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A growing MSP upgrades security for law firms with  
Todyl's unified security cloud platform, built for the new

**Work From Everywhere World**

## The Challenge

Focusing on law firms across the U.S., **SmartFirm IT's** clients demand secure access to sensitive data from all locations, whether in the office, at the courthouse, at home or on the go. SmartFirm IT needed a solution that could:

- **Deliver comprehensive networking and security**
- **Offer the flexibility of scaling up and down with ease**
- **Eliminate the need for costly and difficult to manage physical firewalls.**

Due to the confidential and sensitive nature of their documents, law firms are frequently targeted by threat actors who may try to sell or leverage stolen information to change outcomes of court cases or negotiations. According to the ABA's Legal Technology Survey Report, 29% of law firms experienced a known security breach in 2020, yet less than half are using the security controls needed to adequately protect data and respond to breaches.<sup>1</sup> In addition, SmartFirm IT's clients must follow strict compliance guidelines that can change by city, county, state or industry.

**SmartFirm IT** needed a comprehensive, cloud-first security approach that would provide all the protection its clients needed leveraging a multi-tenant, easy-to-deploy platform.

## The Solution

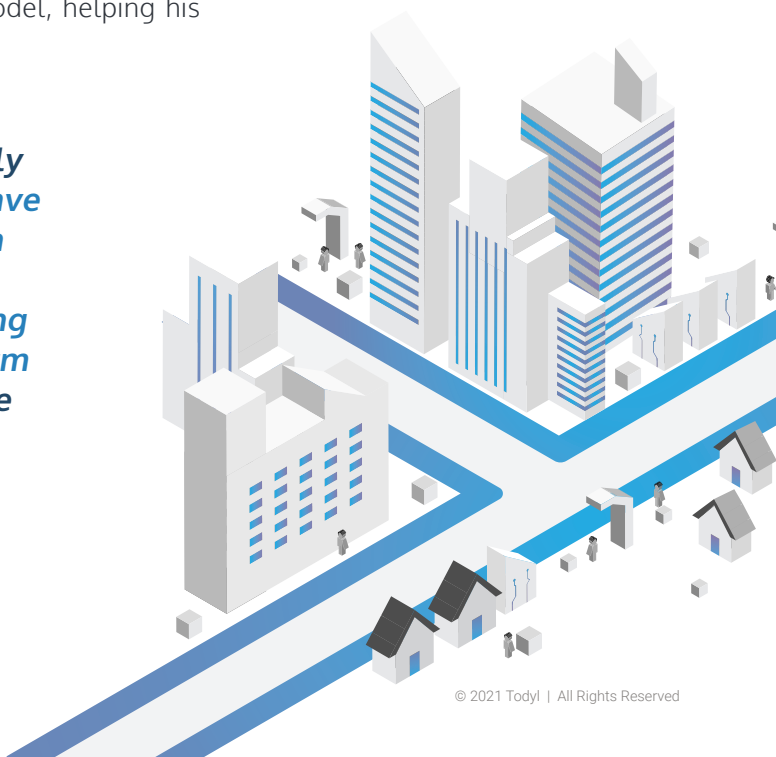
**Dan DeFay**, founder and Chief Transformation Officer of **SmartFirm IT**, says, "We're nationwide and deliver our services remotely, so I either have to pay for somebody to go out and install equipment or walk my client through it." When he learned about Todyl's unified security cloud platform, he knew he'd found a way to provide comprehensive security that is purpose-built to protect clients in a work from everywhere world, as well as being easy to scale.

Now, **SmartFirm IT** onboards new clients effortlessly, installing the Todyl Secure Global Network™ Cloud Platform agent remotely in just minutes. No firewall to ship or connect. No VPNs. Just a few clicks and clients are connected, protected and productive.

In addition to providing the improved security and flexibility needed in today's world, Todyl allows Dan to adopt a true per-user pricing model, helping his business scale.

**"With Todyl, I have the ability to completely get rid of the physical firewall. We don't have to ship anything to our clients. We can sign them up, and implement all of our security remotely. We know that any devices running Todyl are secure with the ZeroTrust platform that Todyl has built in, no matter where the devices are."**

*Dan DeFay, Founder & Chief Transformation Officer,  
SmartFirm IT*





## The Outcomes

Todyl's cloud-first approach empowers SmartFirm IT to build its business, providing comprehensive security and a higher quality service to its legal clients. With no equipment to install and less complexity to manage, SmartFirm IT can reduce costs, improve productivity and onboard clients in just minutes.

Relying on Todyl's all-in-one, enterprise-grade, unified security cloud platform, SmartFirm IT can connect and protect its clients with speed and confidence.

1

### Increased security and higher quality of service:

With Todyl's forward-thinking security approach, SmartFirm IT helps its clients who aren't technically savvy understand and mitigate their business security risks and compliance requirements both today and in the future.

2

### Reduced costs and complexity:

With Todyl, there's no hardware to ship, install or manage, which helps SmartFirm IT run its business more cost-effectively.

3

### Improved productivity:

There's just one system to learn and one management console to use, so the team at SmartFirm IT can ramp up in less time.

4

### Increased scalability:

Todyl deploys in just minutes rather than hours or days and requires no shipping time delays, so SmartFirm IT can get clients up and running fast.

*"MSPs should take a closer look to see **how much their next-gen firewall is costing them**, because it's just a lot of unnecessary maintenance compared to Todyl."*

*- Dan DeFay, Founder & Chief Transformation Officer, SmartFirm IT*



# Let's get your business Ready

Contact us today so we can help you prepare your business for the new realities of a work from everywhere economy!

**Schedule a demo today!**



**sales@todyl.com**

#### SOURCES

1. [https://www.americanbar.org/groups/law\\_practice/publications/techreport/2020/cybersecurity/](https://www.americanbar.org/groups/law_practice/publications/techreport/2020/cybersecurity/)