

# Bender Warehouse Co

## Introduction

This case study of Bender Warehouse Co. is based on a January 2020 survey of HC3 customers by TechValidate, a 3rd-party research service.



“It has made handling the infrastructure a lot easier, thus allowing me to work on other projects and issues.”

## Challenges

The business challenges that led the profiled company to evaluate and ultimately select HC3:

- Solved the following operational challenges after deploying HC3:
  - Reduced time spent managing Infrastructure
  - Improved availability of critical workloads
  - Improved scalability of Infrastructure
  - Improved disaster recovery
- Purchased their HC3 system for the following reasons:
  - To execute an infrastructure refresh (replacing aging hardware)
  - For Hypervisor Licensing Renewal
  - To support higher uptime SLAs for critical workloads
  - To support business growth expectations or new business initiatives
- Purchased HC3 over the following vendors:
  - Hypervisor – VMware
  - HP Servers / SAN
  - EMC
  - Simplivity

### Company Profile

Company:  
**Bender Warehouse Co.**

Company Size:  
**Medium Enterprise**

Industry:  
**Wholesale Distribution**

### 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.

## Use Case

- Has 1 IT personnel responsible for infrastructure.
- Runs 25-49 Virtual Machines on HC3.

## Results

The surveyed company achieved the following results with HC3:

- 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
  - High availability of Virtual Machines
  - Single vendor support
- Decreased the time spent recovering from a hardware failure running a critical workload from over 1 week to less than 10 minutes (99.9% reduction in recovery time) with the high availability built into HC3.
- Reduced the time their IT staff spends managing infrastructure by 50-74% after deploying HC3.

Source: Dallin Gilbert, IT Administrator, Bender Warehouse Co.