

# Echo Energy, LLC

## Introduction

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



“In the past few months, I have been able to isolate the applications that my company needs off of a single server with iSCSI storage to individual application servers for each department and shared storage including Replication to a DR Location.”

## Challenges

- Realized the following operational challenges by deploying HC3:
  - Enabled virtualization without complexity
  - Reduced time spent managing Infrastructure
  - 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:  
**Echo Energy, LLC**

Company Size:  
**Small Business**

Industry:  
**Financial Services**

## Use Case

- Purchased HC3 over the following vendors:
  - Hypervisor – Microsoft Hyper-V
  - Dell Servers / SAN
  - Nutanix
- Has 1 IT personnel responsible for infrastructure.
- Runs 25-49 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: differentiated
  - scalability: very differentiated
  - reliability: 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
  - Ease and speed of implementation
  - High availability of Virtual Machines
  - Reliability
  - Scalability
- 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.

Source: Chris Selby, IT Director, Echo Energy, LLC