DartPoints

Case Study: *Legal Industry*

DartPoints Fosters Successful Journey to Cloud for Prominent Cincinnati Law Firm

KMK | Law

Summary

Low-risk starting point for cloud adoption in Recovery Cloud (DRaaS)

Ultra-secure Private Cloud environment

Private Metro Ethernet circuit provides the necessary connectivity for data protection and replication

Results

" *The legal field is so dependent on technology—from email to our document repository to the various applications and online legal tools we use—working with a provider who delivers always on systems and stability is critical to our practice."*

Rich Wills
CIO of KMK Law

The Client

Founded in 1954, KMK Law is a Cincinnati-based corporate law firm. The firm delivers sophisticated legal solutions to businesses ranging from start-ups to Fortune 50 corporations, and their reach extends across the nation.

Challenge

Due to aging hardware and infrastructure, KMK Law was ready for a full refresh of their storage and compute resources. However, revamping their in-house data center with a new IT platform, in addition to the cost of power and redundancy, would be too expensive of an investment. Another significant factor the firm had to consider was the risk involved in maintaining their IT equipment in an aging building, and with a modest IT team at that. KMK Law decided to outsource their in-house data center to a purpose-built environment through a cloud provider, a decision based largely upon risk reduction.

Solution

KMK chose DartPoints as their provider because they were impressed with their team's depth of knowledge and the technology and systems they had in place. Because Disaster Recovery (DR) offers a low-risk starting point for a cloud adoption strategy, KMK first implemented DR and backup as a service via DartPoints' Recovery Cloud (DRaaS) to protect their production environment housed at the firm's on-premises data center, just a few blocks from DartPoints' downtown Cincinnati facility. A private Metro Ethernet circuit between DartPoints and KMK's office provides the necessary connectivity for data protection and replication. After DartPoints' success in standing up the DR and backup solution, KMK decided it was time to move forward with the full transition to the cloud. The firm opted for a single-tenant environment in DartPoints' Private Cloud which provides the level of security and dedicated resources their business requires to protect their sensitive legal documents and ensure their business-critical applications are always available. In addition, DartPoints' Next Gen Firewall provides KMK advanced and comprehensive network security.

Results

Rich Wills, CIO of KMK Law, says the transition to DartPoints' Private Cloud and Recovery Cloud platform has dramatically reduced the risk the firm carried when managing their data center in-house. Having access to DartPoints' experienced talent pool allows KMK's in-house IT team to utilize their talents on IT projects that solve actual business problems rather than being left to maintain in-house equipment.