HC3 CASE STUDY

Benchmark Electronics, Inc.

Introduction

This case study of Benchmark Electronics, Inc. is based on a January 2019 survey of HC3 customers by TechValidate, a 3rd-party research service.

> "We are still in initial rollout so we haven't seen the full impact yet, but I can already see how easy it is to setup new servers or workstations as needed."

Challenges

The business challenges that led the profiled company to evaluate and ultimately select HC3:

- Solved the following operational challenges after deploying HC3:
    - Solved single vendor support of Infrastructure
- Purchased their HC3 system for the following reasons:
    - For Infrastructure Refresh (replacing aging hardware)
    - Corporate standardization

Company Profile

Company:
Benchmark Electronics, Inc.

Company Size:
Large Enterprise

Industry:
Electronics

Use Case

- Purchased HC3 over the following vendors:
    - Hypervisor – VMware
    - Dell Servers / SAN
    - EMC
- Has 2 IT personnel responsible for infrastructure.
- Runs 25-49 Virtual Machines on HC3.

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

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: extremely 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
    - Single vendor support
- Reduced the time their IT staff spends managing infrastructure by 10-24% after deploying HC3.

Source: Sean Rudman, Network Operations, Benchmark Electronics, Inc.

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