

Case Study: Midwest Dental

Introduction

This case study of Midwest Dental is based on a September 2014 survey of HC3 customers by TechValidate, a 3rd-party research service.



“The HC3 allowed us to move to virtualization with very little knowledge of how to make that move. As a small company we have limited resources in the IT department, so investing a lot of time learning the ins-and-outs of a more complex VM solution wasn’t an option. Scale’s straight forward approach and easy-to-use interface allowed us to get our VMs up and running quickly.”

Challenges

- Solved the following operational challenges by deploying HC3:
 - Enabled virtualization without complexity
 - Reduced time spent managing Infrastructure
 - Solved single vendor support of Infrastructure
- Purchased their HC3 system for the following reasons:
 - To support business growth expectations or new business initiatives

Company Profile

Company:
Midwest Dental

Company Size:
Medium Enterprise

Industry:
Health Care

Use Case

- Purchased HC3 over the following vendors:
 - Hypervisor – VMware
 - Hypervisor – Microsoft Hyper-V
- Runs 10-24 Virtual Machines on HC3.
- 50-74% 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: very differentiated
 - Ease of implementation: very differentiated
 - Scalability: differentiated
 - Single vendor support: very differentiated
- Sees the following as the biggest benefits of Scale Computing HC3:
 - Ease of use
 - Ease and speed of implementation
- Reduced the time their IT staff spends managing infrastructure by 10-24% after deploying HC3.

Source: Bill Andersen, IT Manager, Midwest Dental