

# Small Business Computer Services Company

## Introduction

This case study of a small business computer services company is based on an October 2018 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:
  - Enabled virtualization without complexity
  - Reduced time spent managing 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 reduce operational costs

## 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:  
**Computer Services**

## Use Case

- Purchased HC3 over the following vendors:
  - Hypervisor – VMware
- Has 2 IT personnel responsible for infrastructure.
- Runs 10-24 Virtual Machines on HC3.

## 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

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: Extremely differentiated
  - Ease of use: Extremely differentiated
- Sees the following as the biggest benefits of Scale Computing HC3:
  - Ease of use
- Reduced the time their IT staff spends managing infrastructure by 10-24% after deploying HC3.

Source: TechValidate survey of a Small Business Computer Services Company