HC3 CASE STUDY

Sequence, Inc.

Introduction

This case study of Sequence, Inc is based on a January 2020 survey of HC3 customers by TechValidate, a 3rd-party research service.

> "Scalability and reliability were the biggest drivers for me because as we grow the company I need reliability so that I can focus on other needs."

Challenges

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

- Solved the following operational challenges after deploying HC3:
    - Reduced time spent managing Infrastructure
    - Improved availability of critical workloads
    - Improved scalability of Infrastructure
    - Improved disaster recovery
- Purchased their HC3 system for the following reasons:
    - To execute an infrastructure refresh (replacing aging hardware)
    - For Hypervisor Licensing Renewal
    - To support business growth expectations or new business initiatives
- Purchased HC3 over the following vendors:
    - Hypervisor – VMware
    - Dell Servers / SAN
    - HP Servers / SAN
    - Nutanix
    - VMware VSAN

Company Profile

Company:
Sequence, Inc.

Company Size:
Medium Enterprise

Industry:
Professional Services

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

- Has 1 IT personnel responsible for infrastructure.
- Runs 10-24 Virtual Machines on HC3.

Results

The surveyed company achieved the following results with HC3:

- Rated the following HC3 capabilities in terms of how they differentiated from the competition:
    - Single vendor support: extremely differentiated
    - Scalability: extremely differentiated
    - Reliability: extremely 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
    - Scalability
    - Single vendor support

Source: Scott Sherwood, IT Systems Engineer, Sequence, Inc.

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SCALE COMPUTING