Case Study: Stoke Park School & CTC

Introduction

This case study of Stoke Park School & CTC is based on a September 2014 survey of HC3 customers by TechValidate, a 3rd-party research service.

> "HC3 simply works."

Challenges

- Solved the following operational challenges by deploying HC3:
    - Enabled virtualization without complexity
    - Reduced time spent managing Infrastructure
    - Improved scalability of Infrastructure
    - Reduced IT operating costs
    - Reduced Licensing costs
- Purchased their HC3 system for the following reasons:
    - For Infrastructure Refresh (replacing aging hardware)
    - For Hypervisor Licensing Renewal
    - To support business growth expectations or new business initiatives
    - To reduce operational costs

Organization Profile

Organization:
Stoke Park School & CTC

Industry:
Educational Institution

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.

Use Case

- Purchased HC3 over the following vendors:
    - Hypervisor – VMware
    - Hypervisor – Microsoft Hyper-V
    - Dell Servers / SAN
    - HP Servers / SAN
    - NetApp
- Runs 10-24 Virtual Machines on HC3.
- 25-49% of their environment is virtualized.

Results

- Rated the following HC3 capabilities in terms of how differentiated they from the competition:
    - Ease of use: extremely differentiated
    - Ease of implementation: extremely differentiated
    - Reliability: differentiated
    - Scalability: very differentiated
    - Single vendor support: very differentiated
- Sees the following as the biggest benefits of Scale Computing HC3:
    - Ease of use
    - Ease and speed of implementation
    - Scalability
    - Reduced Licensing costs
- Reduced the time their IT staff spends managing infrastructure by 25-49% after deploying HC3.

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