



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 members with specialist groups of lawyers that provide comprehensive legal solutions and advice. They are amongst the most highly rated in the UK according to the Chambers Guides to the Legal Profession and The Legal 500, and are regularly ranked as amongst the best in the UK that provide services for individuals.

The Challenges: Legacy Storage Systems Have Performance Limitations

The competitive landscape across all aspects of law changed as the UK emerged from the economic crisis of 2008. In order to remain competitive and continue to be leaders in their field Boyes Turner needed to grow its customer base while maintaining its excellent client service as well as increasing its annual turnover.

With the ever-increasing client demand for services that are both high quality and affordable, legal firms have found themselves balancing the need to retain and grow business within their existing client base while also reaching out for new client opportunities. The nature of legal representation is highly competitive, and firms need to be able to analyze 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 quality mark for excellence in legal practice management and legal client care. The firm's online document management system is a fundamental part of its legal practice and, as it is a member of the Law Society, there is an additional layer of compliance and auditing processes that must 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 essential in the digital age.

As more and more organizations are realizing the benefits of virtualized environments, Boyes Turner was already 95% virtualized using its on-premises private cloud, so its storage system was crucial in the effective running of the business. The firm recognized 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 capacity and performance perspective so that the service levels to its employees and productivity 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 at Boyes Turner.

The Solution: Tintri IntelliFlash T-Series

To ensure that IT services continued to support the business Boyes Turner implemented the IntelliFlash system. One of the key benefits of this deployment was the real-time compression and deduplication, which promised to drastically reduce the firm's storage footprint. Before the contract was signed Tintri was able to provide key customer recommendations from similar

Challenges

- Performance limitations of existing legacy storage
- Needed to support Microsoft SQL® Server applications
- Needed to support NFS to avoid "ripping and replacing" the current infrastructure
- Downtime due to increased system demands

Solution

- Tintri IntelliFlash T-Series

Results

- Exceeded the throughput and performance needs of SQL application suite
- Compression rates of 65 to 70%, in line with forecasts
- Increased reliability to 99.9%



businesses and big-name organizations, 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 IntelliFlash, 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.”

The Results: Deduplication and Faster Virtualized Environments

Boyes Turner immediately realized the benefits of its new IntelliFlash system.

According to Tim Roche; “Before IntelliFlash 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% and we’re seeing a compression rate of 65 to 70%, which, while in line with what Tintri forecasted, 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 organizations have access to powerful tools that allow specific data to be accessed and analyzed 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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Tim Roche, Head of IT, Boyes Turner

Experience Different! For more information on how Tintri IntelliFlash can turbo-charge your business success through a simple, Intelligent Infrastructure, visit tintri.com/intelliflash.