

# Protocol Technologies

## Introduction

This case study of Protocol Technologies is based on a January 2018 survey of HC3 customers by TechValidate, a 3rd-party research service.

## Challenges

- Realized 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:
  - To support higher uptime SLAs for critical workloads
  - To support business growth expectations or new business initiatives

## Use Case

- Purchased HC3 over the following vendors:
  - Hypervisor – VMware
  - Nutanix
- Has 6-10 IT personnel responsible for infrastructure.
- Runs 75-99 Virtual Machines on HC3.

## Results

- Rated the following HC3 capabilities in terms of how they differentiated from the competition:
  - Single vendor support: extremely differentiated
  - Scalability: extremely 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
  - Scalability
- Decreased the time spent recovering from a hardware failure running a critical workload from over 1 week to less than 10 minutes (99.9% reduction in recovery time) with the high availability built into HC3.
- Reduced the time their IT staff spends managing infrastructure by 25-49% after deploying HC3.

### Company Profile

Company:  
**Protocol Technologies**

Company Size:  
**Small Business**

Industry:  
**Computer Hardware**

### 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: Todd Hanna, CEO, Protocol Technologies