

## Case Study: Cab Logistics, Inc.

### Introduction

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

“Overall, hardware specs are better than previous solution, so VMs perform better.”

### Challenges

- Solved the following operational challenges by deploying HC3:
  - Reduced time spent managing Infrastructure
  - Improved scalability of 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 higher uptime SLAs for critical workloads
  - To support business growth expectations or new business initiatives
  - To reduce operational costs

#### Company Profile

Company:  
**CAB Logistics Inc**

Company Size:  
**Medium Enterprise**

Industry:  
**Transportation Services**

### Use Case

- Purchased HC3 over the following vendors:
  - Hypervisor – VMware
  - Hypervisor – Microsoft Hyper-V
  - Dell Servers / SAN
- Has 1 IT personnel responsible for infrastructure.
- Runs Less than 10 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

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

Source: Rocky Lott, IT Director, CAB Logistics, Inc.