

## IT Resilience for Law Firms

### Protecting more than the Billable Hour

Law firms depend on their interactions with clients, courts, and other attorneys being safely recorded and available at all times. The ability to access this data is critical for maximizing uptime and protecting the billable hour - the primary source of revenue for most law firms.

A recent report from Altman Weil states that law firm mergers are the highest they have been in a decade. Although mergers and acquisitions can often be a primary growth strategy, this challenges the expectation of an always-available IT infrastructure as it frequently results in a complex, disparate environment that becomes increasingly difficult to manage.

The ability to enable data mobility across heterogeneous hardware and IT infrastructure makes Zerto Virtual Replication (ZVR) an ideal solution for law firms. ZVR provides simple, scalable disaster recovery that is enterprise-class and hybrid cloud enabled. It is a software-only solution that installs in under an hour with no downtime or disruption to production and can be managed through a single interface. ZVR delivers Recovery Point Objectives (RPO) of seconds and Recovery Time Objectives (RTO) of minutes, protecting both revenue stream and the availability of case information.

#### Challenges for Law Firms

- Ensuring information and application availability to support work-flow is integral to protecting business revenue and maximizing billable hours
- The complexity of unifying disparate infrastructures introduced through mergers and acquisitions increases operational overheads and risk
- Maintaining application-consistent replication in heterogeneous IT environments requires multiple solutions that are difficult to manage and test

#### Leveraging Zerto Virtual Replication in a Law Firm

ZVR delivers the aggressive service levels law firms need while also enabling them to fully realize the benefits of virtualization. By extending the flexibility of virtualization to the DR strategy, ZVR ensures the protection and availability of case data.

**Minimize data loss with continuous data protection.** 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 utilizes continuous data protection to ensure minimal data loss within the organization. Customers enable an enterprise-class DR plan with RPOs of seconds, versus the minutes and hours seen with other solutions. Consider this scenario: a law firm breaks 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.

**Hypervisor-based disaster recovery enables the consistent protection of a heterogeneous environment.** As law firms grow, the IT infrastructure becomes more and more diverse. Delivering a robust DR strategy is difficult, especially with technologies that are dependent on matching infrastructures. ZVR is a simple, software-only solution that operates within the hypervisor, ensuring application protection despite environment complexity.

*"I even use Zerto to restore files. Rather than Veeam, I have used it to do a test failover to the other sites, spin it up, grab the file that someone needs, and put it back in the production network. Sometimes that's faster than dealing with backups. You click 'test failover' and ask: show me the file, what do you need? Done."*

Jayme Williams  
Sr. Systems Engineer,  
TenCate North America

*"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 level of service with array-based, we were going to have to invest in a costly network upgrade. ZVR fit seamlessly into our existing infrastructure and is delivering extremely high service levels."*

IT Infrastructure Engineer

**Minimize risk with fast access to case data.** Productivity and revenue is lost with every minute a lawyer cannot access or record case data. Zerto Virtual Replication enables lightning-fast application or file-level recovery directly to production, ensuring lawyers can provide clients with the counsel they need at all times.

**Reduce overhead costs to enable investments to provide a better client experience.** ZVR can help reduce the operational and capital costs associated with DR, 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 assets. The simplicity of ZVR allows IT administrators to spend less time managing the solution, freeing up resources for other urgent projects.

## Benefits of Zerto Virtual Replication for Law Firms

- Minimize risk and protect the billable hour with fast access to granular recovery data, including application and file-level restore direct to production
- Management of storage agnostic replication across multiple hypervisors, disparate versions of hypervisors and cloud platforms is unified through a single interface, reducing complexity and management overheads
- Virtual Protection Groups (VPGs) enable consistent replication and recovery of high write-rate multi-VM applications, ensuring minimal downtime and data loss.

Additional Benefit of ZVR	Description
 <p><b>Simple Protection</b></p>	Complex management is an issue for most IT departments. Replication and automated recovery orchestration, all administered through a single pane of glass makes it easy to manage the DR process.
 <p><b>Virtual-aware</b></p>	ZVR enables block-level replication of VMs, not LUNs; by replicating only what you need, network and storage requirements are reduced.
 <p><b>Aggressive SLAs</b></p>	The inability to access and record case data, negatively impacts revenue and productivity. ZVR delivers RPOs of seconds and RTOs of minutes to ensure case and legal data is always available, maximizing billable hours.
 <p><b>No Impact</b></p>	ZVR installs seamlessly into the existing infrastructure in under an hour, with no downtime required or disruption to the production environment.

## 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 DR solution. These savings can be reinvested to improve the quality of legal services, increasing case success rates.



### About Zerto

In today's connected world, businesses need to be available to their customers, 24/7/365. Zerto provides Resilience for Evolving IT™, ensuring enterprises and their customers always have access to applications without any IT interruption, downtime or delay. Zerto's award-winning Cloud Continuity Platform™, protecting thousands of enterprises worldwide, is the simplest, most reliable BC/DR software solution built to protect applications on any virtualized IT environment, be it public, private or hybrid cloud. Zerto's proactive approach to recovery gives companies confidence in their ability to withstand any disruption, easily incorporate new technology, and quickly adapt to accommodate evolving IT priorities. Learn more at [www.zerto.com](http://www.zerto.com).