

Case Study: Arc Excess & Surplus Llc

Introduction

This case study of ARC Excess & Surplus LLC is based on a June 2015 survey of HC3 customers by TechValidate, a 3rd-party research service.



“Overall ease of use has made managing the clusters easier. This allows for more time to work on other projects.”

Challenges

- Solved the following operational challenges by deploying HC3:
 - Enabled virtualization without complexity
 - Reduced time spent managing Infrastructure
 - Solved single vendor support of Infrastructure
- Purchased their HC3 system for the following reason:
 - For Infrastructure Refresh (replacing aging hardware)

Company Profile

Company:
ARC Excess & Surplus LLC

Company Size:
Medium Enterprise

Industry:
Insurance

Use Case

- Purchased HC3 over the following vendor:
 - HP Servers / SAN
- Runs 10-24 Virtual Machines on HC3.
- 50-74% of their environment is virtualized.

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

- Rated the following HC3 capabilities in terms of how differentiated they from the competition:
 - Ease of use: very differentiated
 - Ease of implementation: extremely differentiated
 - Reliability: differentiated
 - Scalability: very differentiated
 - Single vendor support: 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 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 10-24% after deploying HC3.

Source: Joseph Cavallaro, Chief Information Officer, ARC Excess & Surplus LLC