

## Insight Lighting

### Introduction

This case study of INSIGHT LIGHTING is based on a January 2019 survey of HC3 customers by TechValidate, a 3rd-party research service.



“Scale is a solution that allows a “set it and forget it” mentality. It allows me to focus on other aspects of my job without worrying if my servers are running properly.”

### Challenges

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

- Solved the following operational challenges after deploying HC3:
  - 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)

#### Company Profile

Company:  
**Insight Lighting**

Company Size:  
**Small Business**

Industry:  
**Industrial Manufacturing**

### Use Case

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

- Purchased HC3 over the following vendors:
  - Hypervisor – VMware
  - HP Servers / SAN
  - Nutanix
- Has 1 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

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: extremely 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
  - Scalability
  - Single vendor support
- Reduced the time their IT staff spends managing infrastructure by 10-24% after deploying HC3.

Source: Tracy Burton, System Administrator, Insight Lighting