

**About Customer**

Morae is trusted by leading law firms, legal departments, and compliance executives from more than 600 clients across the globe. The company delivers customized digital and business solutions to transform and redefine legal and compliance functions.

www.morae.global.com

Geo

Global

Industry

Legal / Technology

Solution Area

Modernize Data Protection
Accelerate Core Applications

Products in Use

Pure as-a-Service™
Pure Storage FlashArray//X
Pure Storage Pure1®
Pure Storage Professional Services

Morae Renders Verdict on Storage as-a-Service

The legal industry crystallizes the challenges of unpredictable data management. Legal teams grapple with massive data volume. Tight deadlines for ediscovery. Strict compliance requirements. Morae addresses these challenges with complete data management lifecycle solutions – from contract and document management to legal managed services.

When its previous storage platform couldn't keep up with advances, Morae switched to Pure Storage FlashArray™, delivered via the Pure as-a-Service™ subscription model. Now the company pays based on actual consumption. Storage is fast, reliable, scalable, always up to date, and easy to monitor via the Pure1® mobile app.

"As the CIO of a growing company I'm accountable to our CFO, board, and shareholders to tie expenses to revenue. The Pure as-a-Service monthly fee includes an SLA-based performance commitment, non-disruptive upgrades, and access to new features whenever we need them."

KJ STILLABOWER,
CHIEF TECHNOLOGY AND
INFORMATION SECURITY
OFFICER, MORAE

Impact on Morae

Enables delivery of leading digital services underpinned by fast, stable, scalable storage



Operates with agility, scaling easily as business lines add or retire data



Keeps storage costs in line with revenue

Challenges



Previous storage was a poor fit, presenting reliability challenges



Client engagements constantly add and retire TBs of data, so storage must scale quickly



Good financial performance requires aligning storage costs to revenues

Results



Eliminates unplanned downtime



Quickly scales flash storage up or down in step with current client needs



Enables payment based on actual storage consumption—a healthy business model

Preparing for the Unpredictable

Cautious by nature, the legal profession is deliberate about making changes. But in an industry facing growing data volumes, many are now embracing digital transformation. “Efficient data management is at the heart of business operations, compliance, regulatory affairs, ediscovery, and data-intensive litigation,” says KJ Stillabower, Chief Technology and Information Security Officer at Morae.

Morae’s solutions depend on reliable, fast storage. But forecasting capacity can be difficult. “A client hired us to handle a small matter involving 200GB that they expected to be over in a couple of months,” Stillabower says. “Six years later, that ‘small matter’ has sent hundreds of terabytes of data to our servers.” Morae’s legacy storage system was lacking in some enterprise-class capabilities such as data replication native to the storage array itself, and it could not scale quickly, had numerous performance and connectivity issues, and was difficult to manage.

Solution: Pure as-a-Service

Comparing several two-controller, all-Flash solutions, Stillabower found Pure as-a-Service™ provided the most comprehensive solution to keep the storage infrastructure fresh. “As the CIO of a growing company, I’m accountable to our CFO, board, and shareholders to tie expenses to revenue,” he says. “With Pure as-a-Service, we pay only for what we actually use. ‘As a service’ offerings from other vendors were really just leases with fancy names. The Pure as-a-Service monthly fee includes an SLA-based performance commitment, non-disruptive upgrades, and access to new features whenever we need them.”

Working with Pure Professional Services, Morae migrated five global sites in just four months. Stillabower’s team can now monitor performance from anywhere with the Pure1® AIOps app. “When we migrated a site in Central Europe, Pure1 showed that we needed more capacity to complete our project,” says Ian Smith, Director of Infrastructure Operations at Morae. “We had additional flash capacity up and running in just three days – at no extra cost.”

Pure’s architecture also proved its worth when a controller malfunctioned one Friday at 5 p.m. “Hardware failures are inevitable,” Smith says. “With our old storage platform, we would have struggled to maintain required performance and worked frantically over the weekend to recover. With Pure, the controller seamlessly failed over without any disruption or noticeable impact.”

Agility for Whatever the Future Holds

Looking to the future, Stillabower says, “It’s reassuring to know that as our workload grows, our storage will be as fast or faster than it is today. Not having to worry about storage gives us more time to focus on our real value — transforming the way legal work gets done.”

purestorage.com

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