

Havre De Grace, Maryland

Introduction

This case study of Havre de Grace, Maryland is based on a January 2019 survey of HC3 customers by TechValidate, a 3rd-party research service.



“Scale’s easy to understand dashboard makes monitoring system performance and resources a no-brainer. In addition, creating a new VM is a snap! Our prior HP Hyper-V node / SAN was far more complicated to manage. Creating VM’s took time and caused node performance to decrease while the VM was being provisioned. We love SCALE and look forward to being a customer for many years to come!”

Challenges

The business challenges that led the profiled organization 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:
 - For Infrastructure Refresh (replacing aging hardware)
 - To support higher uptime SLAs for critical workloads
 - To support business growth expectations or new business initiatives
 - To reduce operational costs

Organization Profile

Organization:
Havre de Grace, Maryland

Organization Size:
State & Local

Industry:
Government

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 – Microsoft Hyper-V
 - Dell Servers / SAN
 - HP Servers / SAN
- Has 2 IT personnel responsible for infrastructure.
- Runs 10-24 Virtual Machines on HC3.

Results

The surveyed organization 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: extremely differentiated
 - Reliability: very differentiated
 - Ease of implementation: extremely differentiated
 - Ease of use: 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
 - Reliability
 - Scalability
 - Single vendor support
- Reduced the time their IT staff spends managing infrastructure by 25-49% after deploying HC3.

Source: Jeff Thompson, IT Manager, Havre de Grace, Maryland