



**LATHAM &  
WATKINS** LLP

## Latham & Watkins

### Enhanced File Sharing and Collaboration Help Top Global Law Firm Stay Productive and Secure

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- Josh Gerson,  
Sr. Enterprise Application Analyst

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#### Background

Founded in 1934, Latham & Watkins is a global law firm with more than 2,200 lawyers in offices located in Asia, Europe, the Middle East and the United States. The firm has internationally recognized practices in a wide spectrum of transactional, litigation, corporate and regulatory areas.

#### Challenge

- **File size restrictions:** A law firm the size of Latham & Watkins generates a massive amount of content in the form of legal documents such as contracts, affidavits and deeds. Sharing these documents was taxing the firm’s Microsoft Exchange Server, particularly since the files were often too large to be shared via email. This prompted Latham to find a more secure and more effective way for its attorneys to send and receive critical client information.
- **Transparency:** Both lawyers and staff needed insight into file sharing activities, including whether sent files had been opened and/or downloaded. These activities can be an excellent indicator of the status of time-sensitive projects. Latham’s IT department also needed the ability to provide an audit trail of all documents accessed by employees within the firm, as well as documents accessed externally by clients and partners.
- **Data security:** Data security was a top concern for Latham, particularly given the increasing use of personal devices in the workplace and the pervasiveness of insecure shadow IT solutions. Latham aimed to mitigate the risk of a data breach by dissuading employees from using their own file sharing alternatives. As such, the firm had already restricted the use of consumer-focused, cloud-based solutions.

All of these challenges ultimately led to Latham & Watkins choosing to deploy Accellion File Transfer Appliance, or FTA—a trusted enterprise solution that was quickly embraced by the firm.

“Accellion FTA struck us as a secure, user-friendly alternative to email for file sharing that would meet all of our key objectives,” said Josh Gerson, Senior Enterprise Application Analyst at Latham & Watkins.

## Quick Facts – Latham & Watkins



Deployed Since  
**2013**



Number of Users  
**2800**



Global Deployment  
**Yes**



Compliant  
**Yes**



Mobile Integration  
**Yes**

✓ Meets firm's strict policies regarding filing and retention of files.

✓ Tracks which internal and/or external partners have opened a file and when they have opened it, to keep projects on track.

✓ Sends large files securely and efficiently without putting undue strain on the firm's email system.

### Solution

Latham & Watkins' decision to deploy Accellion FTA was based on the product's extensive security features and collaboration functionality. With respect to the latter, the firm found that Accellion FTA's collaboration capabilities were fully developed and comprehensive. Plus, Accellion FTA was easy to use and required no upfront training, allowing employees to quickly adopt and rely on the solution for daily communications.

The customer relationship team at Accellion kept Gerson and his colleagues updated about the company's plans to evolve Accellion FTA to a comprehensive content collaboration platform called "kiteworks."

kiteworks can be used anywhere—on a laptop in the office, on a mobile device in between offices. The firm was excited about the product roadmap and particularly the ability to support internal and external collaboration through workspaces, shared folders and mobile editing tools.

"Our attorneys, partners and clients all work on the go and were asking for us to support collaboration from anywhere," said Gerson. "This tool was the logical next step for us, as it would give our employees the power to share, edit and sync documents from any device of their choosing."

Latham decided to deploy kiteworks in a rigorous test environment and was very impressed with the product's stability. The next step was to convene a pilot group of attorneys to gather feedback on ease-of-use with personal devices, including iPhones and iPads, and the ability to collaborate on documents from anywhere. The feedback has been positive, and Latham's IT department plans to roll out kiteworks to the entire organization this year.

In the meantime, Accellion FTA continues to serve as a virtual data room for Latham's daily operations. Employees simply request a workspace, which a department head with administrative rights easily creates. The firm maintains and enforces streamlined processes around its workspaces to ensure that proper file naming conventions are used in the event documents need to be located for future use. In addition, documents within workspaces are set to expire within 90 days of uploading as part of the firm's strict retention policies.

"Accellion FTA has become an extremely valuable tool for our attorneys, with 3,500 workspaces participating and 28,000 files being processed at any given time," said Gerson. "In addition, kiteworks is poised to meet our firm's future mobility, security and collaboration needs."

#### TOP-SELLING POINT

Accellion's extensive collaboration capabilities that enabled file editing, synchronization, and collaboration between internal colleagues and external clients and partners

#### STAND-OUT FUNCTIONALITY

Ability to share, edit, and sync documents from any location using any device

#### KEY USE CASE

Secure workspaces act as a virtual data room for faster collaboration on legal cases

### About Accellion

Accellion, Inc. enables enterprise organizations to collaborate on content with external partners securely via private cloud. Enterprises can leave existing content where it lives today, and extend it outside the firewall without having to migrate content or disrupt their business workflows. Accellion's solutions are used by more than 15 million users and 2,500 of the world's leading corporations and government agencies including Procter & Gamble; KPMG; Kaiser Permanente; Latham & Watkins; National Park Service; Pacific Life Insurance; Cargill; and the National Institute for Standards and Technology (NIST).

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