HC3 CASE STUDY

Dan Holdings

Introduction

This case study of Dan Holdings is based on a January 2018 survey of HC3 customers by TechValidate, a 3rd-party research service.

> "HC3's single-vendor solution eliminates having to work with 4 vendors, as before."

Challenges

- Realized the following operational challenges by deploying HC3:
  - Enabled virtualization without complexity
  - Reduced time spent managing Infrastructure
  - Improved disaster recovery
- Purchased their HC3 system for the following reasons:
  - Simplification from the legacy 3-2-1 model

Organization Profile

Organization:
Dan Holdings

Industry:
Non-profit

Use Case

- Purchased HC3 over the following vendors:
  - Hypervisor – VMware
  - Hypervisor – Microsoft Hyper-V
  - EMC
- Has 2 IT personnel responsible for infrastructure.
- Runs 10-24 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 they differentiated from the competition:
  - single vendor support: very differentiated
  - scalability: differentiated
  - reliability: very differentiated
  - ease of use: extremely differentiated
- Sees the following as the biggest benefits of Scale Computing HC3:
  - Ease of use
  - Reliability
- 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: John Lane, IT Director, Dan Holdings

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