

A. A. A. Refrigeration Service, Inc.

Introduction

This case study of A. A. A. Refrigeration Service, Inc. is based on a January 2018 survey of HC3 customers by TechValidate, a 3rd-party research service.

“Managing and maintaining VMware vSphere used to be a constant and on-going burden, often involving lots of stressful late nights and weekends. ALL of that is simply gone now with HC3. Thank you so much for creating this product and continuing to develop it.”

Challenges

- 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)
 - For Hypervisor Licensing Renewal
 - To support higher uptime SLAs for critical workloads
 - To support business growth expectations or new business initiatives
 - To meet increasing RPO and RTO SLAs
 - To reduce operational costs

Company Profile

Company:
A. A. A. Refrigeration Service, Inc.

Company Size:
Medium Enterprise

Industry:
Construction

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
 - Hypervisor – Microsoft Hyper-V
 - Dell Servers / SAN
 - HP Servers / SAN
 - Nutanix
 - Simplivity
- Has 1 IT personnel responsible for infrastructure.
- Runs 25-49 Virtual Machines on HC3.

Results

- 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: extremely differentiated
 - ease of use: extremely differentiated
- Sees the following as the biggest benefits of Scale Computing HC3:
 - Ease of use
 - Ease and speed of implementation
 - High availability of Virtual Machines
 - Reliability
 - Scalability
 - Single vendor support
- 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 > 75% after deploying HC3.

Source: Gerry Wisnoski, IT Professional, A. A. A. Refrigeration Service, Inc.