Case Study: Poster Display Company

Introduction

This case study of Poster Display Company is based on a September 2014 survey of HC3 customers by TechValidate, a 3rd-party research service.

> " "[With HC3,] I spend so little time managing my virtual infrastructure that I don't remember my password!"

Challenges

- Solved the following operational challenges by deploying HC3:
    - Enabled virtualization without complexity
    - Reduced time spent managing Infrastructure
    - Improved scalability of Infrastructure
    - Improved disaster recovery
    - 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
    - To reduce operational costs

Company Profile

Company:
Poster Display Company

Company Size:
Small Business

Industry:
Industrial Manufacturing

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 – VMware
    - Dell Servers / SAN
- 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: very differentiated
    - Ease of implementation: differentiated
    - Reliability: differentiated
    - Scalability: differentiated
    - Single vendor support: differentiated
- Sees the following as the biggest benefits of Scale Computing HC3:
    - Ease of use
    - Scalability
- 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.
- Reduced the time their IT staff spends managing infrastructure by 50-74% after deploying HC3.

Source: John Venter, IT Manager, Poster Display Company

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