

# Case Study: North Country Associates

## Introduction

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



“HC3 allowed us to return some of our infrastructure from being hosted to owned. This saved us a significant amount in monthly fees. Also, the ease at which the system is managed has made it possible to think outside the original plans for the HC3.”

## 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
  - Reduced IT operating costs
- Purchased their HC3 system for the following reasons:
  - For Infrastructure Refresh (replacing aging hardware)
  - To reduce operational costs

### Company Profile

Company:  
**North Country Associates**

Company Size:  
**Medium Enterprise**

Industry:  
**Health Care**

## Use Case

- Purchased HC3 over the following vendors:
  - Hypervisor – VMware
  - Hypervisor – Microsoft Hyper-V
  - Dell Servers / SAN
  - Nutanix
  - Simplivity
- 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: extremely differentiated
  - Ease of implementation: extremely differentiated
  - Scalability: very 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
  - Scalability
  - Single vendor support
- 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.

Source: Wayne Lyle, IT Director, North Country Associates