

## Boyes Turner delivers its verdict on Tegile's advanced storage solution



Boyes Turner is one of the UK's leading full service regional law firms. Based in Reading in the heart of the Thames Valley the firm works regularly with many of the world's largest multinationals as well as successful UK and European businesses. Boyes Turner has around 200 staff with specialist groups of lawyers provide comprehensive legal solutions and advice. They are amongst the most highly rated in the UK according to Chambers Guide to the Legal Profession and The Legal 500 and are regularly ranked as amongst the best in the UK that provide services for individuals.



### Challenges

- Rapid adoption of virtualisation has meant that companies are looking for networking solutions that effectively reduces user downtimes.
- Boyes Turner had an increased need to overcome the performance limitations of its existing Dell storage array
- Required a storage solution that would support its business-critical Microsoft SQL applications
- Any new deployment needed to support NFS to avoid the rip and replacement of the current infrastructure

### Solutions

- Tegile's IntelliFlash Hybrid Storage Array

### Results

- Exceeded the throughput and performance needs of SQL application suite
- Achieving compression rates of 70 - 75% in-line with Tegile's forecasts
- Increased reliability to 99.9 percent

The competitive landscape for across all aspects of law has changed as the UK emerged from the economic crisis of 2008, and In order to remain competitive and continue to be leaders in their field Boyes Turner needed to grow its customer base whilst maintaining its excellent client service as well as increasing its annual turnover. Based in Reading in the heart of the Thames Valley, the firm works closely with successful UK and European businesses as well as regularly with many of the world's largest multinationals, complimented with award winning practise groups for Private Individuals work.

With the ever increasing demand of clients for both quality and cost of work, legal firms have found themselves needing to balance both the need to retain and grow work within its existing client base as well as to reach out for new clients and new opportunities. The nature of legal representation is highly competitive and firms need to be able to analyse work effectively and efficiently and prove their areas of expertise to maintain and win these new customers. Potential new clients are not only looking for highly competent legal staff, they need reassurance that their legal firm has an excellent support function and that the right IT solutions are in place to support their work, manage risk and deliver work in a cost effective and timely manner.

As part of its commitment to quality the firm is accredited against Lexcel, the Law Society's legal practice quality mark for excellence in legal practice management and legal client care. The firms online document management system is a fundamental part of this and also, as it is a member of the Law Society, there is an additional layer of compliance and auditing processes that needed to be adhered to as well. The ability to share and work on key documents in a secure but collaborative manner with a number of clients is also an essential in the digital age.

As more and more organisations are realising the benefits of virtualised environments, Boyes Turner was already 95 percent virtualised using on-premises private cloud, and so its storage system was crucial in the effective running of the business. The firm recognised the need to invest in its IT infrastructure and upgrade its aging storage system. With the number of documents in its document management system growing at an exponential rate – almost doubling every six months – it was vital that the IT systems were able to keep pace with this growth from both a storage and performance perspective so that the service levels to its employees and hence their performance would not be affected.

"Law is a very competitive business, to be challenging for the best business and providing your clients the best possible service you need to be able to ensure that your data is being

managed in an efficient and effective manner. It's fundamental to our business that we are able to drill into data to ensure that the work we're doing is profitable and that our lawyers are able to continue to provide outstanding client service." said Tim Roche, head of IT, Boyes Turner.

### Tried and tested

To ensure that IT services continued to support the business Boyes Turner implemented the Tegile IntelliFlash Hybrid Storage Array. One of the key benefits of this deployment was the inline compression and deduplication software, which promised to drastically reduce the firm's storage footprint. Before the contract was signed Tegile was able to provide key customer recommendations from similar businesses and big name organisations, who provided glowing references for the company and firmly convinced Tim Roche of the benefits available to them. From

conception to installation, the process took less than eight weeks.

"With Tegile, there was no smokescreen, everything was laid out on the table and we were told exactly what we would get and how we would get it."

### Sentenced to deduplication and faster virtualised environments

Boyes Turner immediately realised the benefits of its new Tegile array. According to Tim Roche; "Before Tegile we were putting in a great deal of effort to ensure that we avoided any downtime due to the influx of data and increasing overall IT system demands, but now our reliability is up to 99.9 percent and we're seeing a compression rate of 65- 70 percent, which whilst in line with what Tegile forecast is hugely impressive."

Focusing on its long-term strategy Boyes

Turner feels prepared for any future growth over the next couple of years particularly with Big Data continuing to grow. It is essential that organisations have access to powerful tools that allow specific data to be accessed and analysed in real-time to make business critical decisions. Rather than duplicating efforts, legal firms with the right IT in place can streamline efficiencies and drive profitability.

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