

Dowler-Karn

Introduction

This case study of Dowler-Karn is based on a January 2018 survey of HC3 customers by TechValidate, a 3rd-party research service.



“The process from initial sale to setup was fantastic and has given us great confidence that our Scale cluster will perform as well for us in the future as it is today.”

Challenges

- Realized the following operational challenges by deploying HC3:
 - Improved availability of critical workloads
 - Improved scalability of Infrastructure
 - Improved disaster recovery
- Purchased their HC3 system for the following reasons:
 - For Infrastructure Refresh (replacing aging hardware)
 - To support business growth expectations or new business initiatives

Company Profile

Company:
Dowler-Karn

Company Size:
Medium Enterprise

Industry:
Energy & Utilities

Use Case

- Purchased HC3 over the following vendors:
 - Hypervisor – Microsoft Hyper-V
 - Dell Servers / SAN
 - HP Servers / SAN
- Has 3 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

- Rated the following HC3 capabilities in terms of how they differentiated from the competition:
 - single vendor support: very differentiated
 - scalability: very 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
 - High availability of Virtual Machines
- 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: Kevin Lindsay, IT Manager, Dowler-Karn.