# Case Study: Water Street Ministries

## Introduction

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

> "HC3 made my staff and myself much more comfortable with the creation of new servers and reliability of equipment."

## Challenges

- Solved the following operational challenges by deploying HC3:
    - Enabled virtualization without complexity
    - Reduced time spent managing Infrastructure
    - Solved single vendor support of Infrastructure
    - Reduced IT operating costs
- Purchased their HC3 system for the following reasons:
    - For Hypervisor Licensing Renewal
    - To support business growth expectations or new business initiatives

### Company Profile

Company:
**Water Street Ministries**

Company Size:
**Medium Enterprise**

Industry:
**Health Care**

## Use Case

- Purchased HC3 over the following vendors:
    - EMC
    - NetApp
- Runs 25-49 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: extremely differentiated
    - Ease of implementation: extremely differentiated
    - Reliability: very differentiated
    - Scalability: extremely differentiated
    - Single vendor support: extremely differentiated
- Sees the following as the biggest benefits of Scale Computing HC3:
    - Ease of use
    - Reliability
    - Scalability
- 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 25-49% after deploying HC3.

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