HC3 CASE STUDY

Overture Center For The Arts

Introduction

This case study of Overture Center for the Arts is based on a January 2017 survey of HC3 customers by TechValidate, a 3rd-party research service.

> "We used HC3 to replace our outsourced hosting of file servers and database servers. We were previously paying a huge monthly cost for this service. Bringing it in-house makes it more cost effective and less dependent on network connections to external vendors which we have no control over."

Challenges

The business challenges that led the profiled organization to evaluate and ultimately select HC3:

- Realized the following operational challenges by deploying HC3:
    - Enabled virtualization without complexity
    - Reduced time spent managing Infrastructure
    - 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 business growth expectations or new business initiatives

Use Case

The key features and functionalities of HC3 that the surveyed organization uses:

- Purchased HC3 over the following vendors:
    - Hypervisor – Microsoft Hyper-V
    - Dell Servers / SAN
    - HP Servers / SAN
    - Nutanix
    - Simplivity
    - Starwind Software, HP VSA
- Has 2 IT personnel responsible for infrastructure.
- Runs 25-49 Virtual Machines on HC3.

Organization Profile

Organization:
Overture Center for the Arts

Industry:
Non-profit

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

The surveyed organization achieved the following results with HC3:

- Rated the following HC3 capabilities in terms of how differentiated they from the competition:
    - Single vendor support: extremely differentiated
    - Scalability: very differentiated
    - Reliability: extremely differentiated
    - Ease of implementation: extremely differentiated
    - Ease of use: 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

Source: Matt Beckler, IT Director, Overture Center for the Arts

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