

# Towne Properties

## Introduction

This case study of Towne Properties is based on a July 2018 survey of HC3 customers by TechValidate, a 3rd-party research service.



“It is much easier to deploy a new VM now than it was using VMWare. It’s also nice seeing everything at once on the dashboard.”

## Challenges

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

- Solved the following operational challenges after deploying HC3:
  - Enabled virtualization without complexity
  - Solved single vendor support of Infrastructure
  - Reduced IT operating costs
- Purchased their HC3 system for the following reasons:
  - For Infrastructure Refresh (replacing aging hardware)
  - To reduce operational costs

### Company Profile

Company:  
**Towne Properties**

Company Size:  
**Medium Enterprise**

Industry:  
**Real Estate**

## Use Case

- Purchased HC3 over the following vendors:
  - Hypervisor – VMware
  - HP Servers / SAN
- Has 4-5 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

The surveyed company achieved the following results with HC3:

- Rated the following HC3 capabilities in terms of how they differentiated from the competition:
  - Single vendor support: Extremely differentiated
  - Scalability: Extremely differentiated
  - Reliability: Extremely 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

Source: Justin Hall, IT Professional, Towne Properties