

# Case Study: Morgan County TN Schools

## Introduction

This case study of Morgan County TN Schools is based on a September 2014 survey of HC3 customers by TechValidate, a 3rd-party research service.

“We were using a Scale SAN solution before with Iscsi attached to the Scale Sans. It was a great setup, but we had to worry about when servers rebooted or got updates, the iscsi sometimes would not reconnect. Now since the HC3 is processing, ram and storage all built in one solution, we have no worries about updates or iscsi connections.”

## Challenges

- Solved 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
  - 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)
  - To support higher uptime SLAs for critical workloads

### Organization Profile

Organization:  
**Morgan County TN Schools**

Industry:  
**Educational Institution**

### 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.

## Use Case

- Purchased HC3 over the following vendors:
  - Hypervisor – Microsoft Hyper-V
  - Dell Servers / SAN
  - EMC
  - NetApp
- Runs 10-24 Virtual Machines on HC3.
- > 75% of their environment is virtualized.

## Results

- Rated the following HC3 capabilities in terms of how differentiated they from the competition:
  - ease of use: extremely differentiated
  - ease of implementation: very 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
  - Reliability
  - 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 10-24% after deploying HC3.

Source: Chris Rogers, System Administrator, Morgan County TN Schools