

Case Study: Dunk & Associates

Introduction

This case study of Dunk & Associates is based on a November 2015 survey of HC3 customers by TechValidate, a 3rd-party research service.

“I went from a failing IBM SAN running VMFS 5 where I was worrying day and night about the failing drives and the VMFS integrity. Once I switched to Scale, I was able to sleep soundly at night and have yet to have any sort of issue.”

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
 - 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 business growth expectations or new business initiatives

Company Profile

Company:
Dunk & Associates

Company Size:
Small Business

Industry:
Educational Institution

Use Case

- Purchased HC3 over the following vendors:
 - Hypervisor – VMware
 - Hypervisor – Microsoft Hyper-V
 - Dell Servers / SAN
 - Nutanix
- Has 1 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 differentiated they from the competition:
 - Ease of use: extremely differentiated
 - Ease of implementation: extremely differentiated
 - Reliability: extremely differentiated
 - Scalability: extremely 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
- Reduced the time their IT staff spends managing infrastructure by > 75% after deploying HC3.

Source: Brian Dunk, IT Director, Dunk & Associates