

IT & CIO Services

CASE STUDY

Summary

Challenge

- End of life infrastructure
- Large support costs
- Increasing client security requirements

Solution

- Significant infrastructure reduction
- Significant CAPEX cost reduction
- Hybrid solution with self-protecting storage, RPO zero data backup & 100% disaster recovery
- Sophos UTM
- Managed Security Services

Results

- 90% reduction in infrastructure
- 60% cost savings on storage, backup & DR
- Over 20% increase in business
- Improved data management and efficiency

Use Case Technologies



Klik.Solutions Managed IT Client. Unique Technology & Business Refresh

A legal firm hired Klik.Solutions as their Managed IT team with a focus on helping solve immediate and future IT challenges. In addition to IT support needs, the firm was facing end of life for their critical infrastructure. Leadership at the firm is forward thinking, and collaborated with the Klik.Solutions tech and business teams to implement an evolutionary solution, giving the firm an advantage in a competitive market.

The Challenge

The firm was at end of life for their large infrastructure which included several EMC VNX storage arrays and racks of Dell servers & networking. Performance was degrading while support and management costs were increasing. Additionally, compliance and security requirements were becoming more stringent. The firm needed a new technology and security strategy that would be cost effective, meet expanding client requirements, and integrate with mission critical business line applications.

The Solution

The Klik.Solutions Ops and Business teams collaborated with the client on several options including an on-prem consolidation and rebuild. *Strategy and plan development was part of our vCISO service with no additional cost to the client – whereas the previous MSP quoted thousands of dollars for a basic plan.* Checking all of the boxes – and opening the door to new business opportunities – Klik.Solutions leveraged our Molnii Cloud and ClearSky data along with minimal on prem Dell servers & networking equipment, and Sophos UTM firewalls. The overall solution provides a combined self-protecting storage, RPO zero backup and 100% disaster recovery, fully encrypted end to end – all on a consumption model.

The Results

Upon implementation, the firm realized security, performance, cost, and business growth benefits:

- Reduced technology footprint including management, support, energy, and space requirements by nearly 90%
- Reduced cost of storage, backup & DR by over 60% per month
- Moved to a monthly “pay-as-you-go” consumption cost model for storage, backup & DR
- Reduced CAPEX expenditures and applied those savings to marketing & business development
- Met client compliance requirements including ISO 270001 enabling acquisition of larger global clients
- Increased business by over 20% due to promoting forward thinking technology, additional sales & resources, and IT capabilities that made the firm eligible to work with clients previously out of reach
- Streamlined their data management processes for more efficient, productive performance

Klik.Solutions

Enterprise. Boutique Service.



Our Approach. Let's focus on your business outcomes first.

Klik.Solutions IT Solutions start with more than just looking at IT. Our team takes a holistic approach to the requirements and challenges to creating, maintaining and growing a successful firm, then designing the ideal approach for you. This includes knowing where the industry is growing, what clients demand from a firm such as yours, and which areas of compliance are most critical. Then, we're able to create the right technology path to achieve the right business outcomes you demand from your IT resources.

Klik.Solutions IT. Start leading the field.



Managed IT Services

- ✓ 24x7 monitoring, alerting, patching & updating
- ✓ 24x7 Support
- ✓ 24x7 application management
- ✓ Experience vCIO guidance & consultation
- ✓ Cost-free assessment & onboarding
- ✓ Application experience with TR, LexisNexis, Relativity plus many practice & case management suites



Managed Security Solutions

- ✓ *Ransomware Protection Suite* including next gen protection, encryption, physical & web protection
- ✓ Advanced anti-virus & anti-malware, Web, email & physical protection solutions
- ✓ SIEM Managed Security Service including 24x7 log monitoring, alerting & in-line remediation; 30-minute SLA's; 12 month log retention



Data Management Solutions

- ✓ On-prem, secure cloud & innovative hybrid solutions
- ✓ Client-compliant data tiering solutions for efficient, secure & cost effective data management
- ✓ 100% consumption model data combines hot storage, RPO zero backup, DR & archiving at a low cost per GB



Mobile Device Management & Security

- ✓ Mobile Device Management (MDM)
- ✓ Device policy development
- ✓ Control business data permitted on mobile devices
- ✓ Containers encrypt email, calendars & contacts
- ✓ Segment your data from user personal data



Managed Data Backup & Disaster Recovery

- ✓ Public, private & hybrid solutions
- ✓ Retention policy & DR Plan development
- ✓ Failed backup alerting, reporting & remediation
- ✓ 24x7 support



Klik.Solutions Secure Cloud Solutions

- ✓ Built by the Klik.Solutions Molnii engineering team to compete with AWS, Azure and others
- ✓ Tier 3+ SOC 2 Type II compliant data centers
- ✓ Storage as a Service & S3 Storage solutions
- ✓ Hosted applications

Transform your IT into a revenue center with Klik.Solutions.

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