Medium Enterprise Metals & Mining Company

Introduction

This case study of a medium enterprise metals & mining 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.

Challenges

- Solved the following operational challenges after deploying HC3:
    - Enabled virtualization without complexity
    - Reduced time spent managing Infrastructure
    - Improved availability of critical workloads
    - Improved scalability of Infrastructure
    - 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)
    - For Hypervisor Licensing Renewal
    - To support higher uptime SLAs for critical workloads
    - To support business growth expectations or new business initiatives
    - 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:
Metals & Mining

Use Case

- Purchased HC3 over the following vendors:
    - Hypervisor – Microsoft Hyper-V
    - HP Servers / SAN
- Has 1 IT personnel responsible for infrastructure.
- Runs less than 10 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: Extremely differentiated
    - Reliability: Extremely 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
    - Ease and speed of implementation
    - High availability of Virtual Machines
    - Reliability
    - Scalability
    - Single vendor support
- Reduced the time their IT staff spends managing infrastructure by 50-74% after deploying HC3.

Source: TechValidate survey of a Medium Enterprise Metals & Mining Company

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