

Upper Canada Soap & Candle Makers Corporation

Introduction

This case study of Upper Canada Soap & Candle Makers Corporation is based on an October 2017 survey of HC3 customers by TechValidate, a 3rd-party research service.



“We had aging hardware that required replacing – but the apps that lived on them were tied to older OS. To upgrade the OS we had to look at a costly update to the app. There was no ROI on the upgrade – it was a costly sustaining exercise. By virtualizing, we gained improved disaster recovery, and managed to extend the life of the old app on new hardware – allowing us to focus on more strategic business opportunities.”

Challenges

- Realized the following operational challenges by deploying HC3:
 - Improved disaster recovery
 - space in our computer room (virtualizing all those little service PCs)
- Purchased their HC3 system for the following reasons:
 - For Infrastructure Refresh (replacing aging hardware)
 - being able to sustain older OS on a newer platform (avoiding a costly application upgrade that had no benefit other than the old hardware needed a refresh)

Company Profile

Company:
Upper Canada Soap & Candle Makers Corporation

Company Size:
Small Business

Industry:
Consumer Products

Use Case

- Purchased HC3 over the following vendors:
 - Hypervisor – VMware
 - Hypervisor – Microsoft Hyper-V
 - HP Servers / SAN
 - Nutanix
- Has 1 IT personnel responsible for infrastructure.
- Runs 10-24 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 they differentiated from the competition:
 - single vendor support: very differentiated
 - scalability: very differentiated
 - reliability: not differentiated
 - ease of implementation: very differentiated
 - ease of use: extremely differentiated
- Sees the following as the biggest benefits of Scale Computing HC3:
 - High availability of Virtual Machines
 - Single vendor support
 - Personalized support
- Decreased the time spent recovering from a hardware failure running a critical workload from 8-24 hours to less than 10 minutes (97-99% reduction in recovery time) with the high availability built into HC3.

Source: Julie Spasuk, Director of Operations, Upper Canada Soap & Candle Makers Corporation