Small Business Agriculture Company

Introduction

This case study of a small business agriculture company is based on an April 2020 survey of HC3 customers by TechValidate, a 3rd-party research service. The profiled company asked to have their name blinded to protect their confidentiality.

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
- Reduced IT operating costs

Purchased their HC3 system for the following reasons:

- To execute an infrastructure refresh (replacing aging hardware)
- For Hypervisor Licensing Renewal
- To support higher uptime SLAs for critical workloads
- To reduce operational costs

Purchased HC3 over the following vendors:

- Hypervisor – VMware

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:

- scalability: extremely differentiated
- reliability: very differentiated
- ease of implementation: very differentiated
- ease of use: 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

Decreased the time spent recovering from a hardware failure running a critical workload from 1-8 hours to less than 10 minutes (83-97% 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: TechValidate survey of a Small Business Agriculture Company

Company Profile

The company featured in this case study asked to have its name publicly blinded because publicly endorsing vendors is against their policies.

TechValidate stands behind the authenticity of this data.

Company Size:
Small Business

Industry:
Agriculture

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.