

## CASE STUDY Large Investment Management Company Chooses Sonian Email Archiving to Improve Storage Management and Comply with SEC 17a-4

### OVERVIEW

CWS Capital Partners LLC is one of the nation's largest investment management companies specializing in real estate. The CWS portfolio exceeds \$1.5 Billion and comprises more than 13,000 units. They search the nation for investment opportunities, negotiate the purchase and sale of the properties, and secure both debt and equity capital to finance the properties. CWS has a large employee base that is dispersed regionally across the country.

### THE CHALLENGE

As an investment management firm, CWS Capital Partners falls under the regulations of FINRA (specifically applicable is Rule 17a-4 of the Securities Exchange Act of 1934). In order to comply, all emails must be stored redundantly in tamperproof facilities for at least 3 years in WORM format, supplied by a third party upon request from a securities regulatory authority, and the emails must be systematically reviewed. The new FRCP rules also require that all emails must be quickly and easily retrievable in the event of litigation.

Given the dramatic volume of employee generated data through email communication, Millions of emails were filling up mailboxes, spilling into scattered archive files, and slowing down server performance. Additional storage had to be purchased and installed and IT staff members were forced to spend their time managing the email storage environment.

The volume of email and the costs associated with an on premise solution made the burden of e-Discovery at CWS painstaking. Prior to the Sonian email archiving implementation a search request for an audit, a lawsuit, or internal query would take at least 2 weeks. Like many firms, CWS stored their data on backup tapes. The IT department had to divert critical resources from key projects to retrieve the tapes, then mount and restore the tapes and manually search through user mailboxes consisting of millions of emails.

"Sonian seemed like the right solution because it was able to handle the volume of data that needed to be archived, delivered a compliant solution, and allowed me to allocate IT resources more efficiently. However, Sonian exceeded my expectations. I'm able to perform search requests in minutes rather than hours or days. My IT team has been able to free up time to work on more important mission critical projects."

-Gary Green,  
Director of  
Information  
Technology at  
CWS Capital

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### ■ THE SOLUTIONS

David Greene, Director of Information Technology at CWS Capital Partners, wanted to find a way to comply with FINRA and simultaneously improve e-discovery capabilities and server performance without adding additional servers, infrastructure, or software. Greene said, "Sonian seemed like the right solution because it was able to handle the volume of data that needed to be archived, delivered a compliant solution, and allowed me to allocate IT resources more efficiently. However, Sonian exceeded my expectations. I'm able to perform search requests in minutes rather than hours or days. My IT team has been able to free up time to work on more important mission critical projects."

### ■ THE BENEFITS

With Sonian hosted email archiving CWS Capital Partners is able to realize the following benefits:

- Satisfy all FINRA compliance requirements
- Capture and journal all emails/attachments which are then stored in a redundant, tamperproof, Cloud repository
- Improve the GroupWise mail server performance.
- Create significant cost savings on infrastructure investments and personnel
- Improve IT department productivity and value.