

Costa Salud Community Heath

Introduction

This case study of Costa Salud Community Heath is based on a July 2017 survey of HC3 customers by TechValidate, a 3rd-party research service.



“The Scale Computing solution was very interesting from the beginning. It presents in a single vendor all the support. Employees do not need certifications to use. Also, we do not have to be constantly upgrading. One opportunity we saw apart from the cost was support. No matter the time, a service engineer always helps us by phone in a short time. In our case, we evaluated a lot of products and HC3 was the best that suited our operation. Our business is to provide health care and we feel confident with Scale Computing just as our patients do not place their trust.”

Challenges

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

Realized the following operational challenges by deploying HC3:

- Improved disaster recovery
 - Solved single vendor support of Infrastructure
 - Reduced IT operating costs
- Purchased their HC3 system for the following reasons:
- For Hypervisor Licensing Renewal
 - To support higher uptime SLAs for critical workloads

Company Profile

Company:
Costa Salud Community Heath

Company Size:
Medium Enterprise

Industry:
Health Care

Use Case

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

Purchased HC3 over the following vendor:

- Nutanix

Has 6-10 IT personnel responsible for infrastructure.

Runs 10-24 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:

- Scalability: differentiated
- Reliability: differentiated
- Ease of implementation: differentiated
- Ease of use: extremely differentiated

Sees the following as the biggest benefits of Scale Computing HC3:

- Ease of use
- 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 > 75% after deploying HC3.

Source: Ismael Ruiz, IT Vice President, Costa Salud Community Heath