Westerly

Introduction

This case study of Westerly is based on a June 2016 survey of HC3 customers by TechValidate, a 3rd-party research service.

> "Before Scale, we had a mix of VMs and physical servers. The setup was difficult to manage and to maintain due to mixed technology and other complexities. The Scale solution has given us the power to manage resources with ease."

Challenges

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

- Realized the following operational challenges by deploying HC3:
    - Enabled virtualization without complexity
    - Reduced time spent managing Infrastructure
    - Improved availability of critical workloads
    - Improved scalability of Infrastructure
    - Improved disaster recovery
    - 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

Organization Profile

Organization:
Westerly

Organization Size:
State & Local

Industry:
Government

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.

Use Case

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

- Purchased HC3 over the following vendors:
    - Hypervisor – VMware
    - Hypervisor – Microsoft Hyper-V
    - Nutanix
- Has 2 IT personnel responsible for infrastructure.
- Runs 10-24 Virtual Machines on HC3.

Results

The surveyed organization achieved the following results with HC3:

- Rated the following HC3 capabilities in terms of how differentiated they 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
    - Reliability
    - 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: Marc Tate, IT Manager, Westerly

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