HC3 CASE STUDY

Monoflo International

Introduction

This case study of Monoflo International is based on an October 2017 survey of HC3 customers by TechValidate, a 3rd-party research service.

> "There is no longer a lot of planning that needs to go into, recovering, scaling or deploying additional infrastructure. I can focus on improving technology in other areas."

Challenges

- Realized the following operational challenges by deploying HC3:
    - Reduced time spent managing Infrastructure
    - Improved scalability of Infrastructure
    - Improved disaster recovery
    - Solved single vendor support of Infrastructure
- 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

Company Profile

Company:
Monoflo International

Company Size:
Medium Enterprise

Industry:
Industrial Manufacturing

Use Case

- Purchased HC3 over the following vendors:
    - Hypervisor – VMware
    - HP Servers / SAN
    - EMC
    - Nutanix
    - Simplivity
- 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

- Rated the following HC3 capabilities in terms of how it differentiated them from the competition:
    - Single vendor support: extremely differentiated
    - Scalability: very differentiated
    - Reliability: extremely differentiated
    - Ease of implementation: very differentiated
    - Ease of use: extremely differentiated
- Sees the following as the biggest benefits of Scale Computing HC3:
    - High availability of Virtual Machines
    - Scalability
    - Single vendor support
- Decreased the time spent recovering from a hardware failure running a critical workload from 1-8 hours to less than 10 minutes (83-97% 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: Juan Hernandez, IT Manager, Monoflo International

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