

# Case Study: GEO Foundation

## Introduction

This case study of GEO Foundation is based on a September 2014 survey of HC3 customers by TechValidate, a 3rd-party research service.



“The HC3 solution allows us to spin up new servers at a moments notice and react to our changing business needs.”

## Challenges

- Solved the following operational challenges by deploying HC3:
  - Enabled virtualization without complexity
  - Reduced time spent managing Infrastructure
  - Improved availability of critical workloads
  - Improved disaster recovery
  - Solved single vendor support of Infrastructure
  - Reduced IT operating costs
- Purchased their HC3 system for the following reasons:
  - For Hypervisor Licensing Renewal
  - To support business growth expectations or new business initiatives
  - To reduce operational costs

### Organization Profile

Organization:  
**GEO Foundation**

Industry:  
**Educational Institution**

### 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.

## Use Case

- Purchased HC3 over the following vendors:
  - Hypervisor – VMware
  - Dell Servers / SAN
  - HP Servers / SAN
  - NetApp
- Runs >100 Virtual Machines on HC3.
- > 75% of their environment is virtualized.

## 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
- 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.
- Reduced the time their IT staff spends managing infrastructure by 25-49% after deploying HC3.

Source: Brian Beck, Chief Technology Officer, GEO Foundation