

# Case Study: Schnabel Foundation Company

## Introduction

This case study of Schnabel Foundation Company is based on a September 2014 survey of HC3 customers by TechValidate, a 3rd-party research service.

“With HC3, the IT staff has more time to manage projects and spend less time rebooting physical servers.”

## Challenges

- Solved 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
  - Solved single vendor support of Infrastructure
  - Reduced IT operating costs
  - Reduced IT stress level
- 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

### Company Profile

Company:  
**Schnabel Foundation Company**

Company Size:  
**Medium Enterprise**

Industry:  
**Construction**

## Use Case

- Purchased HC3 over the following vendors:
  - Dell Servers / SAN
  - HP Servers / SAN
- Runs Less than 10 Virtual Machines on HC3.
- > 75% of their environment is virtualized.

### 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

- Rated the following HC3 capabilities in terms of how differentiated they from the competition:
  - Ease of use: extremely differentiated
  - Ease of implementation: extremely differentiated
  - Reliability: extremely differentiated
  - Scalability: extremely differentiated
  - Single vendor support: extremely differentiated
- Sees the following as the biggest benefits of Scale Computing HC3:
  - High availability of Virtual Machines
  - Reliability
- Reduced the time their IT staff spends managing infrastructure by 25-49% after deploying HC3.

Source: Lisa Gray, Manager, Computer Operations, Schnabel Foundation Company