

# Hiebing

## Introduction

This case study of Hiebing is based on an April 2018 survey of HC3 customers by TechValidate, a 3rd-party research service.



“I no longer worry about my risk exposures of a node failing- I now have capacity to run all loads in the event of a single unit being down, and with the refreshed hardware, I’ve gained SSD speed and reset the MTBF clock with new hardware.”

## Challenges

- Solved the following operational challenges by deploying HC3:
  - Enabled virtualization without complexity
  - Improved scalability of Infrastructure
  - Improved disaster recovery
- Purchased their HC3 system for the following reasons:
  - For Infrastructure Refresh (replacing aging hardware)

### Company Profile

Company:  
**Hiebing**

Company Size:  
**Small Business**

Industry:  
**Professional Services**

## Use Case

- Purchased HC3 over the following vendors:
  - Nutanix
  - XenServer
- Has 2 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 they differentiated from the competition:
  - Single vendor support: Very differentiated
  - Scalability: Differentiated
  - Reliability: Differentiated
  - Ease of implementation: Extremely 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
  - Single vendor support

Source: Steve Yuroff, IT Administrator, Hiebing