

# Coast Wholesale Appliances

## Introduction

This case study of Coast Wholesale Appliances is based on an October 2018 survey of HC3 customers by TechValidate, a 3rd-party research service.



“HC3 allowed us to move to a rock solid solution, very quickly and with minimal impact.”

## Challenges

- Solved the following operational challenges after deploying HC3:
  - Enabled virtualization without complexity
  - Reduced time spent managing Infrastructure
  - Improved scalability of Infrastructure
  - Solved single vendor support of Infrastructure
  - Reduced IT operating costs
- Purchased their HC3 system for the following reasons:
  - For Infrastructure Refresh (replacing aging hardware)
  - To reduce operational costs

### Company Profile

Company:  
**Coast Wholesale Appliances**

Company Size:  
**Medium Enterprise**

Industry:  
**Retail**

## Use Case

- Purchased HC3 over the following vendors:
  - Dell Servers / SAN
  - VxRail
- 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

- Rated the following HC3 capabilities in terms of how they differentiated from the competition:
  - Single vendor support: Extremely differentiated
  - Scalability: Extremely 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
  - High availability of Virtual Machines
  - Reliability
  - Scalability
  - Single vendor support
- Reduced the time their IT staff spends managing infrastructure by 50-74% after deploying HC3.

Source: James Bowes, Operations Manager, Coast Wholesale Appliances