

# Small Business Professional Services Company

## Introduction

This case study of a small business professional 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.

## Challenges

- Solved the following operational challenges after deploying HC3:
  - 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

## Use Case

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

## Results

- Rated the following HC3 capabilities in terms of how they differentiated from the competition:
  - Single vendor support: Differentiated
  - Scalability: Very differentiated
  - Reliability: Differentiated
  - Ease of implementation: Differentiated
  - Ease of use: Very differentiated
- Sees the following as the biggest benefits of Scale Computing HC3:
  - Scalability

### 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:  
**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.

Source: TechValidate survey of a Small Business Professional Services Company