

# Medium Enterprise Computer Software Company

## Introduction

This case study of a medium enterprise computer software company is based on a July 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.



“HC3 allowed us to consolidate many ESXi boxes into a single solution. We never previously invested in a VM solution so this was our first step in implementing a single point of management solution. The added simplicity and price of the solution was just a bonus to making the whole project come together. We also are rapidly growing so the easy scalability was a major selling point.”

## Challenges

- Solved the following operational challenges after deploying HC3:
  - Enabled virtualization without complexity
  - Reduced time spent managing Infrastructure
  - Improved scalability of Infrastructure
- Purchased their HC3 system for the following reasons:
  - To support business growth expectations or new business initiatives

## Use Case

- Purchased HC3 over the following vendors:
  - Hypervisor – VMware
  - Dell Servers / SAN
  - Simplivity
- Has 4-5 IT personnel responsible for infrastructure.
- Runs >100 Virtual Machines on HC3.

## Results

- Rated the following HC3 capabilities in terms of how they differentiated from the competition:
  - Single vendor support: Very 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:
  - High availability of Virtual Machines
  - Scalability
  - Single vendor support
- 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.
- Reduced the time their IT staff spends managing infrastructure by > 75% after deploying HC3.

### 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:  
**Computer Software**

### 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.

Source: TechValidate survey of a Medium Enterprise Computer Software Company