PEARL TECHNOLOGY

The Connection That Matters Most

Heyl, Royster, Voelker & Allen

With Pearl Technology's help, Heyl Royster's storage capacity was increased by 50%.

Customer Profile

Heyl Royster is one of the largest law firms in Central Illinois, with more than 100 lawyers and offices throughout the state. Their vast size allows them to be experts in various areas of law and provide legal services to a variety of businesses and corporations, professionals, healthcare organizations, governmental entities, universities, insurance carriers, and other major institutions. Their experience and diversity has allowed them to successfully serve the legal needs of businesses and individuals throughout the Midwest for over a century.

Business Requisites

Heyl Royster was required to update their time and billing application. John Snider, Heyl Royster's Information Technology Director, contacted Pearl Technology for assistance with this project. Initially, Pearl Technology was only asked to provide a competitive quote for making additions to their current hardware. Heyl Royster's main concerns were that upgrading this business application could have a huge impact on the employees' daily workload, and create hardware performance issues.

Business Technology Problems

1. Heyl Royster was due for a server hardware infrastructure upgrade.
2. Heyl Royster forecasted a large growth need for storage due to new applications and increased user productivity.
3. Heyl Royster was using a non-centralized server architecture utilizing physical servers and first-generation virtualization technology.

The Pearl Technology Solution: Storage and Performance Enhancement

Heyl Royster was using an older storage technology built on traditional disks. In order to meet the firm's performance and storage requirements with this outdated architecture, Heyl Royster would have had to purchase new storage shelves and an additional computer rack. This would have increased the cost of power consumption and cooling by 25%, and raised the annual maintenance expenses for the existing spindle storage and new storage by a factor of three.

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When Heyl Royster reached out to Pearl Technology to get a competitive quote on the new storage, Pearl Technology used its connection with Nimble Storage to introduce new hybrid-flash storage technology to the firm. Hybrid-flash uses a combination of solid state disks and traditional spindle disks to increase storage and performance, while simultaneously reducing physical, electrical, cooling, and maintenance costs.

At the end of the day, Nimble increased Heyl Royster's storage capacity by 50% for less than traditional disks, and improved performance by 50% while reducing their maintenance costs.

Pearl Technology's solution allows the Heyl Royster Information Technology Department to grow seamlessly alongside the business for the next three to five years and also provides them with an improved solution for the backup and recovery of critical systems.

The Pearl Technology Solution: Centralized Administration of Servers

Heyl Royster was using various physical and virtual servers to provide critical business applications to their internal customers. Pearl Technology centralized the administration and reduced maintenance costs by implementing a Cisco UCS, VMware Virtualization, and Nimble reference architecture. Pearl Technology then migrated approximately 70 servers (both physical and virtual) to the new reference architecture with minimal impact to users.

The new reference architecture environment features Cisco unified communication blade servers, Nimble hybrid-flash storage, and VMware virtualization. This solution allows the Heyl Royster Information Technology Department to grow seamlessly alongside the business for the next three to five years. It also provides Heyl Royster with an improved solution for the backup and recovery of critical systems.

Benefits to the Client

- Collaboration opportunity for personnel and vendors
- Completely refreshed server infrastructure
- Enhancement to current server and storage technology
- Huge cost savings by avoiding the purchase of additional equipment
- Significantly reduced ongoing annual maintenance
- Five-year hardware performance guarantee
- Improved backup and recovery solutions for critical systems

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