

# Medium Enterprise Financial Services Company

## Introduction

This case study of a medium enterprise financial services 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.



“The Scale solution simplified patching and allowed us to integrate a useful DR feature to our plan.”

## Challenges

- Solved the following operational challenges after deploying HC3:
  - Reduced time spent managing Infrastructure
  - Improved scalability of Infrastructure
  - Improved disaster recovery
- Purchased their HC3 system for the following reasons:
  - For Infrastructure Refresh (replacing aging hardware)
  - To support business growth expectations or new business initiatives

## Use Case

- Purchased HC3 over the following vendors:
  - Hypervisor – VMware
  - Nutanix
- Has 3 IT personnel responsible for infrastructure.
- Runs 10-24 Virtual Machines on HC3.

## Results

- Rated the following HC3 capabilities in terms of how they differentiated from the competition:
  - Single vendor support: Differentiated
  - Scalability: Differentiated
  - Ease of implementation: Differentiated
  - Ease of use: Very differentiated
- Sees the following as the biggest benefits of Scale Computing HC3:
  - Ease of use
  - High availability of Virtual Machines
  - Reliability
- 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 50-74% 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:  
**Financial Services**

### 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 Financial Services Company