

North Devon Homes Ltd

Introduction

This case study of North Devon Homes Ltd is based on an April 2018 survey of HC3 customers by TechValidate, a 3rd-party research service.



“It’s made the infrastructure operations of our VM workloads as simple as we always wanted.”

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:
 - For Infrastructure Refresh (replacing aging hardware)
 - For Hypervisor Licensing Renewal
 - To support business growth expectations or new business initiatives

Organization Profile

Organization:
North Devon Homes Ltd

Industry:
Non-profit

Use Case

- Purchased HC3 over the following vendors:
 - Hypervisor – VMware
 - Hypervisor – Microsoft Hyper-V
 - Nutanix
- Has 2 IT personnel responsible for infrastructure.
- Runs 25-49 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 they differentiated from the competition:
 - Single vendor support: Very differentiated
 - Scalability: Not differentiated
 - Reliability: Not differentiated
 - Ease of implementation: Very differentiated
 - Ease of use: Very differentiated
- Sees the following as the biggest benefits of Scale Computing HC3:
 - Ease of use
 - Ease and speed of implementation
 - Single vendor support
 - Product aimed at our market – SMB – not paying for things we don’t need
- Decreased the time spent recovering from a hardware failure running a critical workload not at all with the high availability built into HC3.
- Reduced the time their IT staff spends managing infrastructure by 10-24% after deploying HC3.

Source: Ben Shirley, IT Manager, North Devon Homes Ltd