

Kawa Capital Management

Introduction

This case study of Kawa Capital Management is based on a June 2016 survey of HC3 customers by TechValidate, a 3rd-party research service.

“HC3 has allowed us to focus on other IT initiatives, by giving us a more stable and reliable infrastructure which requires less overall management.”

Challenges

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

- Realized the following operational challenges by 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:
 - For Infrastructure Refresh (replacing aging hardware)
 - To support higher uptime SLAs for critical workloads
 - To meet increasing RPO and RTO SLAs
 - To reduce operational costs

Company Profile

Company:
Kawa Capital Management

Company Size:
Small Business

Industry:
Financial 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

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

- Purchased HC3 over the following vendors:
 - Hypervisor – VMware
 - Nutanix
 - Simplivity
- Has 2 IT personnel responsible for infrastructure.
- Runs Less than 10 Virtual Machines on HC3.

Results

The surveyed company achieved the following results with HC3:

- Rated the following HC3 capabilities in terms of how differentiated they from the competition:
 - Single vendor support: differentiated
 - Scalability: differentiated
 - Reliability: 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
- 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.
- Reduced the time their IT staff spends managing infrastructure by 25-49% after deploying HC3.

Source: Dimas Rosario, IT Director, Kawa Capital Management