

Rancilio Group North America

Introduction

This case study of Rancilio Group North America is based on a January 2017 survey of HC3 customers by TechValidate, a 3rd-party research service.



“I’m more confident, going forward, that we will be able to scale out in the future with minimal downtime and disruption.”

Challenges

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

- Realized the following operational challenges by deploying HC3:
 - Reduced time spent managing Infrastructure
 - Improved scalability of Infrastructure
 - Solved single vendor support of Infrastructure
- Purchased their HC3 system for the following reason:
 - For Infrastructure Refresh (replacing aging hardware)

Company Profile

Company:
Rancilio Group North America

Company Size:
Medium Enterprise

Industry:
Wholesale Distribution

Use Case

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

- Purchased HC3 over the following vendors:
 - Hypervisor – VMware
 - Hypervisor – Microsoft Hyper-V
 - Simplivity
- Has 4-5 IT personnel responsible for infrastructure.
- Runs 25-49 Virtual Machines on HC3.

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 company achieved the following results with HC3:

- Rated the following HC3 capabilities in terms of how differentiated they from the competition:
 - Single vendor support: very differentiated
 - Scalability: differentiated
 - Ease of implementation: very differentiated
 - Ease of use: very 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
 - Scalability
 - Single vendor support
- Reduced the time their IT staff spends managing infrastructure by up to 10% after deploying HC3.

Source: Tom Blazek, IT Manager, Rancilio Group North America