HC3 CASE STUDY

West End Bank

Introduction

This case study of West End Bank is based on an October 2017 survey of HC3 customers by TechValidate, a 3rd-party research service.

> " "[HC3] Greatly increased scalability and disaster recovery."

Challenges

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

- Realized the following operational challenges by deploying HC3:
  - Enabled virtualization without complexity
  - Improved availability of critical workloads
  - Improved scalability of Infrastructure
  - Improved disaster recovery
- Purchased their HC3 system for the following reason:
  - To support business growth expectations or new business initiatives

Company Profile

Company:
West End Bank

Company Size:
Small Business

Industry:
Financial Services

Use Case

The key features and functionalities of HC3 that the surveyed company uses:

- Purchased HC3 over the following vendors:
  - HP Servers / SAN
  - Nutanix
- 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 differentiated they from the competition:
  - Single vendor support: not 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:
  - High availability of Virtual Machines
  - Scalability
- 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.
- Reduced the time their IT staff spends managing infrastructure by 25-49% after deploying HC3.

Source: Greg Madden, Security Officer, West End Bank

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www.version-2.com 二版

Hong Kong
TEL : (852) 2893 8860
Email : sales@version-2.com.hk

Taiwan
TEL : (886) 02 7722 6899
Email : sales@version-2.com.tw

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