

Small Business Energy & Utilities Company

Introduction

This case study of a small business energy & utilities company is based on an April 2019 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
 - Improved scalability of Infrastructure
 - Improved disaster recovery
- Purchased their HC3 system for the following reasons:
 - To execute an infrastructure refresh (replacing aging hardware)
 - To support business growth expectations or new business initiatives
 - To reduce operational costs
- Purchased HC3 over the following vendors:
 - Hypervisor – VMware
 - Dell Servers / SAN

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:
Energy & Utilities

Use Case

- Has 1 IT personnel responsible for infrastructure.
- Runs Less than 10 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: very differentiated
 - Scalability: very differentiated
 - Reliability: very 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
 - High availability of Virtual Machines
 - Scalability
- Reduced the time their IT staff spends managing infrastructure by up to 10% after deploying 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.

Source: TechValidate survey of a Small Business Energy & Utilities Company