Case Study: BarberMcMurry Architects

Introduction

This case study of BarberMcMurry architects is based on a September 2014 survey of HC3 customers by TechValidate, a 3rd-party research service.

> "The Scale Computing HC3 made it easier to manage our network and virtual machines. It has a much easier interface to use than our past virtual machine software."

Challenges

- Solved the following operational challenges by deploying HC3:
  - Enabled virtualization without complexity
  - Reduced time spent managing Infrastructure
  - 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:
BarberMcMurry architects

Company Size:
Small Business

Industry:
Construction

Use Case

- Purchased HC3 over the following vendors:
  - Hypervisor – VMware
  - Dell Servers / SAN
  - HP Servers / SAN
- Runs Less than 10 Virtual Machines on HC3.
- > 75% 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: differentiated
  - Ease of implementation: very differentiated
  - Reliability: differentiated
  - Scalability: extremely differentiated
  - Single vendor support: very differentiated
- Sees the following as the biggest benefits of Scale Computing HC3:
  - Ease of use
  - Ease and speed of implementation
  - Reliability
  - Scalability
- Reduced the time their IT staff spends managing infrastructure by 10-24% after deploying HC3.

Source: Curtis Rolen, Senior Associate/Information Director, BarberMcMurry architects

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