Case Study: Gunton Corporation

Introduction

This case study of Gunton Corporation is based on a February 2016 survey of HC3 customers by TechValidate, a 3rd-party research service.

> "The HC3 has given us a cost effective, highly available virtualization cluster that is extremely easy to use. We were able to migrate 7 aging physical machines and 8 other virtual machines onto the HC3 3-node cluster, with a ton of room to spare. Overall, we couldn't be happier."

Challenges

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

Company Profile

Company:
Gunton Corporation

Company Size:
Medium Enterprise

Industry:
Retail

Use Case

- Purchased HC3 over the following vendors:
  - Hypervisor – Microsoft Hyper-V
  - Nutanix
  - Simplivity
- Has 4-5 IT personnel responsible for infrastructure.
- Runs 10-24 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

- Rated the following HC3 capabilities in terms of how differentiated they from the competition:
  - Ease of use: very differentiated
  - Ease of implementation: extremely differentiated
  - Reliability: very differentiated
  - Scalability: very differentiated
  - Single vendor support: very differentiated
- Sees the following as the biggest benefits of Scale Computing HC3:
  - Ease of use
  - High availability of Virtual Machines
  - Scalability
- Decreased the time spent recovering from a hardware failure running a critical workload from 1-8 hours to less than 10 minutes (83-97% 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.

Source: Mike Slates, IT Manager, Gunton Corporation

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