

Small Business Security Products & Services Company

Introduction

This case study of a small business security products & services company is based on a July 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.



“The HC3 Solution offers the best of all worlds when it comes to performance, scalability, and resiliency for the SMB market.”

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
- Reduced IT operating costs

Purchased their HC3 system for the following reasons:

- To execute an infrastructure refresh (replacing aging hardware)
- To support higher uptime SLAs for critical workloads
- To support business growth expectations or new business initiatives

Purchased HC3 over the following vendors:

- Hypervisor – VMware
- Hypervisor – Microsoft Hyper-V
- Nutanix

Use Case

- Has 2 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:
 - Single vendor support: very 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
- Scalability

Reduced the time their IT staff spends managing infrastructure by 25-49% after deploying HC3.

Source: TechValidate survey of a Small Business Security Products & Services 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:
Security Products & 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.