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Deliver excellent customer experiences every time to drive your business forward.

How to store, manage and analyse your data for maximum impact and value



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The legal sector: Under pressure to deliver excellence in a data-driven world

The legal services sector faces pressure to deliver value for money and efficiency in a competitive environment.

With its reputation under continuous scrutiny, law firms must work on their reputational standing, developing not only what they offer, but how they offer it.

The range of both mid-market commercial and consumer legal services on the market seems exhaustive. Given that not all are subject to stringent regulation (for example commercial contracts and will writing services) competitive pressures are immense. How does this sector stay ahead of the game, offer a good customer experience, yet keep on top of costs and resources?

Moreover, Alternative Business Structures (ABS) now allow both lawyers and non-lawyers to share the management of a law firm. Legislation passed in 2010 entitles large corporates to bring legal services in-house and to offer them on a par with smaller, more traditional players. To keep pace, the former have embraced new data storage technology with gusto.

As with many sectors, for legal service providers, data is a vital business asset.

It supports the needs of the end user, of course, but is a powerful tool with which to identify business opportunities and enable strategic business decisions. The highly confidential nature of much of the data within the industry adds another dimension to the mix.

GDPR. A significant change in data protection law. Is YOUR business ready?

May 2018 heralds important new EU legislation: GDPR (General Data Protection Regulation) will impose stringent rules on the control, movement and storage of consumer data, requiring action from every legal services business. Legislation breaches could impose penalties of as much as 4% of global annual turnover.

A recent survey by a managed services provider revealed the alarming statistic that, in November 2017 only a quarter of law firms were ready for the new legislation. With severe penalties of up to 4% of global annual turnover, breaches could have a big impact on business.

The right IT resources in a legal services organisation will ensure that data is captured, stored and used at its best capacity. Importantly, it must be stored in a way that meets full compliance regulations. Advanced technologies such as Software-Defined Storage and Hybrid Cloud Storage could be the right solution.

The legal services sector has seen a move from being a sellers' market to a buyers' one.

Let's examine how these organisations can stay ahead of the competition through finding smart, flexible ways to capture, store and use data.



Has Your Organisation's Data Storage “Won Its Case”?



The legal sector is looking to information management as a key development tool.

“Big data” is everywhere. Information and knowledge are powerful enablers of every business activity, process and decision. Professional standards are high, with new technology presenting opportunities for improved business performance.

For legal services companies, closing new business is no longer as straightforward as it once was. Intelligent, data-driven business and marketing concepts need to drive sales.

What can midmarket firms learn from their larger counterparts?

A great deal, it seems.

- In these latter environments, data is increasingly seen as a powerful resource, enhancing decision-making processes and speeding up the rate of service delivery. The ability to use data to analyse judgements and case results helps provide predictions on litigation outcomes, even potentially bolstering a client’s case.
- Whatever the size of the organisation, however, vast amounts of data whether client or case files, meeting notes or new legislation, have to be captured and stored confidentially. And yet, the data needs to be easily accessible. It must be stored in a way that enables it to be segmented and analysed, and for new revenue streams to be identified.

- All this, while ensuring that sensitive information is stored safely and within all relevant privacy and security legislation parameters.

How many legal services businesses are doing all this?

While many, if not most legal services organisations have moved well away from ponderous paper-driven processes, even new cloud storage solutions may not entirely address data storage challenges. IT departments face an ever-increasingly complex set of decisions regarding using, managing and supporting their data storage infrastructure.

Your business needs a more powerful and infinitely more flexible way to store and use data. Cost-effective, easy-to-access data storage enables your practice to keep costs down yet deliver service that’s second to none.

We have the solution.

Find out more about how the right IT resources can store, analyse and extract optimum value from your data, enabling you to define the most appropriate and timely ways in which to meet your customers’ needs.

Viadex Introduces IBM Spectrum for the Legal Sector

In a world of dazzling change, the legal sector is and will remain, highly competitive.

IBM Spectrum is the answer. This powerful technology can ultimately help you deliver precisely to the needs of your target market, enabling growth whilst controlling costs.

IBM Spectrum is a suite of software-defined storage solutions that aims to fully meet the data storage needs of your business. Easy to deploy and totally scalable, it separates the software that provides the intelligence for storage from the traditional hardware platform. The result? Greater flexibility, cost efficiencies and the ability to gain more business value from your data.

IBM Spectrum Storage suites help you to:

- Easily store and handle all varieties of data
- Remain compliant within all current regulations, including GDPR
- Simplify how "big data" sets are used for historical or pro-active reporting
- Easily move data between locations for maximum agility
- With high quality data analytics, create and plan highly effective customer outreach strategies
- Scale your storage up, or down
- Extend storage to the cloud with IBM Cloud Storage

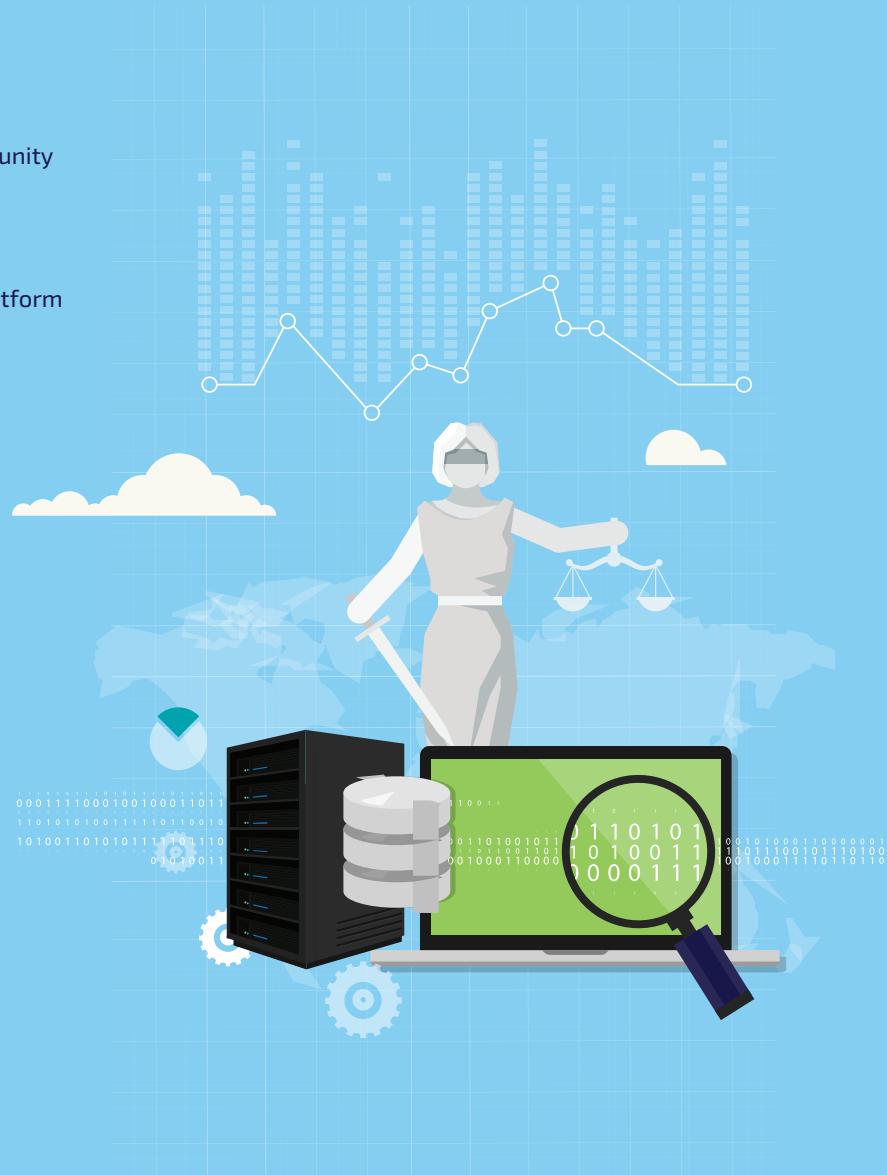
IBM Spectrum offers a powerful business opportunity to your legal practice, enabling you to use data efficiently, access it easily and store it within full compliance frameworks.

- Automate common tasks through a single platform
- Gain powerful, real-time insight

"GDPR represents a massive change to data protection, perhaps the biggest development in the last 20 years. I'm delighted not only that the Spectrum suite of products can help support organisations' compliance needs, but that it also offers solution that's cost-effective, flexible and scalable."

We also know how important data is to every business and how it enables good strategic decisions. IBM Spectrum simplifies data storage management, ensuring that it's managed and used as the vital powerful development tool it truly is".

Dino Cooper, CEO of Viadex, the leading global reseller of IBM Spectrum



50%

IBM Spectrum Control

Analytics-driven data management to reduce costs by up to 50 per cent

38%

IBM Spectrum Protect

Optimised data protection to reduce back up costs by up to 38 per cent

90%

IBM Spectrum Archive

Fast data retention that reduces total cost of ownership for active archive data by up to 90 per cent

5x

IBM Spectrum Virtualise

Virtualisation of mixed environments stores up to 5 times more data



IBM Spectrum Accelerate

Enterprise storage for cloud deployed in minutes instead of months



IBM Spectrum Scale

High-performance, highly scalable storage for unstructured data

The IBM Spectrum Product Family

With no dependencies on the underlying physical storage hardware, IBM's suite of software-defined storage products offers unparalleled quality for your practice.

With a consistent user interface and structured specifically to meet changing storage needs, including hybrid cloud, IBM Spectrum is an ideal tool for business growth.

Establish your policies and criteria, then let the cognitive capabilities within IBM Spectrum monitor, collect and analyse the data you need.

IBM Spectrum. A fully integrated approach. How will IBM Spectrum benefit YOUR legal sector business?

Why Choose IBM Spectrum?

Drawing on a long tradition of innovation, IBM Spectrum Storage offers your business premium quality machine learning functionality. This is agile, flexible data storage for the modern age, representing a new way to gain real value from the information within your organisation.

Traditional storage headaches, manual systems management and the costs associated with explosive data growth are now a thing of the past.

This is sophisticated, streamlined technology to enable your legal practice to manage data where they want it, and how they want it.

- A comprehensive storage system to monitor, automate and analyse your data
- Remain fully GDPR compliant
- Full data analysis capacity to support strategy or business decisions
- Retrieve data quickly and easily, whenever you need to
- Tools to enable IT staff to perform standard routine administrative tasks from a single application

- Policy-driven automation and tiered management
- Fully scalable to meet the size and needs of your business
- Efficient storage infrastructure management for traditional, virtualised, cloud and SDS environments
- Employ an enterprise cloud storage platform in as little as 30 minutes
- Advanced data protection, restoration and recovery





Why Choose Viadex as your IBM Business Partner?

Viadex is a leading reseller of IBM Spectrum technology in Europe.

We specialise in helping organisations maximise budgets and resources through best-in-class deployment of IBM technology, saving clients time, hassle and money.

With over 17 years' commercial and technical experience, we offer a full range of IT consultancy, design, supply and implementation and support services to businesses throughout the world.

We recognise that every business is unique. Therefore, we take the time fully to understand the exceptional and distinctive circumstances that affect your organisation, as well as your aims and objectives. With strong vendor partnerships and a fully trained technical team, we can create and deliver customised solutions to simplify your IT infrastructure, supporting your technology solutions around the globe.

Viadex understands the value and power of IBM's products.

And, our team is available to meet and monitor your IT needs 24 hours a day 7 days a week, 365 days a year.

We can provide:

- The widest selection of cost-effective IT solutions from a fully-accredited and vendor-independent supply and support partner
- One global cost structure, wherever you are
- Expertise and in-depth knowledge of vendor channel programmes, rebates and end of quarter offers to ensure alignment of expectations and budgets
- Reduced administration and supply chain management costs



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+44 (0) 208 739 1000



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