

S. M. Wilson & Co.

Introduction

This case study of S. M. Wilson & Co. is based on an April 2018 survey of HC3 customers by TechValidate, a 3rd-party research service.



“We are still getting up and running from our current VMware environment. We believe that Scale Computing will save us time in managing our server farm and in DR Testing. We will know more once we are fully transitioned.”

Challenges

- Solved the following operational challenges by deploying HC3:
 - Enabled virtualization without complexity
 - Improved disaster recovery
 - Solved single vendor support of Infrastructure
 - Reduced IT operating costs
- Purchased their HC3 system for the following reasons:
 - For Infrastructure Refresh (replacing aging hardware)
 - For Hypervisor Licensing Renewal
 - To support higher uptime SLAs for critical workloads
 - To meet increasing RPO and RTO SLAs
 - To reduce operational costs

Company Profile

Company:
S. M. Wilson & Co.

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

- Purchased HC3 over the following vendors:
 - Hypervisor – VMware
- Has 1 IT personnel responsible for infrastructure.
- Runs 25-49 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: Differentiated
 - Reliability: Very differentiated
 - Ease of implementation: Differentiated
 - Ease of use: Differentiated
- Sees the following as the biggest benefits of Scale Computing HC3:
 - Ease of use
 - Single vendor support

Source: Mark Patterson, Chief Information Officer, S. M. Wilson & Co.