

# State & Local Government

## Introduction

This case study of a state & local government is based on a July 2019 survey of HC3 customers by TechValidate, a 3rd-party research service. The profiled organization asked to have their name blinded to protect their confidentiality.

## Challenges

The business challenges that led the profiled organization to evaluate and ultimately select HC3:

Solved the following operational challenges after deploying HC3:

- Enabled virtualization without complexity
- Reduced time spent managing Infrastructure
- Solved single vendor support of Infrastructure
- Reduced IT operating costs

Purchased their HC3 system for the following reasons:

- To execute an infrastructure refresh (replacing aging hardware)
- To reduce operational costs

Purchased HC3 over the following vendors:

- Hypervisor – VMware
- Dell Servers / SAN
- EMC

## Use Case

- Has 3 IT personnel responsible for infrastructure.
- Runs 10-24 Virtual Machines on HC3.

## Results

The surveyed organization achieved the following results with HC3:

Rated the following HC3 capabilities in terms of how they differentiated from the competition:

- Single vendor support: 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
- Ease and speed of implementation
- Single vendor support

Decreased the time spent recovering from a hardware failure running a critical workload not at all with the high availability built into HC3.

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

## Organization Profile

The organization 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.

Organization Size:  
**State & Local**

Industry:  
**Government**

## 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 State & Local Government