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Clare de Banke
Managing Partner
BMTC Law

Borneo
Martell
Turner
Coulston

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the cloud specialists

BMTC Law case study

Borneo Martell Turner Coulston LLP (BMTC) is a family-owned solicitors firm based in Northampton with branches in both Northampton and Kettering. BMTC consists of nine highly experienced partners and a total of 50 staff across its two sites.

Like so many businesses, 2020 was a challenging year for BMTC. New ways of working and the requirement for a complete IT overhaul called for some real expertise to see them through, which led BMTC to us.

The team at BMTC knew that a thorough review of their existing IT infrastructure was desperately needed. However, they wanted to find a local firm who had the experience required to deliver meaningful change and recognised that Datastore 365 along with our reseller ACS could deliver a Hybrid Cloud solution to suit.

“We last had a review of our IT back in 2013,” explained Clare de Banke, Managing Partner at BMTC. “Now, we have more staff and many of them have been saddled with old hardware.”

“We wanted to be up-to-date and keep both our business and client data secure,” said Clare. “All in all, we just needed to review everything we had, IT-wise.”

BMTC previously relied on onsite backups and backups to tape with a physical server infrastructure. As they implemented their new on-premise VMware based infrastructure Datastore365 recommend using Veeam Backup and Recovery coupled with Datastore 365 Cloud Connect Service to allow BMTC to backup to a NAS locally but critically to also transmit encrypted backups of their sensitive data offsite to a secondary location in Datastore365’s Tier 4 Secure Datacentre.

Law is a vertical which is ripe for digital transformation, but is also under strict regulation. The Veeam Cloud Connect solution delivered by Datastore365 give BMTC peace of mind that they can safely meet those requirements. Datastore 365 hold some of the highest information security accreditations such as ISO:27001 which was a big factor in making us their partner of choice. Despite the unforeseen challenges which COVID-19 presented during the implantation of the project, it was successfully completed in good time.

“We’re particularly pleased with the team,” said Claire. “They’re friendly, approachable and we know that we can pick up the phone and talk through any issues that arise in future to ensure they’re resolved quickly.”

If you would like to discover how your business can benefit from embracing the cloud , contact Datastore365 at 08000 481 848 or info@datastore365.co.uk or visit www.datastore365.co.uk.

