HC3 CASE STUDY

CNPPID

Introduction

This case study of CNPPID is based on a July 2017 survey of HC3 customers by TechValidate, a 3rd-party research service.

> "HC3's single, intuitive console makes monitoring and administrating VMs convenient, but not at the expense of functionality. Knowing that we can perpetually scale and refresh our hardware brings us great peace of mind too."

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)
  - To reduce operational costs

Organization Profile

Organization:
CNPPID

Organization Size:
State & Local

Industry:
Government

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
  - Nutanix
- Has 2 IT personnel responsible for infrastructure.
- Runs Less than 10 Virtual Machines on HC3.

Results

- Rated the following HC3 capabilities in terms of how differentiated they from the competition:
  - Single vendor support: differentiated
  - Scalability: very differentiated
  - Reliability: differentiated
  - Ease of implementation: very 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
  - High availability of Virtual Machines
  - Reliability
  - Scalability
  - Single vendor support
- Decreased the time spent recovering from a hardware failure running a critical workload from 8-24 hours to less than 10 minutes (97-99% 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.

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