure up and running. This translates to thousands of dollars lost. ZVR delivers RPOs of seconds and RTOs of minutes so case and legal data is available fast.
- No configuration changes required: ZVR installs seamlessly into the existing infrastructure in one hour – no hardware or software updates are needed, so there are no hidden costs.

Summary

Zerto Virtual Replication ensures the protection and availability of client and case data so lawyers have access to the information they need to offer the best advice to clients. Leveraging a hypervisor-based replication solution eliminates dependency on hardware, reducing costs while providing a consistent BC/DR solution. These savings can be reinvested to improve the quality of legal services increasing case success rates.

" **With Zerto Virtual Replication, we are able to deliver an enterprise-class DR solution within our commercial infrastructure. We didn't have to upgrade our network, storage or servers and we are seeing RPOs of seconds. To get this same service level with array-based, we were going to have to invest in a costly network upgrade. Zerto Virtual Replication fit seamlessly into our existing infrastructure and is delivering extremely high service levels.**"

— IT Infrastructure Engineer

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Contact us today to learn more or request a free trial at **www.zerto.com** or **info@zerto.com.**

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