Bowtech

Introduction

This case study of BOWTECH is based on an October 2017 survey of HC3 customers by TechValidate, a 3rd-party research service.

> "SCALE is helping bring our Server Infrastructure into the current decade. Hyperconverged Virtualization allows us to utilize a truly virtualized environment at the lowest cost when compared to alternatives. Their platform is perfectly targeted towards smaller companies with small IT support teams. Great product, great support, great performance, great price."

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
- Purchased their HC3 system for the following reasons:
    - For Infrastructure Refresh (replacing aging hardware)
    - To support higher uptime SLAs for critical workloads

Company Profile

Company:
Bowtech

Company Size:
Medium Enterprise

Industry:
Consumer Products

Use Case

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

- Purchased HC3 over the following vendors:
    - Hypervisor – VMware
    - Hypervisor – Microsoft Hyper-V
    - Dell Servers / SAN
    - EMC
- Has 1 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 company achieved the following results with HC3:

- Rated the following HC3 capabilities in terms of how differentiated they from the competition:
    - Single vendor support: differentiated
    - Scalability: very differentiated
    - Reliability: not differentiated
    - Ease of implementation: very differentiated
    - Ease of use: very 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
    - Reliability
    - Scalability
    - Single vendor support

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