

Case Study: Merganser Capital Management

Introduction

This case study of Merganser Capital Management is based on a June 2015 survey of HC3 customers by TechValidate, a 3rd-party research service.

“HC3 relieved us of a lot of worry about our aging hardware and has made availability and redundancy a big part of our infrastructure. The ability to upgrade firmware without losing machine use during the workday is amazing; and the ease of configuring and backing up VMs is beyond anything we ever had before.”

Challenges

- Solved the following operational challenges by deploying HC3:
 - Enabled virtualization without complexity
 - Reduced time spent managing Infrastructure
 - Improved availability of critical workloads
 - 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 reduce operational costs

Company Profile

Company:
Merganser Capital Management

Company Size:
Small Business

Industry:
Financial Services

Use Case

- Purchased HC3 over the following vendors:
 - Hypervisor – VMware
 - HP Servers / SAN
 - Nutanix
- Runs 10-24 Virtual Machines on HC3.
- > 75% of their environment is virtualized.

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 differentiated they from the competition:
 - Ease of use: extremely differentiated
 - Ease of implementation: extremely differentiated
 - Reliability: extremely differentiated
 - Scalability: extremely differentiated
 - Single vendor support: 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
 - Scalability
- 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 25-49% after deploying HC3.

Source: Jessica McGeary, IT Manager, Merganser Capital Management