Long & McQuade

Introduction

This case study of Long & McQuade is based on a January 2017 survey of HC3 customers by TechValidate, a 3rd-party research service.

> "There has been minimal impact – as expected and intended. We don't routinely spin up new machines, but if we did, the cluster would be beneficial."

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

Company Profile

Company:
Long & McQuade

Company Size:
Small Business

Industry:
Retail

Use Case

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

- Purchased HC3 over the following vendors:
    - Hypervisor – VMware
    - Dell Servers / SAN
- Has 4-5 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 differentiated they from the competition:
    - Single vendor support: very differentiated
    - Ease of implementation: very 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
    - Scalability
- Decreased the time spent recovering from a hardware failure running a critical workload from 8-24 hours to less than 10 minutes (97-99% reduction in recovery time) with the high availability built into HC3.

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