

Greenleaf Hospitality Group

Introduction

This case study of Greenleaf Hospitality Group is based on an April 2019 survey of HC3 customers by TechValidate, a 3rd-party research service.



“Given the simplicity of management provided by HC3, we’re able to have tier 1-2 resources manage our hyper-converged environment. This has allowed our tier 3 resources to focus on other things that demand their expensive expertise.”

Challenges

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

- Solved the following operational challenges after deploying HC3:
 - Reduced time spent managing Infrastructure
 - Improved availability of critical workloads
 - Improved scalability of Infrastructure
 - Improved disaster recovery
 - Solved single vendor support of Infrastructure
 - Reduced IT operating costs
- Purchased their HC3 system for the following reasons:
 - To execute an infrastructure refresh (replacing aging hardware)
 - For Hypervisor Licensing Renewal
 - To support higher uptime SLAs for critical workloads
 - To meet increasing RPO and RTO SLAs
 - To reduce operational costs
- Purchased HC3 over the following vendors:
 - Hypervisor – VMware
 - Dell Servers / SAN
 - HP Servers / SAN
 - EMC
 - NetApp
 - Nutanix
 - Simplivity
 - VMware VSAN

Company Profile

Company:
Greenleaf Hospitality Group

Company Size:
Medium Enterprise

Industry:
Hospitality

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

- Has 4-5 IT personnel responsible for infrastructure.
- Runs 50-74 Virtual Machines on HC3.

Results

The surveyed company achieved the following results with HC3:

- Rated the following HC3 capabilities in terms of how they differentiated from the competition:
 - Single vendor support: extremely differentiated
 - Scalability: very differentiated
 - Reliability: differentiated
 - Ease of implementation: very differentiated
 - Ease of use: extremely differentiated
- Sees the following as the biggest benefits of Scale Computing HC3:
 - Ease of use
 - High availability of Virtual Machines
 - Scalability
 - Single vendor support
- Reduced the time their IT staff spends managing infrastructure by up to 10% after deploying HC3.

Source: Michael Cross, Chief Information Officer, Greenleaf Hospitality Group