

# Growth Financial Corporation

## Introduction

This case study of Growth Financial Corporation is based on a January 2019 survey of HC3 customers by TechValidate, a 3rd-party research service.

## Challenges

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

- Solved the following operational challenges after deploying HC3:
  - Enabled virtualization without complexity
  - Reduced time spent managing Infrastructure
  - Improved scalability of Infrastructure
- Purchased their HC3 system for the following reasons:
  - For Hypervisor Licensing Renewal
  - To support business growth expectations or new business initiatives
  - Reduce operational complexity

## Use Case

- Purchased HC3 over the following vendors:
  - Hypervisor – VMware
  - Hypervisor – Microsoft Hyper-V
  - Dell Servers / SAN
  - HP Servers / SAN
  - Huawei FusionCube
- Has 1 IT personnel responsible for infrastructure.
- Runs 10-24 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: very differentiated
  - scalability: differentiated
  - ease of implementation: very differentiated
  - ease of use: very 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
  - 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.
- Reduced the time their IT staff spends managing infrastructure by 10-24% after deploying HC3.

### Company Profile

Company:  
**Growth Financial Corporation**

Company Size:  
**Medium Enterprise**

Industry:  
**Banking**

### 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.

Source: Jer Ratcliffe, IT Manager, Growth Financial Corporation