



Allens > < Linklaters

## Allens Linklaters

International law firm mobilizes teams so attorneys, clients and partners securely access up-to-date content whenever and wherever.

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“Our clients’ requirements are even more important than our own. Being able to safely browse, edit, share, and send corporate and auditable information from anywhere is a big priority for our clients and we’ve made it happen with Accellion”

Shawn Schmidt  
Infrastructure Manager

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Allens Linklaters (Allens) has some of the world's longest ongoing client relationships, stretching back more than 150 years. Fifty-five of the world's top 100 companies, eight of Australia's top 10 public companies and 77 of Australia's top 100 public companies choose Allens as their legal adviser. Whether it's a global multinational or a suburban-based company with a bright idea, Allens commitment to providing excellent service remains the same.

### Challenge

When employees needed to send large legal documents – whether to a colleague across the country or to a client around the globe – there were two options: burn the files to a CD and ship to the recipient or use an FTP service. Both options hindered business interactions, with users either relying on IT's involvement for FTP transfers or waiting for recipients to receive shipped CDs, eating up potential billable hours. Plus, each option left the firm open to security risks, with uncertainty about whether files had been received, opened, or reviewed.

“We could have easily allowed employees to use consumer grade solutions such as Dropbox, that, on the surface, would have gotten the job done,” said Shawn Schmidt, Infrastructure Manager with Allens Linklaters. “But, we knew our firm and our clients needed something they could trust and rely on.”

In addition to being able to track and report on file transfer activity, Allens wanted to support the mobility of their client base, allowing users to access documents from anywhere, whether on an Android, iPad, or other mobile device. And, that mobile access had to be intuitive for users, as well as provided via a hosted on-premise solution, minimizing the management required by IT.

### Solution

To find a solution to meet its established criteria, Allens tested eight solutions, including Accellion, Dropbox, and Watchdox. The firm immediately narrowed the search to two based on functionality, but Accellion was the only vendor that provided a multitude of deployment options, allowing Allens' to host the solution on-site.

Next, the firm tested Accellion among a pre-defined group of internal users, evaluating the breadth of features and ability to easily share information across geographic boundaries. The solution passed

## Quick Facts – Allens Linklaters



Deployed Since

**2011**



Number of Users

**1800 internal  
unlimited external**



Custom Web Interface

**Yes**



Email Integration

**Yes**



Mobile Platforms

**iOS and  
Android**

- ✓ Provided a go-to source for attorneys and clients to share sensitive case information globally
- ✓ Hosted on-premise to provide tight security control, with minimal IT support
- ✓ Enabled attorneys and clients on the go to easily access and share key documentation

with flying colors. Plus, Allens cited Accellion's price per functionality as a major differentiator providing the most robust solution for the best value.

"Where our data is transported and ultimately resides is very important to us and our clients," said Schmidt. "Now our attorneys can collaborate on upcoming cases, maintain up-to-date visibility into how their documents are being accessed, and rest assured that confidential information stays out of the wrong hands."

Accellion is also being used by the firm's IT department to boost support response times. While the support team traditionally relied on FTP, users now go to Accellion's secure file sharing to upload support logs and troubleshooting data, providing a one-stop shop for sharing IT help desk information.

And the best part, with Accellion mobile apps, users – whether attorneys, IT help desk staff, clients, or external partners – gain mobile access to the information they need. If they're in the airport, en route to a meeting, or at home, secure business interactions can move forward as planned. Users on the go can safely save files (in an AES256 bit encrypted container) on the device for future offline use and/or securely send links to files or folders to desired parties.

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For an added layer of mobile device security, Allens deployed Accellion's mobile apps in conjunction with mobile device management (MDM) vendor MobileIron, allowing for the ability to remotely wipe the device of confidential data in the event the device is lost or stolen.

Allens also took advantage of Accellion's custom branding, as it was important for clients to know they're uploading their confidential information into a trusted solution that carries the firm's name.

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### About Accellion

Accellion, Inc. is the industry leader in providing private cloud solutions for secure access and sharing of enterprise information across devices, enabling employees to work securely wherever. Founded in 1999, Accellion is an award-winning, private company headquartered in Palo Alto, California with offices in North America, APAC, and Europe. The company has evolved from its roots in cloud storage into a leading enterprise security software provider. More than 12 million business users and 2,000 of the world's leading corporations and government agencies, including Procter & Gamble; Indiana University Health; Kaiser Permanente; Lovells; Bridgestone; Harvard University; the Securities and Exchange Commission; and NASA use Accellion solutions to protect confidential information, ensure compliance, increase business productivity, and reduce IT costs.

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Email: [sales@accellion.com](mailto:sales@accellion.com)  
Phone: +1 650-249-9544

Accellion, Inc.  
1804 Embarcadero Road  
Palo Alto, CA 94303



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**Accellion**