

# Case Study: Connection Pointe Church

## Introduction

This case study of CONNECTION POINTE CHURCH is based on a September 2014 survey of HC3 customers by TechValidate, a 3rd-party research service.



“In the great words of Ron Popeil, just ‘set it and forget it.’ HC3 takes a great deal of stress off my team and gave us added comfort.”

## Challenges

- Solved 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
  - Improved disaster recovery
  - Solved single vendor support of Infrastructure
  - Reduced IT operating costs
- Purchased their HC3 system for the following reasons:
  - For Infrastructure Refresh (replacing aging hardware)
  - For Hypervisor Licensing Renewal
  - To support higher uptime SLAs for critical workloads
  - To support business growth expectations or new business initiatives
  - To reduce operational costs

### Organization Profile

Organization:  
**CONNECTION POINTE CHURCH**

Industry:  
**Non-profit**

### 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.

## Use Case

- Purchased HC3 over the following vendors:
  - Hypervisor – VMware
  - Dell Servers / SAN
- Runs 10-24 Virtual Machines on HC3.
- 50-74% of their environment is virtualized.

## Results

- Rated the following HC3 capabilities in terms of how differentiated they from the competition:
  - Ease of use: extremely differentiated
  - Ease of implementation: extremely differentiated
  - Reliability: very differentiated
  - Scalability: very differentiated
  - Single vendor support: 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
- Decreased the time spent recovering from a hardware failure running a critical workload from 1-8 hours to less than 10 minutes (83-97% reduction in recovery time) with the high availability built into HC3.
- Reduced the time their IT staff spends managing infrastructure by 10-24% after deploying HC3.

Source: Keith Pearson, IT Director, Connection Pointe Church