

# Small Business Financial Services Company

## Introduction

This case study of a small business financial services company is based on an April 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.

“Our IT staff sleeps better at night knowing that more of our critical infrastructure has moved to a highly resilient hardware platform. In addition, the software side means that we make the most of the disk space (de-dupe and other efficiencies, ease of use and efficient snapshotting, which means we are protected from bad OS patches and other security issues.”

## 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
  - Improved disaster recovery
- Purchased their HC3 system for the following reasons:
  - For Infrastructure Refresh (replacing aging hardware)
  - To support business growth expectations or new business initiatives
  - To meet increasing RPO and RTO SLAs

### 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:  
**Financial Services**

## Use Case

- Purchased HC3 over the following vendors:
  - Hypervisor – VMware
  - Hypervisor – Microsoft Hyper-V
  - Dell Servers / SAN
  - Nutanix
- Has 4-5 IT personnel responsible for infrastructure.
- Runs Less than 10 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

- Rated the following HC3 capabilities in terms of how they differentiated from the competition:
  - Single vendor support: Extremely differentiated
  - Scalability: Very differentiated
  - Reliability: Very 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
  - High availability of Virtual Machines
  - Reliability
  - Scalability
  - Single vendor support
- Decreased the time spent recovering from a hardware failure running a critical workload from 8-24 hours to less than 10 minutes (97-99% reduction in recovery time) with the high availability built into HC3.
- Reduced the time their IT staff spends managing infrastructure by 10-24% after deploying HC3.

Source: TechValidate survey of a Small Business Financial Services Company