

Hooper Lundy & Bookman

Introduction

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



“Better platform for outlying offices.”

Challenges

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

- Solved the following operational challenges after deploying HC3:
 - Improved disaster recovery
 - Solved single vendor support of Infrastructure
- Purchased their HC3 system for the following reasons:
 - For Infrastructure Refresh (replacing aging hardware)

Company Profile

Company:
Hooper Lundy & Bookman

Company Size:
Medium Enterprise

Industry:
Professional Services

Use Case

The key features and functionalities of HC3 that the surveyed company uses:

- Purchased HC3 over the following vendors:
 - Hypervisor – VMware
- Has 3 IT personnel responsible for infrastructure.
- Runs Less than 10 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

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
 - Reliability: Extremely differentiated
 - Ease of implementation: Very differentiated
 - Ease of use: Very differentiated
- Sees the following as the biggest benefits of Scale Computing HC3:
 - High availability of Virtual Machines
 - Reliability
- 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.

Source: Greg Williams, Chief Technology Officer, Hooper Lundy & Bookman