

# 1st Summit Bank

## Introduction

This case study of 1st Summit Bank is based on an October 2018 survey of HC3 customers by TechValidate, a 3rd-party research service.



“Going from around 25 physical servers to one virtualized environment has made managing our infrastructure a lot easier.”

## 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
  - Reduced time spent managing 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 support business growth expectations or new business initiatives
  - To reduce operational costs

### Company Profile

Company:  
**1st Summit Bank**

Company Size:  
**Medium Enterprise**

Industry:  
**Banking**

### 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

- Purchased HC3 over the following vendors:
  - Hypervisor – VMware
  - Nutanix
  - VMware VSAN
- Has 1 IT personnel responsible for infrastructure.
- Runs 10-24 Virtual Machines on HC3.

## 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: Very differentiated
  - Scalability: Very differentiated
  - Reliability: Very differentiated
  - Ease of implementation: Very differentiated
  - Ease of use: Very differentiated
- Sees the following as the biggest benefits of Scale Computing HC3:
  - Ease of use
  - Ease and speed of implementation
  - Reliability
- Decreased the time spent recovering from a hardware failure running a critical workload from over 1 week to less than 10 minutes (99.9% 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: Elliott Sumner, Network Engineering, 1st Summit Bank