

# Rex Moore Electrical Contractors & Engineers

## Introduction

This case study of Rex Moore Electrical Contractors & Engineers is based on a January 2017 survey of HC3 customers by TechValidate, a 3rd-party research service.

“The use of HC3 greatly reduced the time needed to bring the system into our production environment.”

## Challenges

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

- 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:
  - For Hypervisor Licensing Renewal
  - To support higher uptime SLAs for critical workloads
  - To support business growth expectations or new business initiatives
  - To reduce operational costs

### Company Profile

Company:  
**Rex Moore Electrical Contractors & Engineers**

Company Size:  
**Small Business**

Industry:  
**Construction**

### 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

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

- Purchased HC3 over the following vendors:
  - Hypervisor – VMware
  - Hypervisor – Microsoft Hyper-V
  - Dell Servers / SAN
  - HP Servers / SAN
  - NetApp
  - Simplivity
- Has 2 IT personnel responsible for infrastructure.
- Runs more than 100 Virtual Machines on HC3.

## 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: 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
  - Ease and speed of implementation
  - High availability of Virtual Machines
  - Reliability
  - Scalability
- Reduced the time their IT staff spends managing infrastructure by 50-74% after deploying HC3.

Source: Scott Frazier, System Designer, Rex Moore Electrical Contractors & Engineers