HC3 CASE STUDY

Medium Enterprise Professional Services Company

Introduction

This case study of a medium enterprise professional services company is based on a January 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.

> "We are still implementing the infrastructure but from the limited amount of work we have done so far, HC3 is going to make a large impact on our operation."

Challenges

The business challenges that led the profiled company to evaluate and ultimately select HC3:

- Realized the following operational challenges by deploying HC3:
    - Enabled virtualization without complexity
    - Reduced time spent managing Infrastructure
    - Improved availability of critical workloads
    - Improved scalability of Infrastructure
    - 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 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:
Professional Services

Use Case

The key features and functionalities of HC3 that the surveyed company uses:

- Purchased HC3 over the following vendors:
    - Hypervisor – VMware
    - Hypervisor – Microsoft Hyper-V
    - Nutanix
- Has 1 IT personnel responsible for infrastructure.
- Runs 10-24 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.
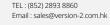
Results

The surveyed company achieved the following results with HC3:

- Rated the following HC3 capabilities in terms of how differentiated they from the competition:
    - Single vendor support: extremely differentiated
    - Scalability: differentiated
    - Reliability: 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
    - 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 50-74% after deploying HC3.

Source: TechValidate survey of a Medium Enterprise Professional Services Company

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