

Case Study: The Sedona Group

Introduction

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



“Scale allowed us to move into virtualization in a cost effective manner. This provides us higher uptime and greater reliability, all delivered in a single platform.”

Challenges

- Solved the following operational challenges by deploying HC3:
 - Enabled virtualization without complexity
 - Reduced time spent managing Infrastructure
 - Improved availability of critical workloads
 - Improved scalability of Infrastructure
 - Improved disaster recovery
 - Reduced IT operating costs
- Purchased their HC3 system for the following reasons:
 - For Infrastructure Refresh (replacing aging hardware)
 - To support higher uptime SLAs for critical workloads

Company Profile

Company:
The Sedona Group

Company Size:
Medium Enterprise

Industry:
Professional Services

Use Case

- Purchased HC3 over the following vendors:
 - Hypervisor – VMware
 - Hypervisor – Microsoft Hyper-V
- 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: very differentiated
 - Ease of implementation: very differentiated
 - Reliability: very differentiated
 - Scalability: very differentiated
 - Single vendor support: extremely differentiated
- Sees the following as the biggest benefits of Scale Computing HC3:
 - Ease and speed of implementation
 - High availability of Virtual Machines
 - Reliability
- Decreased the time spent recovering from a hardware failure running a critical workload from 1-8 hours to less than 10 minutes (83-97% reduction in recovery time) with the high availability built into HC3.
- Reduced the time their IT staff spends managing infrastructure by 10-24% after deploying HC3.

Source: David Buzzell, Chief Information Officer, The Sedona Group