



BURR & FORMAN LLP

Burr & Forman dramatically increases business productivity while decreasing IT security risks and costs with YouSendIt.



Burr & Forman LLP is a century old, full-service law firm with more than 500 employees at offices in Alabama, Florida, Georgia, Mississippi, and Tennessee. Burr & Forman offers a wide range of business and litigation services to diverse clients with local, national, and international interests.

As part of Burr & Forman's strategy to boost IT productivity and business value, CIO David Michel launched a search for a partner whose large file transfer solution could deliver the best of both worlds: security and ease of use.

This is their story.

Key Business Benefits

- Increased team productivity
- Time savings for billable hours
- Ease of deployment and maintenance for IT
- Ability to enforce file expiry policies
- Chain of custody and good governance through VRI, tracking, and return receipt

Usage Statistics

- Burr & Forman has 135 users deployed through YouSendIt Corporate Suite
- 334 users use YouSendIt Express for Windows
- 43 users use the Outlook plugin

Background

Attorneys and paralegals at Burr & Forman were sending multiple files, upwards of 30 at a time. But mail servers, unable to handle the request, would simply bounce them back. Employees were also relying heavily on FTP servers for large file transfers, as well as for electronic data discovery and litigation support. As a result, it was challenging for the IT team to ensure the security of sensitive and confidential case data, a serious concern for a law firm.

Solution

After evaluating several alternatives, including RepliWeb, Accellion, and Dropbox, Burr & Forman selected YouSendIt to send, receive, and track sensitive files in the cloud.

Simple, fast IT deployment—Through YouSendIt's Directory Services Connector, every Burr & Forman domain user is now a YouSendIt user, automatically integrated with Active Directory.

Folder sharing is easy—With YouSendIt Express, Burr & Forman employees no longer send multiple attachments. Instead they send folders as links instantly.

Sending is simple—Using YouSendIt is as simple as using Windows. If attorneys and paralegals can use Web mail, like Gmail or Yahoo! Mail, then they know how to use YouSendIt. No training is required.

File expiry and security features—With YouSendIt's customizable file expiration date and security features, Burr & Forman sets automatic file expiry at three or 14 days, depending on the use case, and also specifies the number of times a file can be downloaded, from 1–20 times to unlimited.

Verify recipient identity (VRI)—Even if co-counsel forwards the link to a document to other recipients, they will not be able to open it, for additional security and compliance.

YouSendIt Dropbox—When attorneys travel, they want access to their files. YouSendIt Dropbox gives it to them, no matter where they are.

Automated policy enforcement—Burr & Forman values the confidentiality of its data. With YouSendIt Corporate Suite Enterprise Management Services, file activity is fully discoverable through auditing, reporting, and tracking.

Results

By deploying YouSendIt, Burr & Forman improved IT and business productivity, security, and costs. YouSendIt is easy to deploy and maintain, boosting IT productivity and minimizing costs. It's also very easy to use, requiring zero training for new associates, and increasing the productivity of employees who are able to get more done, fast. By conservative estimates, YouSendIt saves the law firm's 300 users ten minutes a month. This translates to a \$160,000 savings per year. In addition to boosting IT and business productivity, YouSendIt significantly improves security through file expiry policies, VRI, tracking, and return receipt.

“The YouSendIt product does what it says it's going to do. It just works. It's easy to use and set up. It doesn't require user training. YouSendIt allows users to be self-sufficient.”

*David S. Michel
Chief Information Officer
Burr & Forman*

About YouSendIt

YouSendIt is the first cloud collaboration service to offer an integrated approach for sending, sharing and signing documents online. YouSendIt helps enterprises and business professionals streamline collaboration by enabling them to instantly sync and access content in the cloud and easily send files, share folders, and sign documents from anywhere—the desktop, Web or mobile devices.

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