

Case Study: Qed Dynamics, Llc

Introduction

This case study of QED dynamics, LLC is based on a September 2014 survey of HC3 customers by TechValidate, a 3rd-party research service.



“HC3 has been instrumental in allowing me to focus on delivering projects to my customer without having to futz with the infrastructure I’m building on. I can get the flexibility to prototype and then roll out production systems using a simple web interface to provision my resources.”

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
 - 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
 - To reduce operational costs

Company Profile

Company:
QED dynamics, LLC

Company Size:
Small Business

Industry:
Pharmaceuticals

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
 - NetApp
- 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: extremely differentiated
 - ease of implementation: extremely differentiated
 - reliability: very differentiated
 - scalability: differentiated
 - single vendor support: 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
 - Single vendor support
- Decreased the time spent recovering from a hardware failure running a critical workload from 1-8 hours to less than 10 minutes (83-97% reduction in recovery time) with the high availability built into HC3.
- Reduced the time their IT staff spends managing infrastructure by > 75% after deploying HC3.

Source: Scott Lohr, Principal, QED dynamics, LLC