

# Case Study: Cell Signaling Technology, Inc.

## Introduction

This case study of Cell Signaling Technology, Inc. is based on a June 2015 survey of HC3 customers by TechValidate, a 3rd-party research service.



“Deploying HC3 will provide us the peace of mind and confidence to support our organization worldwide.”

## Challenges

- Solved the following operational challenges by deploying HC3:
  - Enabled virtualization without complexity
  - Reduced time spent managing Infrastructure
  - 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:
  - For Infrastructure Refresh (replacing aging hardware)
  - For Hypervisor Licensing Renewal
  - To reduce operational costs

### Company Profile

Company:  
**Cell Signaling Technology, Inc.**

Company Size:  
**Medium Enterprise**

Industry:  
**Pharmaceuticals**

### 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
  - Dell Servers / SAN
  - EMC
- Runs Less than 10 Virtual Machines on HC3.
- 10-24% of their environment is virtualized.

## Results

- Rated the following HC3 capabilities in terms of how differentiated they from the competition:
  - ease of use: very differentiated
  - ease of implementation: extremely differentiated
  - reliability: very differentiated
  - scalability: extremely differentiated
  - single vendor support: extremely 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
- Decreased the time spent recovering from a hardware failure running a critical workload from 1-8 hours to less than 10 minutes (83-97% reduction in recovery time) with the high availability built into HC3.
- Reduced the time their IT staff spends managing infrastructure by 10-24% after deploying HC3.

Source: Carlos Del Castillo, Senior Manager, Global IT Infrastructure, Cell Signaling Technology, Inc.