

PAUL HASTINGS

CORESITE COLOCATION AND CROSS CONNECTS



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Paul Hastings chooses CoreSite solutions to streamline operations management and enhance security of vital assets.

UNDER ONE ROOF



"CoreSite's data centers offer a blank canvas for us to design, build, and configure everything just as we need it to be. Very few providers offer that level of customization and flexibility, and almost none of them can deliver it in the locations we need."

Searl Tate,
Director of Network Engineering,
Paul Hastings, LLP

THE CHALLENGE

Across oceans and international borders, Paul Hastings is there. With a global footprint reaching the Americas, Europe, and Asia, the award-winning law firm has become the counsel of choice for an ever-growing number of global financial firms and Fortune 500 companies.

Lauded as one of the most innovative and humanitarian firms in the world, Paul Hastings has a unique ability to attract a globally disparate and high-profile client base that has fueled its ascent to the top of the legal industry. Of course, rapid global growth requires an extensive global communications infrastructure to manage and secure sensitive client information.

"We're responsible for millions of documents that need to be accessed from more than 20 different locations spread across the globe" says Searl Tate, Director of Network Engineering for Paul Hastings, LLP. "Over time, the infrastructure required to support that amount of data can become difficult to manage. We wanted to find a way to consolidate our data center footprint to improve management efficiency, security, and, ultimately, service to our clients."

A CENTRAL FOCUS

To support its burgeoning client base and global operations, the firm's infrastructure had grown to 20 data centers spread worldwide, with half in North America.

Such an expansive network presented a number of unique challenges for Tate's team and the firm as a whole.

In particular, multiple locations represented various points of possible failure, greatly increasing the firm's risk of security breaches. *"The data center locations we were*

considering varied greatly in terms of space and capabilities," Tate says. "In tenant-based data centers, it's not uncommon to run out of space, have power and cooling issues, or experience other issues that can lead to downtime or service degradation. That was unacceptable for us."

In addition to increasing the firm's risk profile, a sprawling footprint also made managing essential operations more difficult. With North American data centers spread across the continent—stretching vital IT resources nationwide as well—Tate and other Paul Hastings' leaders wanted to centralize North American network operations close to the firm's Los Angeles headquarters.

"It became clear the best option was to centralize as many of our operations as possible in a network operations center (NOC)," Tate says. "To do that, we needed owner-operated facilities located near our main offices that could accommodate our rate of growth for at least the next five to seven years."

THE SOLUTION

Paul Hastings' search for new data center services began with Tier 1 providers in and around Los Angeles. Tate and team quickly realized that available space was severely limited, given the firm's stringent requirements for its ideal centers.

"We needed a facility in close proximity to our HQ that would appear to have a LAN-like connection to our Los Angeles offices and simultaneously allow us to bring all our network operations together under one roof," Tate says. "We engaged CoreSite and decided their LA2 location met every requirement we had. It was an easy decision."

CoreSite owns and operates its LA2 facility, meeting one of the firm's must-have search criteria. The 424,000 square foot high-density facility offers ample space for future growth and unmatched configuration flexibility for cost-effective deployments. The site also houses a direct fiber connection, uniting the firm's West Coast headquarters, data center, and powering its global Internet services.

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Inside the data centers, Paul Hastings uses CoreSite's cross connects to further enable rapid scaling and growth. The hard-wired connections deliver higher performance, better reliability, and lower latency connectivity to private cloud environments that house the company's mission-critical applications and platforms.

"Conventional methods of sharing and storing vital information just won't cut it in our line of business," Tate says.

CUSTOMER EXPERIENCE AND BENEFITS

Handing over the keys to the castle is never easy. For Tate, entrusting the heart and soul of his organization to a third-party was something he hadn't previously considered. But, by partnering with CoreSite, Tate and his team are supported by one of the industry's most knowledgeable and responsive service organizations.

"It was evident from the start that every member of the CoreSite team takes his or her role very seriously," he says. *"They've been an instrumental piece in our success, evolving from a vendor partner to a true extension of our own team."*

As pleasant as the customer experience has been, the direct effects on Paul Hastings' business have been even better. With CoreSite solutions, the firm has successfully consolidated and centralized its network operations management, transforming its previously regionalized management structure into a lean, efficient, and hyper-responsive Los Angeles-based unit.

With CoreSite, Paul Hastings utilizes world-class technologies and support at much more cost-efficient rates than available with other top tier providers. However, while cost reduction is an important objective, Paul Hastings continues to place a premium on the security and seamlessness of its operations.

"Bringing everything together in a CoreSite facility allows us to be more proactive in taking care of our business and reducing our risk profile," Tate says. *"From a single location, we can monitor, test, and support our entire global infrastructure."*

Moving forward, Tate anticipates extending the CoreSite services and solutions his firm uses to support its ongoing growth and evolving business needs. Already, the firm has moved into CoreSite's New York campus, providing cross-country redundancy and all the amenities the company needs.

"CoreSite has helped us usher in our golden era of stability and put our business on solid ground," he says.



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**Searl Tate,
Director of Network Engineering,
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PAUL HASTINGS CASE STUDY AT A GLANCE

Challenge

- Consolidating data center services agreements to a more manageable quantity
- Reduce potential points of failure and systemic risk
- Streamline operations management for greater efficiency, responsiveness, and overall security

Solution

- Leverage CoreSite colocation to centralize network operations management for configuration flexibility and easier infrastructure management
- Adopt CoreSite cross connects to improve network performance, reduce latency, and scale to continuous growth

Results

- Reduced physical footprint from 20 data centers to four
- Improved risk profile, system availability, and security of confidential client and corporate information
- Centralized operations to a single NOC, enabling remote management of the global infrastructure from a single location



ABOUT PAUL HASTINGS

Paul Hastings is a leading international law firm that provides innovative legal solutions spanning more than twenty areas of practice to many of the world's top financial institutions and Fortune Global 500 companies. With a strong presence throughout Asia, Europe, Latin America, and the U.S., the firm has the global reach and extensive capabilities to provide the personalized service its clients desire.

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