

# Case Study: Neovation Corporation

## Introduction

This case study of Neovation Corporation is based on a December 2014 survey of HC3 customers by TechValidate, a 3rd-party research service.

## 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
  - To support business growth expectations or new business initiatives
  - To reduce operational costs

## Use Case

- Purchased HC3 over the following vendors:
  - Hypervisor – VMware
  - Dell Servers / SAN
  - Nutanix
- Runs Less than 10 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: 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
  - Reliability
  - Scalability
  - Single vendor support
- Decreased the time spent recovering from a hardware failure running a critical workload not at all with the high availability built into HC3.

### Company Profile

Company:  
**Neovation Corporation**

Company Size:  
**Small Business**

Industry:  
**Computer Software**

### 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.

Source: Dan Belhassen, CEO, Neovation Corporation