

Case Study: Summer Winds Resorts

Introduction

This case study of SummerWinds Resorts is based on a September 2014 survey of HC3 customers by TechValidate, a 3rd-party research service.

Challenges

- Solved the following operational challenges by deploying HC3:
 - Enabled virtualization without complexity
 - Reduced time spent managing Infrastructure
 - Improved disaster recovery
- Purchased their HC3 system for the following reasons:
 - For Infrastructure Refresh (replacing aging hardware)
 - To support higher uptime SLAs for critical workloads
 - To support business growth expectations or new business initiatives
 - To reduce operational costs

Company Profile

Company:
SummerWinds Resorts

Company Size:
Medium Enterprise

Industry:
Hospitality

Use Case

- Purchased HC3 over the following vendors:
 - Hypervisor – VMware
 - EMC
- Runs 10-24 Virtual Machines on HC3.
- 50-74% of their environment is virtualized.

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 differentiated they from the competition:
 - Ease of use: differentiated
 - Ease of implementation: very 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
 - High availability of Virtual Machines
 - Reliability
 - Scalability
- Decreased the time spent recovering from a hardware failure running a critical workload from over 1 week to less than 10 minutes (99.9% reduction in recovery time) with the high availability built into HC3.
- Reduced the time their IT staff spends managing infrastructure by 25-49% after deploying HC3.

Source: Eli Stillings, System Administrator, Summer Winds Resorts