HC3 CASE STUDY

21st Century Equipment

Introduction

This case study of 21st Century Equipment is based on a January 2018 survey of HC3 customers by TechValidate, a 3rd-party research service.

> "It was nice to not have to worry about provisioning storage from a SAN on top of provisioning other VM resources. I also like the adding of rapidly increasing capacity by just adding more nodes."

Challenges

- Realized the following operational challenges by deploying HC3:
    - Enabled virtualization without complexity
    - Reduced time spent managing Infrastructure
    - Improved availability of critical workloads
    - Solved single vendor support of Infrastructure
- Purchased their HC3 system for the following reasons:
    - For Infrastructure Refresh (replacing aging hardware)

Company Profile

Company:
21st Century Equipment

Company Size:
Medium Enterprise

Industry:
Agriculture

Use Case

- Purchased HC3 over the following vendors:
    - Dell Servers / SAN
    - HP Servers / SAN
- Has 2 IT personnel responsible for infrastructure.
- Runs 10-24 Virtual Machines on HC3.

About HC3

Scale Computing integrates storage, servers, and virtualization software into an all-in-one appliance based system that is scalable, self-healing and as easy to manage as a single server.

Results

- Rated the following HC3 capabilities in terms of how they differentiated from the competition:
    - single vendor support: extremely differentiated
    - scalability: extremely differentiated
    - reliability: extremely differentiated
    - ease of implementation: extremely differentiated
    - ease of use: extremely differentiated
- Sees the following as the biggest benefits of Scale Computing HC3:
    - Ease of use
    - Ease and speed of implementation
    - Single vendor support
- Reduced the time their IT staff spends managing infrastructure by up to 10% after deploying HC3.

Source: Kelly Mumm, Director of IT, 21st Century Equipment

V2 Version 2 www.version-2.com 二版

Hong Kong
TEL : (852) 2893 8860
Email : sales@version-2.com.hk

Taiwan
TEL : (886) 02 7722 6899
Email : sales@version-2.com.tw

SCALE COMPUTING