

Hawkins Parnell Thackston & Young Llp

Introduction

This case study of Hawkins Parnell Thackston & Young LLP is based on an April 2019 survey of HC3 customers by TechValidate, a 3rd-party research service.

“Great solution.”

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 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 business growth expectations or new business initiatives
 - To reduce operational costs
- Purchased HC3 over the following vendors:
 - Hypervisor – VMware
 - Hypervisor – Microsoft Hyper-V
 - NetApp
 - Nutanix
 - VxRail

Company Profile

Company:
Hawkins Parnell Thackston & Young LLP

Company Size:
Medium Enterprise

Industry:
Professional Services

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 2 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: 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 50-74% after deploying HC3.

Source: Ted Gerber, IT Director, Hawkins Parnell Thackston & Young LLP