

# FELSBERG improves its efficiency and responsiveness with **Arcserve UDP**



## CUSTOMER PROFILE

**COMPANY:** FELSBERG

**INDUSTRY:** Legal

**STAFF:** 190



### COMPANY:

FELSBERG is one of the most renowned law firms in Brazil, offering safe and up to date legal advice.

### CHALLENGE:

As business started to grow, the company needed to optimize data backup and recovery so that the lawyers work wouldn't be affected in the event of a disaster.

### SOLUTION:

FELSBERG was already using Arcserve Backup, but due to the growth of data volume, a stronger solution was needed. Since they were already acquainted with Arcserve products and they trusted them, Arcserve UDP was their choice.

### BENEFITS:

Arcserve UDP is now used as the premier data backup and recovery solution, streamlining the process, reducing manual work and adding value to the business.

### COMPANY:

#### A pioneering law firm

Felsberg is a law firm which was founded more than 45 years ago. With a keen eye on the future, this law firm offers safe and cutting-edge legal advice, combining experience, tradition and excellence with a quick, efficient and focused service which delivers innovative solutions in the context of a fast-changing world.

The law firm serves customers from all over Brazil in its three locations (Rio de Janeiro, Distrito Federal and Sao Paulo) and has approximately 190 employees. Felsberg's goal is to increase their annual average revenue of R \$60 million by 30% by 2020.



## CHALLENGE:

To optimize the IT department's work in order to simplify lawyers duties



The goal of all projects executed by the IT department is to increase employee productivity.

– Rosangela Cantano | Administrative Manager



Felsberg's IT department has 7 highly committed professionals who are aligned with the vision of the law firm; they provide quick and efficient support to increase the lawyers productivity. Therefore, the team is always implementing new solutions and bringing the most cutting-edge and recent technology in the market so that lawyers can focus on winning the cases.

One of the most important duties of the IT department is the data backup process in the law firm. With the expansion of Felsberg's business, the data volume also began to grow, and doing backups became time and space consuming and the data recovery speed began to decrease, which would impact the lawyers work. The recovery tests took up to 16 hours. So, the office decided to implement a stronger solution that would better fit the data volume.

## SOLUTION:



Arcserve UDP test results were amazing; this helped us in the decision making.

– Wiliam Miguel | IT Coordinator



Felsberg was already acquainted with Arcserve products, so when considering to change the backup and recovery solution, they chose our brand again. After some testing, they went for Arcserve UDP, which offered impressive performance with the best cost-benefit ratio. The solution was applied in approximately 25 physical and virtual servers, protecting about 10 TB of data. During migration, the firm was supported by MD SYSTEMS, Arcserve's partner, from planning to implementation, which greatly simplified the process.



## BENEFITS:

### A truly quick solution



We reduced backup and recovery time by approximately 40%, thanks to the mechanism of source data deduplication.

– **William Miguel | IT Coordinator**



Arcserve UDP deployment was a success. With this solution, Felsberg has been able to greatly reduce the amount of tapes used for backup, which lowers the cost of external storage. In addition, backup and recovery time has been reduced by approximately 40%, increasing efficiency in the event of a disaster and ensuring that the lawyer's work is not lost. With these improvements, the team has a broader view of the backup service, so they can plan the IT services strategy with greater efficiency and quality, adding value to the business. The results were so satisfactory that Felsberg plans to implement other Arcserve solutions.

### About MDSYSTEMS

We develop solutions for infrastructure virtualization, security and storage projects by reducing the cost of ownership and resources targeting the return on your IT investments.

Our goal is to be ahead of market demands, to provide relevant information and to provide technologies that solve problems, improve resources and implement solutions that meet new business requirements.

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