

## Daman Products

### Introduction

This case study of DAMAN PRODUCTS is based on a July 2019 survey of HC3 customers by TechValidate, a 3rd-party research service.



“With HC3, we were able to move our servers back to our own on-premise data center. This enabled us to cut costs but still have a redundant hyper-converged system. Having the snapshots available has already saved us a couple of times with server issues. Scale support has been top notch and extremely helpful throughout the migration. ”

### Challenges

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

Solved the following operational challenges after deploying HC3:

- Reduced time spent managing Infrastructure
- 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:

- To execute an infrastructure refresh (replacing aging hardware)
- For Hypervisor Licensing Renewal
- To support business growth expectations or new business initiatives
- To reduce operational costs

Purchased HC3 over the following vendors:

- Hypervisor – VMware
- Hypervisor – Microsoft Hyper-V
- Dell Servers / SAN
- HP Servers / SAN
- EMC
- Simplivity

### Use Case

- Has 4-5 IT personnel responsible for infrastructure.
- Runs 50-74 Virtual Machines on HC3.

### Results

The surveyed company achieved the following results with HC3:

Rated the following HC3 capabilities in terms of how they differentiated from the competition:

- Single vendor support: extremely differentiated
- Ease of use: differentiated

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

- Ease of use
- High availability of Virtual Machines
- Reliability
- Scalability
- 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 10-24% after deploying HC3.

#### Company Profile

Company:  
**DAMAN PRODUCTS**

Company Size:  
**Medium Enterprise**

Industry:  
**Engineering**

#### 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.

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