

# Borough of State College

## Introduction

This case study of Borough of State College is based on a September 2016 survey of HC3 customers by TechValidate, a 3rd-party research service.



“From the start, the capital costs were lower as was the 5yr support/maintenance.”

## Challenges

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

- Realized the following operational challenges by deploying HC3:
  - Enabled virtualization without complexity
  - Improved scalability of Infrastructure
  - Solved single vendor support of Infrastructure
- Purchased their HC3 system for the following reasons:
  - For Infrastructure Refresh (replacing aging hardware)
  - To reduce operational costs

### Organization Profile

Organization:  
**Borough of State College**

Organization Size:  
**State & Local**

Industry:  
**Government**

## Use Case

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

- Purchased HC3 over the following vendors:
  - Hypervisor – Microsoft Hyper-V
  - Dell Servers / SAN
  - Nutanix
  - Simplivity
  - Starwind
- Has 3 IT personnel responsible for infrastructure
- Runs 25-49 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

The surveyed organization 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: very differentiated
  - Reliability: very 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

Source: Angel Hernandez, Chief Technology Officer, Borough of State College