Case Study: Greenwood, Inc.

Introduction

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

> "The HC3 system enabled me to increase executive buy-in on Virtualization as a reliable platform. I am able to quickly and easily get servers running, and I know that the hardware is always optimized."

Challenges

- Solved the following operational challenges by deploying HC3:
    - Reduced time spent managing Infrastructure
    - Improved scalability of Infrastructure
    - Solved single vendor support of Infrastructure
- Purchased their HC3 system for the following reasons:
    - For Infrastructure Refresh (replacing aging hardware)
    - To support business growth expectations or new business initiatives
    - To reduce operational costs

Company Profile

Company:
Greenwood, Inc.

Company Size:
Small Business

Industry:
Industrial Manufacturing

Use Case

- Purchased HC3 over the following vendors:
    - Hypervisor – VMware
    - Hypervisor – Microsoft Hyper-V
    - HP Servers / SAN
- Runs Less than 10 Virtual Machines on HC3.
- 25-49% of their environment is virtualized.

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 differentiated they from the competition:
    - Ease of use: extremely differentiated
    - Ease of implementation: extremely differentiated
    - Reliability: very 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
    - Scalability
    - Single vendor support
- Reduced the time their IT staff spends managing infrastructure by 50-74% after deploying HC3.

Source: Brodie Krause, IT Manager, Greenwood, Inc.

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