Case Study: RJ Liebe

Introduction

This case study of RJ Liebe is based on a December 2014 survey of HC3 customers by TechValidate, a 3rd-party research service.

> "We are still implementing this solution. We expect it to help our performance and growth."

Challenges

- Solved the following operational challenges by deploying HC3:
    - Improved scalability of Infrastructure
    - Improved disaster recovery
    - Reduced IT operating costs
    - Integrated Storage
- 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
    - To meet increasing RPO and RTO SLAs
    - To reduce operational costs

Company Profile

Company:
RJ Liebe

Company Size:
Medium Enterprise

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
- 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:
    - single vendor support: extremely differentiated
    - scalability: extremely differentiated
    - reliability: very 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
    - High availability of Virtual Machines
    - Reliability
    - Integrated Storage

Source: Richard Truex, IT Manager, RJ Liebe

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