



Integrated voice, network  
and virtualisation solutions

Case Study : Equilaw/Thomas Legal Group

April 2010

## Equilaw chooses Abtec for resilience and disaster recovery

“I have been absolutely delighted by the service from Abtec, having completed a management buy-out of my business. Ours was a time-critical move, in which the IT and phone systems had to be operational in the space of a weekend. Abtec achieved this, with time to spare, and have subsequently provided first class support. We now intend to use Abtec to overhaul the IT system in our sister law firm, Thomas Legal Group.” Claire Barker, Managing Partner.

### The Company

Equilaw operates a national service within the equity release sector providing independent expert legal advice to those wishing to release equity from their home.



Recognised by financial advisers nationwide for their niche work and experience in this specialist area of law, Equilaw is acknowledged as one of the market leaders in this sector.

They advise clients on the rewards and risks of the product which has been recommended by a financial adviser. The Equilaw team will explain the plan in detail, the obligations involved in taking up such a scheme and aims to ensure that

its clients fully understand what is involved before they proceed.

### The Challenge

When Equilaw went through a management buy-out they needed a new office and a whole new infrastructure for their 25 users with remote home workers.

We had a blank canvas to work on with their only requests being resilience and disaster recovery as they rely heavily on their system.

We had 8 weeks to design and implement this new infrastructure from the initial discussions.

## Our Approach

As this was a new venture they needed the ability for expansion. We recommended a virtualisation solution, built around VMWare, as they could expand without the need to purchase any new hardware. This also offers a high level of resilience and a clear direction for disaster recovery.

With careful planning and project management, we implemented their Virtualised infrastructure using VMware, HP Servers and Switches, a Hitachi SAN, LTO Tape Backup and an APC UPS.

For their Firewall, Web and Email security we used a Cisco Router along with Maildistiller WEBaware which offers Web Filtering, Spam Blocker and Anti Virus. This removes for the need for additional hardware and is easy to manage.

We also installed HiPath OpenOffice for VOIP and Mobility along with the ISDN30, Broadband and the new BT Business One Plan which offers an all inclusive call plan with significant savings.

Andy Beynon, Managing Director said

**“Equilaw had the benefit of a blank canvass. They allowed us to build a solution for them with features that, until recently, would only have been found in the Enterprise Datacentre”**

