

# SIL International

## Introduction

This case study of SIL International is based on an October 2017 survey of HC3 customers by TechValidate, a 3rd-party research service.



“We have gone from managing 4 products to one on scale, with better performance and eas of management.”

## Challenges

- 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 Infrastructure Refresh (replacing aging hardware)
  - For Hypervisor Licensing Renewal
  - To reduce operational costs

### Organization Profile

Organization:  
**SIL International**

Industry:  
**Cultural Institution**

### 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
  - Dell Servers / SAN
  - NetApp
- Has 6-10 IT personnel responsible for infrastructure.
- Runs 50-74 Virtual Machines on HC3.

## Results

- Rated the following HC3 capabilities in terms of how it differentiated them from the competition:
  - Single vendor support: extremely differentiated
  - Scalability: very differentiated
  - Reliability: very differentiated
  - Ease of implementation: extremely 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
- Decreased the time spent recovering from a hardware failure running a critical workload from 8-24 hours to less than 10 minutes (97-99% reduction in recovery time) with the high availability built into HC3.
- Reduced the time their IT staff spends managing infrastructure by 25-49% after deploying HC3.

Source: Jason Martin, IT Manager, SIL International