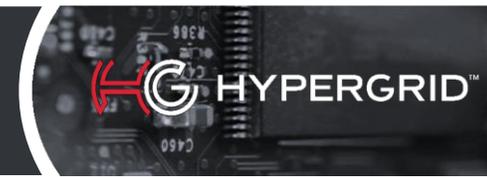


Legal Firm MacRoberts Deploys HyperCloud for IaaS

Enterprise Cloud-as-a-Service serves over 40 million documents



Consumption-based enterprise cloud service brings huge improvements in speed, performance, and cost savings through HyperCloud IaaS, which delivers an all-flash based block storage service

Customer Overview

Established 150 years ago, MacRoberts LLP has witnessed and experienced a lot of technology changes. It is perhaps because of this history that they are in fact forward looking in their views. They are constantly looking to take on bold new initiatives, especially where technology comes into play so they can stay ahead of competition. MacRoberts has introduced technologies ahead of most other firms in the UK and was one of the early adopters of hyper converged infrastructure.



Growing successfully through the years, the firm offers a diverse portfolio of legal services supported by 48 partners and over 200 staff employed in offices in Glasgow, Edinburgh and Dundee.

MacRoberts is relied on for its vast experience and solid management and client decisions and is recognized as one of the leading commercial law firms in Scotland.

Customer Challenge: Reduce 40 “tin boxes” and manage data growth and access

Aging infrastructure presented a huge business risk to the organization, limiting its ability to meet its partner and customer demands for fast information and document access. With a workforce that requires access whether in the office or not, even outside the UK, the ability to access the systems from anywhere is very important.

Data protection was also becoming a major issue. The legal industry is still very paper-driven with sizable documents prepared for clients. For example, one loan transaction can produce 100,000 documents. MacRoberts estimates it currently has over 40 million documents stored, making the ability to run regular backups business critical but difficult

Robert Crichton, Head of IT at MacRoberts, stated, “We had 40 different tin boxes, with different VMs and—in some cases—limited visualization, with direct-attached storage. It was a business risk and we really needed to consolidate and reduce

HIGHLIGHTS

- **Industry:** Legal Services
- **Size:** 200 – 250 employees
- **Current Environment:** Hewlett Packard Enterprise (HPE) DL580 and 380 G6 servers with HPE Lefthand SAN
- **Problem:** Disparate and aging infrastructure, poor resource management against growing IT demands
- **Solution:** Infrastructure consolidation, high performance IaaS, massive capacity increase on small datacenter footprint
- **Benefits**
 - Huge TCO savings from reduction in datacenter footprint - 42U to 4U
 - Real-time DR from all-flash storage services
 - Faster time to value; huge improvement in application response times
 - Ability to scale instantly; future proof design supports ongoing data growth

“When we came across the HyperGrid solution the immediate reaction was yes, this is a quantum leap in what we’re doing—this will provide us an infrastructure advantage and since it’s based on the Microsoft stack, we also get a long term solution.”

— David Flint, Senior Partner, IP, Technology & Commercial, MacRoberts



that complexity and gain the ability to add capacity. The challenge confronting us was the onerous management overhead and the difficulties in scaling the environment.”

Why HyperCloud Enterprise Cloud-as-a-Service

MacRoberts evaluated several vendors, including HPE, Cisco, EMC, Nimble Storage and Nutanix. They evaluated these solutions through an onsite proof of concept (POC), but none met their need for performance, simplicity and integration with Microsoft. Then they tried the HyperGrid HyperCloud and were so impressed, they “wanted to keep it forever.”

“Many factors were considered when choosing HyperGrid, including the simplicity of HyperCloud compared with the different VMware-based systems. It is a solution based on Microsoft technology and this meant that not only were we working within an environment we knew, we were getting the benefits of working with Windows Hyper-V technology, while futureproofing our investment” added Robert.

Benefits of HyperCloud Enterprise Cloud-as-a-Service

“HyperGrid actually delivered more than they promised which is a wonderful experience. It’s the experience we hope to do as a business—it’s why we like working with the HyperGrid people.”

— David Flint, Senior Partner, IP, Technology & Commercial, MacRoberts

The first clue that HyperGrid was helping MacRoberts achieve the modern data center was how easy HyperCloud was to install. In fact, the installation was so straightforward, it made the IT staff nervous they had missed a step or two. But they had not, and after the easy deployment, the IT staff physically removed 15 servers from two data centers and reduced the number of servers to four. Just on day 1 of the deployment they had already realized considerable savings.

HyperCloud has drastically cut the physical footprint and power use required to run the business, and helped bring about near real-time Disaster Recovery (DR) replication.

“We virtualized our physical workloads into the all-flash solution and we then added on DR replication. We’ve actually duplicated that technology across sites, so our Glasgow office is replicated instantly, and just five minutes over the wire to our Edinburgh site. We brought in the hybrid storage to back up that live production system as well as for replication on premise,” added Robert.

MacRoberts has around 75 virtual machines deployed on the HyperCloud infrastructure based at each site. It has also added additional storage capacity for a total of 112TB at each site using HyperCloud Storage Nodes. Systems are now being backed up at least once a day, decreasing risk of critical data loss.

In the legal industry, a lot of applications have a document management feature. After deploying HyperCloud IaaS, which delivers high performance storage based on an all-flash architecture, application response time for MacRoberts has greatly improved. They have set new I/O performance bars with the all-flash infrastructure, enabling higher productivity and faster client response time. Forty million documents can now be accessed at lightning fast speeds!

About HyperGrid

HyperGrid is a market leader in Enterprise Cloud-as-a-Service. It delivers HyperCloud, which is the only consumption-based, full-stack, on-premises cloud service for the enterprise. HyperCloud provides on-demand infrastructure, platform and application services that are built on its industry-leading infrastructure fabric. HyperCloud makes any application deployment and management incredibly simple and secure by tightly integrating self-service user provisioning and IT governance. HyperGrid is IT Simplified for the Business and brings unprecedented agility, simplicity and scale to help IT drive business growth and success. HyperGrid is headquartered in Mountain View with sales throughout the world. For more information, please visit www.hypergrid.com.



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