

Case Study: Boston University

Introduction

This case study of Boston University is based on a November 2015 survey of HC3 customers by TechValidate, a 3rd-party research service.

“HC3 is an all in one solution, ease of centralized management, and easy to implement.”

Challenges

- Solved the following operational challenges by deploying HC3:
 - Enabled virtualization without complexity
 - 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:
 - To support business growth expectations or new business initiatives
 - To reduce operational costs

Organization Profile

Organization:
Boston University

Industry:
Educational Institution

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
 - HP Servers / SAN
 - Citrix
- Has 2 IT personnel responsible for infrastructure.
- Runs 10-24 Virtual Machines on HC3.

Results

- Rated the following HC3 capabilities in terms of how differentiated they from the competition:
 - Ease of use: extremely differentiated
 - Ease of implementation: extremely differentiated
 - Reliability: very differentiated
 - Scalability: very 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
 - Scalability
 - Single vendor support
- Reduced the time their IT staff spends managing infrastructure by 10-24% after deploying HC3.

Source: Scott Poole, IT Director, Boston University