



# KAUFMAN & CANOLES

## SUCCESS STORY

### *Law firm makes Neo Series™ tape library guardian of legal documents*

#### BACKGROUND

There's no time to lose when an attorney or paralegal must find a legal document. If someone at a law firm is doing research or preparing for a court appearance, the document must be available in minutes.

Like many organizations, law firm Kaufman & Canoles is facing a continuous, and significant increase in its data storage requirements. One of the factors fueling this growth is the rapid expansion the firm is enjoying. Now the state of Virginia's sixth largest law firm, it has grown by 34 percent since 1998 and employs 96 attorneys as well as a 163-person support staff. It maintains offices in six Virginia cities and provides legal services in 32 practice areas, including areas as diverse as Admiralty & Maritime law, Family Law and Mergers & Acquisitions.

#### CHALLENGE

The bulk of Kaufman & Canoles' data storage is located at the data center in the firm's main office in Norfolk, Virginia. There, the firm utilizes Intel-based Dell and HP servers, running Windows NT 4.0. It is the data, including legal briefs and other documents from these servers that the firm must store and access. The firm's need to store this data makes Kaufman & Canoles very dependent on reliable backup systems.

"We're very dependent on the backup systems for our Intel-based servers," said James

P. McKane IV, the firm's network administrator.

"We use these servers to store a variety of documents, SQL databases and other data, including data from our email server.

Because documents are the firm's lifeblood, the information on the servers is absolutely mission-critical."

"Until recently, we had been protecting the documents in our data center by backing them up on a number of HP internal DAT systems. We backed up the data every day, but because each server had its own backup method, the job was very time-consuming and management-intensive. As our data storage needs grew, we needed a more powerful, flexible tape solution."

#### SOLUTION

At the recommendation of reseller HorizonTek, Kaufman & Canoles replaced their DAT systems with Overland's Neo Series automated tape library. The firm's Intel-based servers are backed up through the network to a backup server attached to the Neo by an Ultra2 SCSI controller. The company uses Veritas Backup Exec 8.6, storing about 50 GB of data. "The HorizonTek representative recommended this system because we wanted to centralize storage, and not deal with so many different storage devices," said McKane. "We also needed to prepare ourselves for the continued growth we expected to occur."

> *"We've protected our investment by purchasing the Neo Series."*

- James P. McKane IV  
Network Administrator  
Kaufman & Canoles



Within the next year or so, Kaufman & Canoles anticipates that it will need to store closer to 80 GB.

## RESULTS

Retrieving documents from storage used to be a major ordeal at Kaufman & Canoles. "In the past, if an attorney needed a document because the version of the server was corrupted, or an earlier version of the document was required, we had to go to the tape vault," recalled McKane. "The stored tapes were located on two separate floors of the data center. First we had to find out which server was responsible for particular files. Then we had to go through every tape to determine where on the tape the particular document was located. It often took up to two hours to find the stored version of a document. Obviously, when an attorney or paralegal is depending on access to that document, a two-hour wait is not acceptable."

"With the Neo Series, we can get a copy of the document to the attorney or paralegal in 15 minutes. We tell the Neo which tape or tapes we want. It goes right to the data and grabs it. It is really proving its worth."

"Our Overland Super DLTape solution, with a 25-tape library, gives us plenty of room to grow," said McKane. "Also, it is much easier to manage the Overland device than the four different devices I had to manage

before. For example, with Overland, restores are about 10 times faster than they were before."

As a result of the firm's continued growth, Kaufman & Canoles will be moving their main office and data center to a new facility next year. This building will be wired for fiber connectivity, and, according to James McKane, the firm is considering installing a Storage Area Network (SAN) at that location. "We've protected our investment by purchasing the Neo Series. If we decide to install a SAN, we can simply connect the Neo to the Storage Network."

> *"It is much easier to manage the Overland device... restores are about 10 times faster than they were before."*

- James P. McKane IV  
Network Administrator  
Kaufman & Canoles

### WORLDWIDE HEADQUARTERS

4820 Overland Avenue  
San Diego, CA 92123 USA  
TEL 1-800-729-8725  
1-858-571-5555  
FAX 1-858-571-3664  
EMAIL [sales@overlandstorage.com](mailto:sales@overlandstorage.com)

### UNITED KINGDOM (EMEA OFFICE)

Overland House, Ashville Way  
Wokingham, Berkshire  
RG41 2PL England  
TEL +44 (0) 118-9898000  
FAX +44 (0) 118-9891897  
EMAIL [europe@overlandstorage.com](mailto:europe@overlandstorage.com)

### FRANCE OFFICE

126 rue Gallieni  
92643 Boulogne Cedex France  
TEL +33 (0) 1 55 19 23 93  
FAX +33 (0) 1 55 19 25 02  
EMAIL [europe@overlandstorage.com](mailto:europe@overlandstorage.com)

### GERMANY OFFICE

Humboldtstr. 12  
85609 Dornach Germany  
TEL +49-89-94490-214  
FAX +49-89-94490-414  
EMAIL [europe@overlandstorage.com](mailto:europe@overlandstorage.com)

### ASIA PACIFIC REP. OFFICE

30 Robertson Quay, #02-10  
Singapore, 238251  
TEL 65-6839-3510  
FAX 65-6738-3008  
EMAIL [asia@overlandstorage.com](mailto:asia@overlandstorage.com)

[WWW.OVERLANDSTORAGE.COM](http://WWW.OVERLANDSTORAGE.COM)