

# Fitment Group

## Introduction

This case study of Fitment Group is based on an October 2016 survey of HC3 customers by TechValidate, a 3rd-party research service.



“HC3 is our first serious server solution our company has invested in, upgrading from desktop class workstations doing most of our workload. The biggest impact our new hardware has is redundancy at every level — from disks all the way down to power and network.”

## Challenges

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

- Realized the following operational challenges by deploying HC3:
  - Enabled virtualization without complexity
  - Reduced time spent managing Infrastructure
  - Improved availability of critical workloads
  - Improved disaster recovery
- Purchased their HC3 system for the following reason:
  - For Infrastructure Refresh (replacing aging hardware)

### Company Profile

Company:  
**Fitment Group**

Company Size:  
**Small Business**

Industry:  
**Computer Software**

## Use Case

The key features and functionalities of HC3 that the surveyed company uses:

- Purchased HC3 over the following vendor:
  - Dell Servers / SAN
- Has 1 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

The surveyed company achieved the following results with HC3:

- Rated the following HC3 capabilities in terms of how differentiated they from the competition:
  - Single vendor support: differentiated
  - Scalability: differentiated
  - Reliability: differentiated
  - Ease of implementation: 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.

Source: Tim Tilberg, Operations, Fitment Group