Medium Enterprise Banking Company

Introduction

This case study of a medium enterprise banking company is based on an October 2018 survey of HC3 customers by TechValidate, a 3rd-party research service. The profiled company asked to have their name blinded to protect their confidentiality.

> "It's been really easy to update the nodes without the users even realizing that we were patching. With VMware, this was not possible."

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)
    - For Hypervisor Licensing Renewal
    - To support higher uptime SLAs for critical workloads
    - To meet increasing RPO and RTO SLAs

Use Case

- Purchased HC3 over the following vendors:
    - Hypervisor – VMware
    - Nutanix
    - VMware VSAN
- Has 3 IT personnel responsible for infrastructure.
- Runs 10-24 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: Differentiated
    - Scalability: Differentiated
    - Reliability: Differentiated
    - Ease of implementation: Differentiated
    - Ease of use: Differentiated
- Sees the following as the biggest benefits of Scale Computing HC3:
    - Ease of use
    - High availability of Virtual Machines
    - 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: TechValidate survey of a Medium Enterprise Banking Company

Company Profile

The company featured in this case study asked to have its name publicly blinded because publicly endorsing vendors is against their policies.

TechValidate stands behind the authenticity of this data.

Company Size:
Medium Enterprise

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.

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