

# Earl May Seed & Nursery

## Introduction

This case study of Earl May Seed & Nursery is based on an April 2018 survey of HC3 customers by TechValidate, a 3rd-party research service.

## Challenges

- Solved the following operational challenges after deploying HC3:
  - Enabled virtualization without complexity
  - Improved availability of critical workloads
  - Improved scalability of Infrastructure
  - Improved disaster recovery
  - Solved single vendor support of Infrastructure
- Purchased their HC3 system for the following reason:
  - For Infrastructure Refresh (replacing aging hardware)

### Company Profile

Company:  
**Earl May Seed & Nursery**

Company Size:  
**Medium Enterprise**

Industry:  
**Retail**

## Use Case

- Purchased HC3 over the following vendors:
  - Dell Servers / SAN
  - HP Servers / SAN
- Has 4-5 IT personnel responsible for infrastructure.
- Runs Less than 10 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: extremely differentiated
  - Scalability: extremely differentiated
  - Reliability: very differentiated
  - Ease of implementation: extremely differentiated
  - Ease of use: very differentiated
- Sees the following as the biggest benefits of Scale Computing HC3:
  - Ease of use
  - Ease and speed of implementation
  - Scalability
  - Single vendor support

Source: Jon Brantner, IT Administrator, Earl May Seed & Nursery