

# City of Nichols Hills

## Introduction

This case study of City of Nichols Hills is based on a June 2016 survey of HC3 customers by TechValidate, a 3rd-party research service.



“When our project is completed, we will have complete redundancy between our two locations, which will provide us with backup and disaster recovery that is unprecedented for the size of our City.”

## 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
  - Reduced time spent managing Infrastructure
  - Improved disaster recovery
  - Solved single vendor support of Infrastructure
- Purchased their HC3 system for the following reason:
  - For Infrastructure Refresh (replacing aging hardware)

### Organization Profile

Organization:  
**City of Nichols Hills**

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 – VMware
  - Hypervisor – Microsoft Hyper-V
  - Dell Servers / SAN
  - Nutanix
- Has 2 IT personnel responsible for infrastructure.
- Runs >100 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: 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
- Decreased the time spent recovering from a hardware failure running a critical workload from 8-24 hours to less than 10 minutes (97-99% reduction in recovery time) with the high availability built into HC3.
- Reduced the time their IT staff spends managing infrastructure by 25-49% after deploying HC3.

Source: Neil Gray, IT Director, City of Nichols Hills