



Miles & Stockbridge Case Study

Making eDiscovery data accessible,
cutting data backup and DR burden
with ClearSky Data



LOCATIONS

Headquarters in Baltimore,
with five other offices on
the East Coast

EMPLOYEES

480

IT DEPARTMENT

18

DATA FOOTPRINT

80TB and growing

SOLUTION

Replacing NAS environment
with ClearSky Data for storage,
backup and compliance

SAVINGS

40%

on data protection alone

Company Overview

The legal industry runs on data. It was true when Miles & Stockbridge was founded in Baltimore in 1932, and it's even more true today as the company has grown to almost 500 employees in six East Coast locations. Miles & Stockbridge prides itself on providing unrivaled client service, and also on the core firm values of excellence, integrity, respect, compassion, diversity and teamwork. Technology innovation is an unofficial firm value, as well. Miles & Stockbridge was one of the first firms to take its document management to the cloud 10 years ago, and its lean IT department is constantly looking for ways to improve the service it provides to the firm's lawyers and clients.

The Challenge

Just as data is an integral part of legal business, the expanding volume of data that law firms create can overwhelm IT departments. It requires innovative solutions that can also adhere to the strict compliance and privacy requirements firms deal with on a daily basis. Like many firms, Miles & Stockbridge was regularly adding storage to support growing eDiscovery workloads, swimming upstream against the crush of data its business was producing. The firm's IT department tried every technology imaginable to rein in its data and develop a solution that could easily grow with the firm, provide backup, and satisfy its requirement for ISO certification.

The firm was utilizing a network-attached storage (NAS) solution, and was frequently looking to cloud providers and storage-as-a-service (SaaS) options, but couldn't quite find the solution that addressed all its needs in a cost-effective, innovative way. And if something went wrong? Miles & Stockbridge was on the hook to replace that storage and deal with the potential data loss issues. When you put it all together, it was difficult, it was expensive, and it didn't make sense for their business.

The Solution

With its NAS system struggling to keep up, Kenneth Adams, CIO of Miles & Stockbridge, met with ClearSky Data's team to develop a plan. What initially attracted the firm to ClearSky Data was the way ClearSky handles primary data storage with backup and DR in a single service, which meshed perfectly with Miles & Stockbridge's innovative nature.

ClearSky eliminates the need to back up data, bolsters the firm's business continuity plan, and saves it money. ClearSky's solution came in at half the price of the NAS component Miles & Stockbridge was working with, while providing twice the capacity. Then there's the reduced maintenance component and elimination of physical hardware provisioning. This has led to year-over-year savings of more than 40 percent in data protection costs. For an IT department of fewer than 20 people, that is significant.

Part of that savings includes backup storage, which is continually growing. The company was paying in excess of \$20,000 per year with its previous system. ClearSky Data's solution provides Miles & Stockbridge full redundancy and access to all its data in multiple places. When data is written to the ClearSky service it is also put on ClearSky's cloud, and backed up in AWS. If one office goes down, everyone can simply be pointed to another location to access that exact same data. The cost? \$0. ClearSky Data provides the backup capabilities as a part of the solution, requiring no additional effort or resources from Miles & Stockbridge.

The Outlook

Data management is a moving target. It's not something you solve and forget. After all, the data isn't about to stop flowing.

Miles & Stockbridge continues to move data and new workloads to ClearSky's service. This includes 170 virtual servers (VMs), which highlights one of ClearSky's advantages over NAS: the firm can put data into the ClearSky service and that data is automatically cached at the edge for optimal performance as well as in the public cloud – with no additional work required.

As you would expect for a firm that handles a lot of litigation, Miles & Stockbridge has a great deal of court files on SQL Server, with one server often housing 20 to 30 terabytes of case data at a time. Backing that data up requires a lot of storage, and cloud backup isn't cost effective because it takes too long to restore. ClearSky's system will help Miles & Stockbridge back up automatically and access instantly (with RPO and RTO of virtually zero) should an outage occur.

In the future, the firm plans to move two 40-terabyte servers to the ClearSky system, which will provide enough storage for all the company's data. Miles & Stockbridge currently has 90 terabytes provisioned for backup, which would all be eliminated.

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Implementing this type of solution takes away the headaches of a backup solution. It took a while to grasp, but once we understood it, we wondered why didn't we do this earlier. We don't have to back up our documents today! That was a huge thing to get rid of and kill that responsibility. There is no need to watch the backup every single day to make sure that they succeed. It is verified that it's written as soon as we write it.

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Ken Adams,
CIO, Miles & Stockbridge

**Contact us to learn more about how
ClearSky is helping Miles & Stockbridge,
and how we can help you.**

clearskydata.com/contact-us