

Bleistahl North America

Introduction

This case study of Bleistahl North America is based on a September 2016 survey of HC3 customers by TechValidate, a 3rd-party research service.



“We’re a small, young company that originally had no IT department and no redundancy built into it’s VM infrastructure. In a matter of months, I was able to provide all of this with implementing an HC3 Scale solution and can now start planning for DR.”

Challenges

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

- Realized the following operational challenges by deploying HC3:
 - Enabled virtualization without complexity
 - Reduced time spent managing Infrastructure
 - Improved availability of critical workloads
 - Improved scalability of Infrastructure
 - Solved single vendor support of Infrastructure
 - Reduced IT operating costs
- Purchased their HC3 system for the following reasons:
 - To support higher uptime SLAs for critical workloads
 - To support business growth expectations or new business initiatives

Use Case

The key features and functionalities of HC3 that the surveyed company uses:

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

Results

The surveyed company achieved the following results with HC3:

- Rated the following HC3 capabilities in terms of how differentiated they 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
 - High availability of Virtual Machines
 - Scalability
- 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 > 75% after deploying HC3.

Company Profile

Company:
Bleistahl North America

Company Size:
Medium Enterprise

Industry:
Industrial Manufacturing

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.

Source: Chris Phillips, IT Manager, Bleistahl North America