

# The final judgement – top legal practice chooses HP ProCurve Networking again



“Installing the HP ProCurve Adaptive Network solution into our new office was quick and simple; the entire building was equipped by three people within eight hours. After full deployment, our data centres’ core switches and our office’s core and edge switches have provided 100 per cent availability.” James Elmer, IT Manager, Kennedys, UK

**Kennedys**  
Legal advice in black and white

## Objective:

Following substantial expansion, Kennedys wanted to refresh its entire Wide Area Network (WAN) and Local Area Networks (LAN) and introduce wireless technology, security control cameras and Internet Protocol (IP) telephony.

## Approach:

Approached 3Com, Cisco and PDS Communications Ltd, an HP ProCurve Networking Preferred partner, to discuss its requirements. Implemented an HP ProCurve Networking Adaptive Network solution.

## IT improvements:

- A resilient IT infrastructure based on two mirrored, fully-redundant data centres.
- A reliable, high-performance, scalable and manageable network infrastructure.
- The HP ProCurve Adaptive Network solution, based on open standards, enables the integration of Mitel IP telephony, wireless technology and security control cameras.

## Business outcomes:

- The highly scalable solution satisfies future networking requirements, enabling new offices to be easily incorporated.
- High availability provided by the core and edge switches, safeguards service levels and business continuity.
- IP telephony offers less expensive calls, enhanced sound quality and scalability to support future business growth.
- Centralised network management saves time and money.

HP ProCurve customer case study: Kennedys deploys an HP ProCurve Adaptive Network solution to refresh its entire networking infrastructure during major office relocation

Industry: legal services



Kennedys, a highly respected London law firm, specialises in litigation and dispute resolution and its client base includes healthcare, construction and the rail industry. It also has a company and commercial practice and a specialised local authority unit. The practice has regional UK offices in Belfast, Birmingham, Cambridge, Chelmsford, Maidstone, Manchester and Taunton; overseas offices in Auckland, Dubai, Hong Kong, Madrid, Singapore and Sydney; and associates in nine other countries.



HP ProCurve Switch 5412zl



HP ProCurve Radio Port 210

In 2005 Kennedys originally deployed an HP ProCurve network solution across its three City of London sites to improve service availability and business continuity. Although this highly resilient solution satisfied the firm's networking requirements for some considerable time, Kennedys recently reviewed its needs following substantial business growth.

"As part of the firm's planned expansion, a strategic decision was taken to consolidate our three London premises to a landmark development in the heart of the City's insurance district," explains James Elmer, IT Manager, Kennedys, UK.

"The move gave us the perfect opportunity to refresh our entire IT infrastructure, including our Wide Area Network (WAN) and Local Area Networks (LAN). We also wanted to introduce wireless technology, security control cameras and Voice over Internet Protocol (VoIP) telephony."

#### **New office refit**

Kennedys' IT team undertook a major project to fit out five floors of the new HQ site, with the aim of equipping its other UK offices within a ten month period. The team's strategy involved building core IT

infrastructure components at two data centres on the outskirts of London and linking all offices to the data centres. After Kennedys had installed the new office's core and edge switches, it relocated into its new premises over two weekends. To minimise business disruption during the move, this schedule dictated that both networks would operate concurrently.

"Any networking solution had to offer enhanced resilience and availability, scalability, value-for-money and ease-of-management whilst simultaneously minimising risk to the business," continues Elmer. Based on these requirements, Kennedys requested proposals from 3Com, Cisco and PDS Communications Ltd, an HP ProCurve Networking partner.

"HP ProCurve understood our requirements well and readily demonstrated working solutions and an ability to provide support. HP ProCurve solutions offer an attractive price/performance ratio, scalability and ease-of-management," says Elmer. "HP ProCurve switches also come with a comprehensive Lifetime Warranty\* and offer an attractive buy-back programme for our older switches. Moreover, despite its global reach, HP ProCurve always cared about us."



The HP ProCurve Adaptive Network solution comprises six HP ProCurve 5406zl intelligent edge switches; two at each data centre within dedicated racks; one at the new premises; and another at the firm's recently launched Manchester office. Two HP ProCurve Wireless Edge Services Modules (WESM) work in a redundant configuration with the core switches to deliver secure, advanced wireless services, simplified management and unified wired and wireless operations across Kennedys' network.

Nine HP ProCurve 5412zl intelligent edge switches with Power over Ethernet (PoE) and five HP ProCurve Radio Port 210 units satisfy Kennedys' current wireless and IP telephony needs. To aid network management, HP ProCurve Manager Plus (PCM+) allows administrators at Kennedys to configure, update, monitor and troubleshoot wired switches centrally and remotely.

#### **HP ProCurve open-standards solutions**

Today, Kennedys operates a reliable, high-performance, easy-to-manage, scalable networking infrastructure based on HP ProCurve open-standards technology. Selecting an open-standards based

## Customer solution at a glance

#### **Primary applications**

- Adaptive Network
- Communications and Collaboration
- Datacenter
- Mobility
- Network Systems and Management

#### **Primary hardware**

- HP ProCurve Switch 5406zl
- HP ProCurve Switch 5412zl
- HP ProCurve Radio Port 210
- HP ProCurve Wireless Edge Services Modules (WESM)

#### **Primary software**

- HP ProCurve Manager Plus (PCM+)

## Partner at a glance

**Company:** PDS Communications Ltd

**Headquarters:** Dartford, UK

**Telephone:** +44 (0)845 230 0505

**URL:** [www.pds-comms.co.uk](http://www.pds-comms.co.uk)

**Business:** Total network specialists

**Products:** Infrastructure network solutions

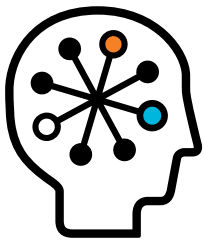
network technology enabled the firm to procure and implement the new network prior to completing selection of a new VoIP telephony solution, thus cutting weeks from the project schedule. The data centres' switches ensure high availability should a problem arise, whilst the PoE edge switches are well suited to LANs supporting features such Quality of Service (QoS) for VoIP.

Kennedys now also boasts a highly scalable wireless network that handles mobile connectivity for up to 50 laptops and its unified open standards networking infrastructure has made the deployment of 400 Mitel IP telephones and several security control cameras quick and easy.

### **Scalability to support business growth**

The HP ProCurve Adaptive Network solution supports Kennedys' current networking requirements perfectly and the wired and wireless networks have sufficient extra connectivity to support future business growth. The firm can readily incorporate new premises by quickly deploying additional switches whilst centralised management saves time and money. In addition, the VoIP technology provides improved call clarity and enhanced functionality, which will improve service levels and reduce costs.

"HP ProCurve's robust, high-availability solution has experienced no down-time whatsoever. It maintains service levels and safeguards business continuity by mitigating business risk. Moreover, it has allowed us to deploy modern IP telephony and security cameras rapidly. Undoubtedly the HP ProCurve Lifetime Warranty will lower Total Cost of Ownership (TCO)," concludes Elmer.



◆ For as long as you own the product, with next-business-day advance replacement (available in most countries). The following hardware products and their related series modules have a one-year hardware warranty with extensions available: HP ProCurve Routing Switch 9300m series, HP ProCurve Switch 8100fi series, HP ProCurve Network Access Controller 800, and HP ProCurve DCM Controller. The following hardware mobility products have a one-year hardware warranty with extensions available: HP ProCurve M111 Client Bridge, HP ProCurve MSM3xx-R Access Points, HP ProCurve MSM7xx Mobility and Access Controllers, HP ProCurve RF Manager IDS/IPS Systems, HP ProCurve MSM Power Supplies, HP ProCurve 1 Port Power Injector, and HP ProCurve CNMS Appliances. Disk drives in the HP ProCurve ONE Services zl modules have a five year hardware warranty. Standalone software, upgrades, or licenses may have a different warranty duration. For details, refer to the ProCurve Software License, Warranty, and Support booklet at [www.procurve.eu/warranty](http://www.procurve.eu/warranty)



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