HC3 CASE STUDY

# Medium Enterprise Media & Entertainment Company

## Introduction

This case study of a medium enterprise media & entertainment 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 has enabled our casinos to enjoy the same level of protection and reliability as our main datacentre without blowing their operational budgets."

## Challenges

- Solved the following operational challenges after deploying HC3:
  - Reduced time spent managing Infrastructure
  - Improved availability of critical workloads
  - Improved disaster recovery
  - Solved single vendor support of Infrastructure
  - Reduced IT operating costs
- Purchased their HC3 system for the following reasons:
  - For Infrastructure Refresh (replacing aging hardware)
  - To support higher uptime SLAs for critical workloads
  - To reduce operational costs

### 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:
**Media & Entertainment**

## Use Case

- Purchased HC3 over the following vendors:
  - Hypervisor – VMware
  - EMC
  - Nutanix
  - Simplivity
  - VxRail
- Has 4-5 IT personnel responsible for infrastructure.
- Runs >100 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

- Rated the following HC3 capabilities in terms of how they differentiated from the competition:
  - Single vendor support: Extremely differentiated
  - Scalability: Differentiated
  - Ease of implementation: Very differentiated
  - Ease of use: Extremely differentiated
- Sees the following as the biggest benefits of Scale Computing HC3:
  - Ease of use
  - Ease and speed of implementation
  - High availability of Virtual Machines
  - Reliability
  - 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 up to 10% after deploying HC3.

Source: TechValidate survey of a Medium Enterprise Media & Entertainment Company

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