HC3 CASE STUDY

Antelope Oil Tool and Manufacturing

Introduction

This case study of Antelope Oil Tool and Manufacturing is based on an October 2017 survey of HC3 customers by TechValidate, a 3rd-party research service.

> "We are able to refocus our support attention to other areas of the business. The simplivity (no pun intended) and capabilities of the product are welcomed."

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
    - Reduced IT operating costs
- Purchased their HC3 system for the following reasons:
    - For Infrastructure Refresh (replacing aging hardware)
    - For Hypervisor Licensing Renewal
    - To support business growth expectations or new business initiatives
    - To reduce operational costs

Company Profile

Company:
Antelope Oil Tool and Manufacturing

Company Size:
Medium Enterprise

Industry:
Industrial Manufacturing

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
    - Dell Servers / SAN
    - Nutanix
    - Simplivity
- Has 2 IT personnel responsible for infrastructure.
- Runs 10-24 Virtual Machines on HC3.

Results

- Rated the following HC3 capabilities in terms of how it differentiated them from the competition:
    - Single vendor support: very differentiated
    - Scalability: 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
- 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: Don Williams, Chief Information Officer, Antelope Oil Tool and Manufacturing

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