

## George Jon delivers industry-first hybrid eDiscovery platform

eDiscovery pioneer George Jon leverage APEX Multi-Cloud Data Services to deliver innovative hybrid cloud platform.

### Business needs

- Develop a new hybrid cloud solution
- Provide multi-cloud connectivity to customers
- Overcome limitations of existing on-premises and cloud solutions
- Deliver a more cost-effective solution to customers
- Keep pace with continually changing technology

### Business results

- Created industry-first hybrid eDiscovery platform
- Delivered an OpEx solution that meets customer's pricing demands
- Combined the best of on-premises and cloud in a single platform
- Enabled instant on-demand scalability for customers
- Facilitated cloud agnostic connectivity in customer environments

### Bringing hybrid cloud to eDiscovery

Electronic Discovery, or eDiscovery is the process of identifying, analyzing and securing electronically stored information (ESI) for use as evidence in legal proceedings such as litigation, government investigation and more. George Jon is the leading (and only) technology consulting firm solely focused on eDiscovery, with customers on six continents and over 11,525 TB of data, comprised of 429,188 items currently under management.

For over 15 years, industry service providers, law firms, government agencies and corporations around the world have relied on George Jon for eDiscovery optimization. By providing scalable, performant and affordable discovery, governance and investigation platforms, George Jon helps its customers build and maintain secure and efficient data systems.

#### Customer Profile



“APEX Multi-Cloud Data Services helped us bridge the gap between on-premise performance and cloud scalability that we couldn't with our true traditional offerings.”

**Jordan McQuown**  
Chief Technology Officer  
George Jon

### Solutions at a glance

**Dell APEX Multi-Cloud Data Services**

## Balancing the benefits of on-premises vs. cloud

George Jon delivers a range of industry-defining eDiscovery services spanning expert consultation, on-demand technical support, round-the-clock application and infrastructure management, as well as security solutions. Beyond this comprehensive suite of services, the company also provides world-class eDiscovery platforms for on-premises, cloud, and now hybrid cloud environments.

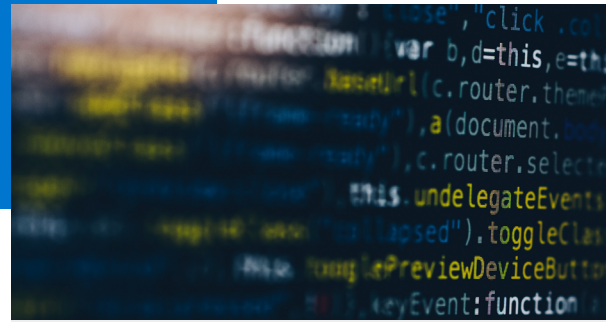
Traditionally, the eDiscovery industry has been slow to adopt cloud technologies, as balancing price, performance and security has proven challenging, leading many businesses to favor tried and tested on-premises platforms. Testing conducted by George Jon supported this notion, and showed that attempting to match on-premises performance in cloud environments comes with a significant cost trade-off. Similarly, bringing the scalability of cloud to on-premises environments involves substantial investments in pre-bought storage and hardware.

Despite these challenges, eDiscovery — like every industry — is subject to continual change as technology advances. This is what ultimately led George Jon to engage with Dell Technologies and pioneer a new hybrid solution capable of bridging the gap between on-premises and cloud using Dell APEX Multi-Cloud Data Services.

## Pioneering an industry-first hybrid eDiscovery platform

Dell APEX Multi-Cloud Data Services deliver cloud connectivity, storage, data protection and hosting as fully managed services to simplify day-to-day operations. This enables simultaneous usage of data on-premises with access from multiple public clouds, all wrapped up in a cost-efficient OpEx pricing model. These capabilities are especially useful when working in highly complex eDiscovery environments, consisting of huge, multi-terabyte databases, analytics applications and hundreds of reviewers running complicated search queries.

Prior to leveraging Dell APEX Multi-Cloud Data Services, George Jon offered distinct on-premises and purely cloud-native solutions. While the on-premises solution delivered on scalability and performance, it was unable to deliver the OpEx pricing model that customers were increasingly looking for.



**“One of the reasons why our industry has been slow to adopt cloud is due to the performance challenges and cost concerns that are faced with bringing this big data into the cloud — APEX solves this.”**

**George Nedwick**  
Founder & CEO  
George Jon

Meanwhile, the company’s cloud-native solution delivered on OpEx, but could not match the price to performance ratio of its on-premises counterpart. Questions soon arose within George Jon around the possibility of working towards a hybrid model capable of circumventing these limitations.

As a relatively small business with around 80 employees, the prospect of acquiring the resources to develop and staff a new hybrid solution in-house was not feasible for the George Jon team. Instead, the business decided to leverage its 23 year long partnership with Dell to make its vision for a hybrid solution a reality. George Jon needed a partner with the technology to meet its strict scalability, performance and price requirements, and Dell APEX Multi-Cloud Data Services ticked all the boxes.

## Scalability. Performance. Price

George Jon is now putting Dell APEX Multi-Cloud Data Services to work as part of its eDiscovery Kit-as-a-Service (Kaas) offering. In doing so, George Jon customers now have access to a fully hybrid discovery, investigation and governance platform that combines the best of on-premises and the cloud for the first time ever.

Dell APEX Multi-Cloud Data Services are being used to resource-intensive workloads like processing, SQL database servers and file storage. In addition, the George Jon team can enjoy piece of mind knowing that customers are receiving an improved eDiscovery experience without having to worry about staffing and support.

With access to a global pool of data centers with low latency and high speed access to cloud resources, George Jon can enable its customers to greatly expedite the process of spinning up services in new regions. George Jon is now focused on educating its customers on the benefits of using a hybrid eDiscovery platform, from agnostic multi-cloud connectivity to a much-sought after OpEx pricing model.

Dell Technologies remains a committed and long-term technology partner, on-hand and ready to support George Jon's continued efforts to innovate in the eDiscovery space.



“Having worked with APEX for the last 6-12 months, I can really see that one of the biggest advantages — and it does have a lot of advantages — is that it brings ease of mind with procurement and simplicity. It literally is point and click.

**George Nedwick**  
Founder & CEO,  
George Jon

[Learn more](#) about Dell APEX Multi-Cloud Data Services

[Contact](#) a Dell Technologies Solutions Expert

Connect  
on social



Copyright © 2022 Dell Inc. or its subsidiaries. All Rights Reserved. Dell Technologies, Dell, EMC, Dell EMC and other trademarks are trademarks of Dell Inc. or its subsidiaries. Other trademarks may be trademarks of their respective owners. This case study is for informational purposes only. Dell believes the information in this case study is accurate as of its publication date, January 2022. The information is subject to change without notice.

Dell makes no warranties — express or implied — in this case study.

\*\*Payment solutions provided to qualified commercial customers by Dell Financial Services

(DFS) or through Dell Technologies group companies and/or through Dell's authorized business partners (together with DFS "Dell"). Offers may not be available or may vary by country. Offers may be changed without notice and are subject to product availability, eligibility, credit approval and execution of documentation provided by and acceptable to Dell or Dell's authorized business partners. In Spain, solutions are provided by Dell Bank International d.a.c branch in Spain and specific countries within the EU and EEA and in the UK and Switzerland by Dell Bank International d.a.c, trading as Dell Financial Services which is regulated by the Central Bank of Ireland. Dell Technologies, DellEMC and Dell logos are trademarks of Dell Inc