

## Cisco Systems & Legance | V. 1.0

# International vocation while catering to the most diverse legal needs of a global corporate clientele

Since 2007, the year of its foundation, Legance is proud of being a leading independent Italian legal firm within the domestic and European market.



### The customer summary

**Customer name**

Legance

**Location**

Milan - Italy

**Number of employees**

289

## Legance approach

" Since 2007, the year of its foundation, Legance is proud of being a leading independent Italian legal firm within the domestic and European market." By these words, Gabriele Capecchi, Partner and Co-head of the Real Estate Department, introduces his law firm, surrounded by the magnificent frescoes of the 15th-century palace that now bears the same name and hosts Legance's Milan headquarters.

" Throughout the years, Legance nurtured a definite international vocation while catering to the most diverse legal needs of a global corporate clientele and maintaining a clear identity centered on our core values of quality, expertise, and flexibility," Capecchi observes. With a solid presence in Milan, Rome, London, and New York, the law firm offers comprehensive business law advisory services with an innovative approach revolving around customer-centricity, innovation, and talent empowerment.

Like other leading legal firms, Legance devised its operating model on teamwork and business integration. Launching with corporate and structured finance as its initial departments, Legance expanded its scope of work to encompass all aspects of enterprise life.

" We are an all-round business law firm that firmly believes in innovation, in terms of service and infrastructure," Capecchi reveals. " Thanks to the forward-looking vision of our managing committee, Legance recently inaugurated a corporate crime department, a specialty traditionally overlooked by Italian law firms of our size. We also invested in technological solutions that enabled us to work more efficiently as a team and to be available to our clients around the clock, especially during the ongoing pandemic."

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### **Gabriele Capecchi**

Partner and Co-head of the Real Estate Department

## Exploring new technologies

Emilio Sica, Legance's Chief Financial Officer, played a crucial role in shaping and securing the law firm's latest technological innovation plan. " It was an easy decision, for which I have merely been an adviser - a prompter, as we may say," he admits. " Our IT department is indeed very proactive and attentive in exploring new technologies, and the openness of our management's vision towards the market need for constant improvement allowed for a prompt approval and smooth implementation."

As Sica reveals, Cisco® has been an invaluable partner and actor throughout the whole process. " We have been working with Cisco, with whom we share a tight professional bond, since the earliest days of our law firm. At first, Cisco tended to our networking needs, then we grew together and gradually broadened our technological infrastructure, including new communication and business collaboration solutions. Our ties are nowadays bi-directional, as both Cisco's clients and suppliers. A relationship built on time, trust, reliability, easiness of approach, and sensitivity to innovation. Coincidentally, all peculiar qualities of hyperconvergence, the founding pillar of Legance's newest IT evolution."

Hyperconvergence represents the latest frontier of IT integration. In this framework, a company's technological resources - such as computing power, data storage, data protection, networking communications, and infrastructure - are all rendered available in a virtualized environment to everyone with little or no technical knowledge and requiring minimal configuration efforts.

## Cisco® HyperFlex™

HyperFlex™ is Cisco® new-generation hyperconvergence solution. Specifically developed based on its global clients' needs, HyperFlex™ simplifies and improves data center operations and supports businesses to flourish in a "multi-cloud" world while ensuring leading performance, flexibility, scalability, and continuous data optimization and security.

"At Legance, we have always been at the forefront of technological innovation, which we regard as a decisive success factor in our industry. Upon Cisco® HyperFlex™ introduction to the Italian market, we promptly acknowledged its capabilities and began to evaluate the benefits of a timely integration within our existing infrastructure," Sica recounts.

"It may sound inconsistent, yet notwithstanding our long-lasting relationship, we secured our new technological investment with Cisco only after rigorous competition scouting and accurate testing. As a legal firm, our line of work dictates absolute carefulness to ensure business continuity in assisting our clients and safeguarding their data and information."

The imperative need for business continuity and resilience could not be more fitting than during the ongoing pandemic, as Capecchi explains. "For us, as for countless other businesses, Covid-19 embodied an epochal change. We were forced to reinvent our working method. Thanks to Legance's vision,

technological investments, and Cisco's IT solutions and expertise, we did it overnight. The afternoon our Managing Partner ordered our physical office closure and the switch to remote working, I resumed my tasks as soon as I was back home, as nothing even had happened."

Sica shares a similar opinion. "I am glad that as Legance, we implemented Cisco® hyperconvergence solution before the pandemic struck. Without it, its effects would have been disastrous. Yet, our farsightedness and our technological investments rewarded us. Even during the first lockdown, little changed in our daily activities and business performance."

In integrating Cisco® HyperFlex™ disaster recovery solution to their existing infrastructure, Legance was supported by Softway, a leading Rome-based IT system consulting, development, and implementation company, also Cisco® trusted partner for decades.

"For more than 20 years, our company acquired unparalleled expertise in IT business continuity and disaster recovery solutions," reports Alessandro Staltari, Chief Executive Officer of Softway. "Cisco included us to the Legance project to hone details of the specific disaster recovery solution while integrating and deploying HyperFlex™ within the Milan and Rome data centers' protection plan," he adds.

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## Alessandro Staltari

Chief Executive Officer of Softway

## Trusted professional connection

A match made in tech. "Right after a few hours together, Giovanni Altobelli [Legance's IT Manager] and I were hands-on the plan. We quickly established a trusted professional connection based on our technical know-how, and it greatly helped to complete the project, even if it meant stepping out of our comfort zone at times," Staltari admits. "We initially feared the impact Covid-19 could have on the completion schedule, but as Softway, we were ready and flexible. We completed installation and deployment remotely in less than two days, and it took us just a couple of hours for the disaster recovery module's complete setup."

Upon describing the advantages of Cisco® HyperFlex™, Staltari does not hesitate. "Given the peculiar type and daily amount of data that Legance manages, security and resilience are paramount," - he explains - "should the worst happen, the client is now able to initiate a controlled data recovery with just a few clicks, anytime, and in full autonomy."

"In addition to its technical specifications, HyperFlex™ presents considerable benefits in scalability, energy consumption, and space efficiency," Staltari continues. "HyperFlex™ is an ideal pay-as-you-grow software component that allows clients to focus on what they currently need, growing and adjusting in sync with their business. Running on a virtual environment and providing a 10x data compression rate, HyperFlex™ requires minimal equipment while reducing the environmental footprint."

## Product list

- Cisco HyperFlex
- Cisco WebEx
- Cisco Intersight
- Cisco Cloud

## The perfect tool to support remote working

Hand-in-hand with Hyperflex™, Cisco™ cloud-based Intersight™ workload optimizer ensured a successful outcome, as Staltari concludes. "We can describe the power of Intersight™ in three words: 360° visibility into the entire infrastructure stack, AI-assisted real-time analytics and decision making, and open-innovation automation to ensure application performance, even with third-party components. The perfect tool to support remote working and business resilience in times of uncertainty."

Capecchi is keen on stressing the importance of business resilience as well. "The ability for a business to promptly react to unforeseeable adversities is crucial for its survival. Although living in a society dominated by technology, without its boundless capabilities, the effects of the pandemic in the corporate world would have been far graver. However, the drawback arising from our symbiosis with IT comes as an increased risk of technical failure. Developing an infrastructure based on virtualization and redundancy is the magic recipe."

## The importance of IT

"We indeed only acknowledge the importance of IT when it fails" cuts in Sica, quoting his colleague Altobelli. "It happens to all service-based industries, ours included. We are used to taking simplicity, efficiency, and performance for granted. For this reason, scouting for the right IT partner, pursuing innovation, and training our staff is essential."

The Legance team knows that more challenges and adventures lie ahead. "Once these tough times will be over, remote work will remain an essential component of our operating model. Hence, our next frontier will be stepping into mobile working. We learned that to perform better, our jobs should adjust to our lives and not vice-versa. For this reason, we will keep on investing in technology." Capecchi concludes.

"Despite the fact we miss some old-fashioned human interaction, as our clients do, technologies, such as Cisco WebEx™, helped us in being closer to them, exhibiting unprecedented effort and devotion to our role as advisors. This experience also taught us that a well-structured legal service benefits our communities and our country as a whole - allowing us to attract investments, business opportunities and to build bridges that will propel us toward a better future, together."

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**Emilio Sica**  
CFO

## Video case

