

# Leominster Credit Union

## Introduction

This case study of Leominster Credit Union is based on a July 2019 survey of HC3 customers by TechValidate, a 3rd-party research service.



“Reduction in costs but increases in reliability and scalability.”

## Challenges

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

Solved the following operational challenges after deploying HC3:

- 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:

- To execute an infrastructure refresh (replacing aging hardware)
- For Hypervisor Licensing Renewal
- To support higher uptime SLAs for critical workloads
- To support business growth expectations or new business initiatives
- To meet increasing RPO and RTO SLAs
- To reduce operational costs

Purchased HC3 over the following vendors:

- Hypervisor – VMware
- Hypervisor – Microsoft Hyper-V
- Dell Servers / SAN
- Nutanix

## Use Case

- Has 2 IT personnel responsible for infrastructure.
- Runs 25-49 Virtual Machines on HC3.

## 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: very differentiated
- Reliability: very differentiated
- Ease of implementation: very 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 > 75% after deploying HC3.

Source: Audie Franks, IT Vice President, LEOMINSTER CREDIT UNION

### Company Profile

Company:  
**Leominster Credit Union**

Company Size:  
**Small Business**

Industry:  
**Banking**

### 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.