

# Case Study: Town of Fuquay Varina

## Introduction

This case study of Town of Fuquay Varina is based on a November 2015 survey of HC3 customers by TechValidate, a 3rd-party research service.

## Challenges

- Realized the following after deploying HC3:
  - Reduced time spent managing Infrastructure
  - Improved scalability of Infrastructure
  - Solved single vendor support of Infrastructure
- Purchased their HC3 system for the following reason:
  - For Infrastructure Refresh (replacing aging hardware)

### Organization Profile

Organization:  
**Town of Fuquay Varina**

Organization Size:  
**State & Local**

Industry:  
**Government**

## Use Case

- Purchased HC3 over the following vendors:
  - Hypervisor – Microsoft Hyper-V
  - Dell Servers / SAN
- Has 2 IT personnel responsible for infrastructure
- Runs 25-49 Virtual Machines on HC3

### 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: 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
  - Single vendor support

Source: Don Smith, System Administrator, Town of Fuquay Varina