

### British Columbia Law Firm Trusts Quorum onQ Reliability to Minimize the Impact of Malware

#### Business Challenges: Need for additional capabilities

Pryke, Lambert, Leathley, Russell LLP (PLLR) is a full-service law firm serving clients throughout BC and Canada. Located in Richmond, the firm has skills, resources and experience comparable to national firms and is dedicated to providing personal service to clients. PLLR has the personnel and experience enabling them to offer high-caliber legal services in many practice areas including: Wills and estates, business law, employment law, real estate, construction, personal injury, family law—as well as mediation and arbitration.

PLLR had outsourced much of their IT (including backup) for a period of time. However, they eventually determined that it made sense to pull those tasks back in-house. And, though they had used Dell AppAssure for traditional backup and recovery in the past, PLLR was interested in upgrading to a solution that provided additional capabilities—including high availability (HA) functionality.

#### The Solution: Research pays off. Going beyond instant recovery

Dan Phung, PLLR's information systems manager, was tasked with identifying data protection solutions that met PLLR's needs beyond backup—to include not only instant disaster recovery capabilities for both applications and data, but other useful functionality that would result in productivity gains and subsequently, a faster ROI.

"I spent considerable time researching DR solutions," said Dan. "There are so many options to choose from. I looked at larger, and perhaps more well known vendors; as well as numerous smaller vendors. There were definitely some similarities in terms of capabilities. However, it was a bit challenging to

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find the right mix of functionality, combined with a price point that would work for us." Dan further explained, "For instance, Unitrends seemed to fit the bill technically; but their pricing was way beyond what we had earmarked for DR. I ran into this scenario several times. What really helped me to filter out some of the vendor noise was the level of trust and comfort I'd gained within the Spiceworks community. It was there that I first heard mention of Quorum. And, by leveraging an impressive number of positive reviews on Spiceworks, I was able to save considerable time and effort in terms of research." Dan went on to explain, "In addition to the Quorum product reviews, I attended one of their live demo sessions, and was blown away by what I'd seen. That marked the end of my research. So, when all was said and done, I chose Quorum because it provided great functionality—beyond backup and DR—and the pricing was much more palatable than other solutions I'd looked into."

## The Impact: Understanding the end-to-end DR process

"As a successful law firm with significant hourly billings, the superfast return to business as usual, following an interruption in service—major or minor—is absolutely critical. We have had great success with Quorum's DR capabilities on several occasions. Most recently, it helped to minimize the impact of a malware attack we faced. It definitely works as advertised," said Phung. "And in terms of leveraging additional capabilities of their Quorum appliance, one thing I'm really looking forward to using down the road is the integrated sandbox. I've read about that in the Spiceworks community and it sounds like a great feature in which to take advantage of. Being able to leverage my Quorum appliance to test patches before I push them into production is going to be great!"

## Business Benefits of Quorum Solution

- Simple, one-click recovery speeds failover/failback process
- Dedicated appliance ensures best DR performance
- Unlimited and automated DR testing provides peace of mind
- Highly trained, friendly and proactive technical support
- Compelling price point allows budget for other IT initiatives

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DAN PHUNG  
Information Systems Manager

