HC3 CASE STUDY

LTP Sports Group Inc.

Introduction

This case study of LTP Sports Group Inc. is based on a February 2018 survey of HC3 customers by TechValidate, a 3rd-party research service.

> "Enables me to focus on long term planning. Frees me to look at other areas of infrastructure that are often neglected such as networking, phone communications, etc."

Challenges

- Realized the following operational challenges by deploying HC3:
    - Enabled virtualization without complexity
    - Reduced time spent managing Infrastructure
    - 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 business growth expectations or new business initiatives
    - To reduce operational costs

Use Case

- Purchased HC3 over the following vendors:
    - Hypervisor – Microsoft Hyper-V
    - Nutanix
    - Simplivity
    - MAXTA
- Has 1 IT personnel responsible for infrastructure.
- Runs 25-49 Virtual Machines on HC3.

Company Profile

Company:
LTP Sports Group Inc.

Company Size:
Medium Enterprise

Industry:
Wholesale Distribution

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
    - 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
- Decreased the time spent recovering from a hardware failure running a critical workload from over 1 week to less than 10 minutes (99.9% reduction in recovery time) with the high availability built into HC3.
- Reduced the time their IT staff spends managing infrastructure by 50-74% after deploying HC3.

Source: Scott White, Systems and Network Administrator, LTP Sports Group Inc.

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