



# Solicitors firm can recover full IT services in less than one hour with hosted disaster recovery solution

- Backup, recovery and archiving
- Data consolidation and management
- Virtualization



“Our hosted DR solution from Dell is cost effective and highly efficient, returning IT services in less than one hour in an emergency.”

*Carl Pywell, IT Manager,  
Paul Rooney Partnership*

## Customer profile

Company:	Paul Rooney Partnership
Industry:	Law
Country:	United Kingdom
Employees:	75
Website:	<a href="http://www.paulrooney.co.uk">www.paulrooney.co.uk</a>

## Business need

To help maintain a high quality of service, [Paul Rooney Partnership \(PRP\)](#) wanted to introduce disaster recovery (DR) to its IT infrastructure, and virtualize servers and storage.

## Solution

PRP deployed virtualized [Dell™ PowerEdge™ servers](#) and [Dell EqualLogic storage](#), and chose a hosted DR solution. The company also selected [Dell ProSupport](#) to protect its IT investment.



## Benefits

- Staff regain IT services in less than one hour in an emergency
- Company consolidates IT by around 60 per cent
- IT team reduces storage management time by around 50 per cent
- Personnel avoid disruption during deployment process
- Customer maximises IT performance with Dell ProSupport

The [Paul Rooney Partnership \(PRP\)](#), based in Liverpool, specialises in personal injury and accident compensation claims. The solicitors firm, which has been delivering legal services for more than 30 years, continues to thrive in a highly competitive environment, attracting a growing number of clients from across the UK.

“We’ve consolidated our IT by around 60 per cent, while gaining enough capacity to support business growth over the next few years.”

*Carl Pywell, IT Manager,  
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PRP’s team of legal professionals rely heavily on IT systems. The company’s line-of-business applications help staff manage their workloads effectively and win cases for clients in as short a time as possible. Fast and reliable disaster recovery (DR) is also essential to PRP because the company needs to keep client information – which is often sensitive – well protected and highly available. With such a strong connection between DR and quality of service, the business was keen to ensure it could respond well in the event of an emergency. Plus, to improve efficiency, it wanted to virtualize its infrastructure.

#### **Performance and reliability are key to delivering IT ambitions**

When the business looked at possible solutions, it found that Dell technology – particularly with its high performance and reliability – met its needs. It began working with Dell Certified Partner [MWL Systems](#), which proposed hosting a DR solution and virtualizing the infrastructure using [VMware® vSphere™](#) server software. Carl Pywell, IT Manager at Paul Rooney Partnership, says: “We were impressed by the Dell solution and the expertise and professionalism of MWL Systems.”

MWL Systems worked closely with Dell consultants to create a lab environment in which to validate the DR solution. It also ran tests to highlight application compatibility and show that fast recovery was possible over standard ADSL broadband.

With validation complete, MWL Systems started to deploy the solution. Pywell says: “We were delighted by the way the entire project was managed

by MWL Systems. It was important that we kept the practice running smoothly during the installation, and this was done without any problems.”

#### **Company consolidates IT by around 60 per cent**

PRP has consolidated its server and storage infrastructure – which is protected by [Dell ProSupport, Mission Critical option](#) with four-hour onsite response – and gained a more flexible environment. Just two [Dell™ PowerEdge™ R710 servers](#) with Intel® Xeon® processors 5500 series deliver all services, such as line-of-business applications, mail servers and Active Directory. Running VMware vSphere 4, the servers host 12 virtual machines. Pywell says: “We’ve consolidated our IT by around 60 per cent, while gaining enough capacity to support business growth over the next few years.”

#### **Technology at work**

##### **Services**

[Dell ProSupport](#)  
– [Mission Critical option](#)

##### **Hardware**

[Dell™ PowerEdge™ R710 servers](#)  
with Intel® Xeon® processors  
5500 series

[Dell EqualLogic PS4000E storage  
area network](#)

##### **Software**

[VMware® vSphere™ 4](#)  
server software



### IT team reduces storage management time by around 50 per cent

The servers are connected to a [Dell EqualLogic PS4000E storage area network \(SAN\)](#), which delivers iSCSI-based virtualized data storage and protection. The SAN – which provides rapid provisioning, seamless expansion and includes all management software – is easier to maintain, freeing IT personnel to work on higher-value tasks. Pywell says: “Storage management time has been cut by approximately 50 per cent with our Dell EqualLogic SAN.”

### Staff regain IT services in less than 60 minutes in an emergency

PRP employees will see IT services restored quickly in the event of an emergency thanks to the DR solution. Data is replicated between PRP’s Dell EqualLogic SAN and a second Dell EqualLogic SAN hosted by MWL Systems. Transfer speeds are optimised by Riverbed Technology WAN optimisation software. Besides gaining business continuity, PRP has also avoided a large capital investment because the DR solution is hosted offsite. Pywell says: “Our hosted DR solution from Dell is cost effective and highly efficient, returning IT services in less than one hour in an emergency.”

### About MWL Systems

MWL Systems, based in Wrexham, North Wales, has provided customers with tailored IT solutions for more than 25 years. Serving the needs of businesses across the UK, the company offers expertise in IT consultancy, deployment services and support, and has achieved ISO 20000 certification for its excellence in information systems management.

For more information go to: [dell.com/casestudies/emea](http://dell.com/casestudies/emea) and [dell.co.uk](http://dell.co.uk)

“Storage management time has been cut by approximately 50 per cent with our Dell EqualLogic SAN.”

*Carl Pywell, IT Manager,  
Paul Rooney Partnership*



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