Cruickshank Construction Ltd

Introduction

This case study of Cruickshank Construction Ltd is based on an April 2018 survey of HC3 customers by TechValidate, a 3rd-party research service.

> "The HC3 platform has given us peace of mind, knowing that our critical systems are safe and highly available. We saved money, improved our RTO and have a system that is much easier to manage. If we need support they are only a click away and are always ready to dig in and help."

Challenges

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

- Solved the following operational challenges after deploying HC3:
    - Enabled virtualization without complexity
    - Reduced time spent managing infrastructure
    - Improved availability of critical workloads
    - Reduced IT operating costs
- Purchased their HC3 system for the following reasons:
    - For Infrastructure Refresh (replacing aging hardware)
    - To support business growth expectations or new business initiatives
    - To meet increasing RPO and RTO SLAs

Use Case

The key features and functionalities of HC3 that the surveyed company uses:

- Purchased HC3 over the following vendors:
    - Hypervisor – Microsoft Hyper-V
    - Dell Servers / SAN
    - HP Servers / SAN
    - Nutanix
    - Simplivity
    - StarWind
- Has 3 IT personnel responsible for infrastructure.
- Runs 25-49 Virtual Machines on HC3.

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: Extremely differentiated
    - Scalability: Extremely differentiated
    - Reliability: Extremely differentiated
    - Ease of implementation: Very differentiated
    - Ease of use: Extremely differentiated
- Sees the following as the biggest benefits of Scale Computing HC3:
    - Ease of use
    - High availability of Virtual Machines
    - Reliability
    - Single vendor support
- 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.

Company Profile

Company:
Cruickshank Construction Ltd

Company Size:
Medium Enterprise

Industry:
Construction

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.

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