Graubard Miller services clients around the corner and around the world with the help of the iland cloud

From their base in the Chrysler Building in New York City, Graubard Miller underpins their market-leading legal services with an innovative IT strategy that enables them to work smarter and compete on the world stage with much larger legal firms.

business profile

In business since 1948, Graubard Miller's primary practice areas include corporate and securities law, litigation, real estate, trusts and estates, employment, intellectual property and taxation. A focus on innovation and efficiencies has enabled the firm to offer a level of legal representation associated with much larger firms without the high costs.

the search for a new DR solution

Steven Heller, director of technology for Graubard Miller applies the company culture of innovation and efficiency to IT operations. The transactional nature of legal services means that availability and performance are paramount to the business.

"If my users aren't connected, they're not serving clients," Heller said. "I need to ensure my business is protected so that IT can always be on and ready – availability and redundancy are my top priorities."

Already familiar with cloud tools such as email archiving, Heller began to investigate using cloud for disaster recovery. Graubard Miller had a DR solution in place – a physical co-location site – but it wasn't reliable or cost-effective enough. Heller explains: "The maintenance of the co-lo DR solution was overwhelming with many manual steps required to do a refresh and, with no cost-effective way to do DR testing, reliability was always a question mark."

Heller investigated multiple cloud-based DR solutions before making the decision to go with iland. The proven cost-effectiveness and ease of use of the iland DRaaS with Zerto solution as well as iland's ability to protect physical machines with Double-Take were key decision drivers.

profile

- SIZE: Mid-Size
- INDUSTRY: Professional Services
- SOLUTION: DRaaS with Zerto & Double-Take
- HEAD OFFICE: Manhattan, NYC

challenges

- Needed a more cost-effective and reliable DR solution
- Requirement for protection of both virtual and physical machines
- Easier DR testing required for protection assurance

benefits

- Response times drive desired RTOs
- Fast on-boarding and ease-of-use
- One DR solution to cover virtual and physical systems

Zerto
2016
CLOUD PARTNER
OF THE YEAR
AWARD

DR wish list delivered

Heller had a number of items on his wish list for a DR solution – and iland was able to check the box on all of them. Graubard Miller has a legacy document management system housed on physical servers that needs protecting. The iland hybrid solution with both Zerto and Doubletake protects both their physical and virtual machines.

The visibility and monitoring capability of the iland console is also a big plus for Heller: "I can see everything I need, manage the testing process, monitor replication and quickly spot any errors – the visibility is invaluable." And, the iland solution delivered beyond the required levels of security and compliance as well, with Heller liking what he saw in terms of the built-in advanced security features on the iland cloud platform.

response times drive results

Time means money in NYC and it's the same in the legal world so Heller was very focused on how quickly the solution could failover and failback and get their end users up and running. In the first failover test, an RTO of 2 hours was achieved, dramatically minimizing the impact to the business when compared to the previous RTO of 24 hours.

"The response times are amazing – I don't have to jump through hoops to do a test failover and I have 110% confidence that if needed, it will work. The solution is effective, efficient and easy." Heller said.

balancing cost and timeliness

Previously, Graubard Miller had struggled to find a DR solution that balanced their need for near real-time replication with cost-effectiveness. Heller explains the benefits of the pricing structure of the iland Zerto solution: "The pricing structure is great and the cost is a bargain. My ongoing costs are minimal and it's even cost-effective to run it live." Onboarding costs were also kept to a minimum – with the iland support and engineering team guiding the process, the solution was configured and up and running in under 8 hours which took the pain out of migrating to a new DR solution.

people drive value

Relationships drive business and the iland and Graubard Miller relationship is one based on value. "Everyone I deal with – from sales to support to the engineering team – is friendly, helpful, knowledgeable and communicative. I feel like a valued customer. I like everyone at iland!" The feeling is mutual, Steven!

"Everything that was on my wish list for a DR/BC solution was on offer from iland – the ease of use and testing, the attractive pricing, the reliability and visibility through the console. I love it!"

- Steven Heller, Director of Technology

about iland

With data centers in the U.S., U.K. and Singapore, iland delivers the only enterprise cloud solutions in the market today with true innovation, transparency, intelligent management and advanced security built in. iland's technology and consultative approach mean anyone–regardless of expertise, location or business objective – can benefit from a hassle-free cloud.

From scaling production workloads to supporting testing and development to disaster recovery, iland's secure cloud and decades of experience mean unmatched service. iland has been recognized as Veeam's Service Provider of the Year as well as VMware's Service Provider Partner of the Year, Global and Americas. iland is also part of the Cisco Cloud Managed Service Provider Program for IaaS and DRaaS and partners with other industry leaders including Zerto, Trend Micro, Hytrust and Nimble Storage.