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Russell Flint  
IT Manager  
Vincent's Solicitors

## Boosting performance and availability through innovation

### At a glance

**Country:** United Kingdom  
**Industry:** Professional Services  
**Founded:** 2000  
**Website:** [vslaw.co.uk](http://vslaw.co.uk)

### Challenge

Vincent's Solicitors' ageing IT infrastructure was prone to failure, slow and no longer able to cope with the company's growth. It wanted to find a flexible, cost-effective and high-performing alternative.

### Solution

Working with local IT specialist, Holker IT, Vincent's Solicitors deployed three FUJITSU Server PRIMERGY RX2530 running VMware virtualisation in combination with a FUJITSU Storage ETERNUS AF250 All-Flash device. twelve virtual machines provide key applications and virtual desktop infrastructure for 100 thin clients.

### Benefit

- Log-in times have halved and application performance has doubled
- Availability has improved with 100 per cent uptime
- The Fujitsu Reliability Promise for Enterprise Hardware guarantees that if there are any problems during the first year, it will refund and replace the hardware
- Perpetual licences reduce costs of scaling out the storage

## Customer

Established in 2000 in Garstang, UK, Vincents Solicitors has expanded quickly and today operates from seven offices across Lancashire, making it the leading legal service provider in the region. Each office is a hub of expertise in specific aspects of legal advice, including commercial law, personal injury, medical negligence, divorce and family law, conveyancing and wills & probate.

## Products and Services

- FUJITSU Server PRIMERGY RX2530
- FUJITSU Storage ETERNUS AF250 All-Flash Array

### Coping with dramatic growth

Vincents Solicitors has tripled in size in recent years; however, its IT infrastructure was in need of a refresh to cope with the challenges posed by this growth and to take advantage of new technologies. Moreover, the company depends on Eclipse Proclaim Case Management Software to handle its business but issues with its related database led to repeated crashes and downtime.

“Our IT set-up was designed seven years ago and was reaching end of life, meanwhile during that time we had grown from 35 to 90 employees which also put too much strain on the system,” explains Russell Flint, IT Manager, Vincents Solicitors. “That impacted our ability to scale and to introduce new technology such as IP telephony. It was clearly time to overhaul our IT infrastructure and move with the times.”

Vincents Solicitors has built a strong partnership with local IT specialist Holker IT and asked it for recommendations. The advice was to ask Fujitsu to come in with a proposal based on the law firm’s requirements.

“We met Fujitsu and went through its credentials and the proposal. It was a big difference to meet directly as most vendors don’t take the time,” adds Flint. “We were pleased with the proposal and with a little tweaking, it was clear Fujitsu could offer the performance, speed and compatibility we needed.”

### Introducing All-Flash storage

Holker installed three FUJITSU Server PRIMERGY RX2530, running VMware virtualisation in combination with a FUJITSU Storage ETERNUS AF250 All-Flash device. Twelve virtual machines provide key applications, such as Microsoft Office 365, Proclaim, Shoretel and WinScribe, and virtual desktop infrastructure (VDI) for 100 thin clients.

The ETERNUS AF250 All-Flash Array is the ideal choice for application scenarios with demanding data and performance requirements. It delivers impressive IOPS performance with lowest latency even at full load, offering Vincents Solicitors a solution that resolves all performance issues in critical applications – such as real-time business analytics or VDI environments – without requiring any complicated tuning.



“We performed a staged migration over six weeks so as to avoid downtime, running both old and new systems in parallel, transitioning applications and data in chunks out of hours,” continues Flint. “Now we have the virtual machines and remote desktop servers we need to support the business, as well as a new virtualised telephony system which would only work in the new Windows 10 environment.”

Vincents Solicitors was also able to re-provision its old hardware as a disaster recovery platform with automatic replication at a second site, adding further value to the project.

### Fast, reliable and scalable

Vincents Solicitors has seen an increase in performance of 80 per cent, which has boosted employee productivity while reducing frustration: “Proclaim is our core application which everyone uses on a daily basis. Now, logging in takes less than 30 seconds as opposed to over a minute and processing times have halved. That means our users spend less time waiting and more time getting on with the job in hand,” says Flint.

The company is also enjoying a much more stable IT infrastructure with no downtime in the six months since it has been deployed. Furthermore, it benefits from the Fujitsu Reliability Promise for Enterprise Hardware which guarantees that if there are any problems during the first year, Fujitsu will refund and replace the hardware.

“The hardware works perfectly and we also have predictive analysis which warns us ahead of any memory or disc issues,” comments Flint. “That, combined with the Reliability Promise, gives us tremendous peace of mind.”

The Fujitsu platform scales easily to handle future growth and new applications can be provisioned much more quickly. In addition, perpetual licences for the storage environment ensure that even if the hardware is upgraded or extended, no additional licensing costs will be incurred.

“Fujitsu and Holker IT have provided an agile, responsive, stable and high-performing virtualised environment that can scale as we grow,” concludes Flint. “It is a cost-effective and flexible platform that our company can build on for the future.”

## FUJITSU

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