

Legal Eagles Soar in the Cloud



Cole, Scott & Kissane

When it comes to backup, CIO Jason Thomas was looking for a solution that is:

- SaaS based and a good fit for his long term cloud strategy
- Simple and easy to use, improving his team's efficiency and productivity
- Affordable and financially flexible, making budget planning more predictable
- Secure and dependable, ensuring his data is immutable and safe

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Law Firm Goes "SaaS First" with Clumio to Protect Its Data

Cole, Scott, and Kissane (CSK) is a litigation firm with 13 offices up and down the state of Florida. As a rapidly expanding legal organization, they wanted to ensure they had technology that could accelerate their growth trajectory—not slow them down. That's why they brought on Jason Thomas as their CIO. His job: find and implement world class technology that delivers true business value into the future.

"When I started at CSK," said Jason, "the firm was already growing fast. But then it just exploded and I learned very quickly how important it was to scale properly. When making technology decisions, it is critical to make sure it's not just about now. It's about what our technology is going to look like in three to five years."

As Jason considered the next generation of technology at CSK, he knew he needed a clear strategy for the cloud. He was committed to moving infrastructure and applications off premises as quickly as possible, but he wanted to do it thoughtfully. "Every time we look at a new solution, we're trying to find something that's truly SaaS based," he explained. "It reduces the amount of infrastructure required and makes management much easier."

Meeting the Challenge of Data

One of Jason's biggest and most immediate challenges was data, and how to govern it successfully. For a law firm, the need to both protect and have quick access to data was critical. "How do we control all this sensitive data," he asked? "How do we keep our data safe? It turned out to be a big thing! We have terabytes and terabytes of data sitting around. And, with the need for multiple copies to satisfy data protection best practices and compliance requirements, it can turn into one big data sprawl very fast."

To manage this potential sprawl, Jason knew he needed an approach to data protection that fit into his long term strategy for the cloud. As Jason started to investigate his cloud-based backup and disaster recovery options, he came across Clumio and its authentic SaaS solution.

"We had put Rubrik in about a year ago," Jason stated. "It's a satisfactory on-prem backup solution. And they had a cloud offer but, when I saw the Clumio solution, I said this is way easier. This is a no brainer." For Jason, Clumio's ability to take full advantage of the cloud and deliver unmatched simplicity differentiated it from other so called SaaS products.

CSK is able to protect all of their VM's every 4 hours during every day of the year with no impact to the performance of production applications. The ability to not worry about capacity and performance planning for 8,370 backups a month is a huge win for CSK and their IT staff so that they can focus on more strategic business initiatives.

"One thing I really like about the Clumio solution," he said, "is it's agentless, so you literally just click on which machines you want and it just immediately starts seeding. You can get backups up and running very fast and get machines protected in the cloud very fast. It's simple. It's pick a policy, choose how often you want it backed up, and then start backing up. That's it."

Jason was also impressed by Clumio's ability to maintain the integrity of his critical legal data. "It's reassuring to know how easily and quickly we can restore data when we need it," he said. "Having the ability to store multiple terabytes per VM up in the cloud and know its immutable, that the data is always going to be there in the state that it should be, that's huge. That's a lot of value to us."

An Affordable Solution Makes an Easy Decision

As soon as Jason's team tested the Clumio solution and he personally saw the cost effectiveness, he was sold. "The other compelling factor in my decision to go with Clumio was the affordability and the pricing model," explained Jason.

In the end, Jason was won over by the financial flexibility of OPEX and the ability to effectively manage his budget through a predictable consumption model. With no bills for

infrastructure and no worries about depreciating assets, he could more easily plan for the future.

"For what you get—the protection and the guarantee that you have—I haven't seen anywhere else, with any other vendor," Jason declared. "I literally saw the Clumio demo, did a POC, and I was like, unless I'm missing something, this is it. Honestly, when I saw how we could easily backup our data, I made the decision that day."

The Power of SaaS and the Value of Commitment

For Jason, Clumio has confirmed that SaaS is the direction he wants his company to go with their critical applications. He believes that Clumio's ability to free his team up to focus on more strategic tasks has been invaluable.

"One thing we drive for at our firm is efficiency," stated Jason. "We're highly transactional and very high volume. So the fewer things that my team has to spend time deploying, babysitting, administering and upgrading, the better. I was up and running in one day and Clumio handled the upgrades and maintenance and all that as well. That's just the beauty of SaaS—we just simply use and enjoy the solution."

As CSK expands its use of Clumio over time, Jason is confident that the solution will continue to exceed his expectations. "We can be very demanding with our needs," he admitted. "We wanted a back up as a service that was inherently secure, easy to administer, and took full advantage of the economics of the cloud. We also wanted technology that could grow with our needs. Clumio gave us that solution."

Clumio is the innovator of authentic SaaS for enterprise backup. Using this secure service, organizations eliminate hardware and software for on-premise backup and avoid the complexity and cost of running third-party backup software in the cloud. As enterprises move aggressively to cloud, they use Clumio to protect workloads like VMware Cloud on AWS and AWS native services. Born in the public cloud, Clumio can leverage the most modern cloud services to ensure it meets the current and future backup requirements of the most demanding enterprises.

For more information, visit: www.clumio.com

