HC3 CASE STUDY

Medium Enterprise Food Company

Introduction

This case study of a medium enterprise food company is based on an October 2017 survey of HC3 customers by TechValidate, a 3rd-party research service. The profiled company asked to have their name blinded to protect their confidentiality.

> **"Still implementing but expect it should take out most of the complexity."**

Challenges

- Realized the following operational challenges by deploying HC3:
    - Enabled virtualization without complexity
    - Improved availability of critical workloads
    - Improved scalability of Infrastructure
    - Improved disaster recovery
    - Reduced IT operating costs
- Purchased their HC3 system for the following reasons:
    - For Infrastructure Refresh (replacing aging hardware)
    - To support business growth expectations or new business initiatives
    - To reduce operational costs

Use Case

- Purchased HC3 over the following vendors:
    - Hypervisor – VMware
    - Dell Servers / SAN
    - Simplivity
- Has 3 IT personnel responsible for infrastructure.
- Runs Less than 10 Virtual Machines on HC3.

Results

- Rated the following HC3 capabilities in terms of how it differentiated them from the competition:
    - Single vendor support: very differentiated
    - Scalability: very differentiated
    - Reliability: very differentiated
    - Ease of implementation: extremely differentiated
    - Ease of use: extremely differentiated
- Sees the following as the biggest benefits of Scale Computing HC3:
    - Ease of use
    - High availability of Virtual Machines
    - Scalability
- Reduced the time their IT staff spends managing infrastructure by up to 10% 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:
Food

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 Food Company

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