

Case Study: Desbuild Incorporated

Introduction

This case study of Desbuild Incorporated is based on a September 2014 survey of HC3 customers by TechValidate, a 3rd-party research service.

Challenges

- Solved the following operational challenges by deploying HC3:
 - Enabled virtualization without complexity
 - Reduced time spent managing 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 business growth expectations or new business initiatives
 - To reduce operational costs

Company Profile

Company:
Desbuild Incorporated

Company Size:
Small Business

Industry:
Construction

Use Case

- Purchased HC3 over the following vendors:
 - Hypervisor – Microsoft Hyper-V
 - Dell Servers / SAN
 - HP Servers / SAN
 - Nutanix
- Runs Less than 10 Virtual Machines on HC3.
- 25-49% of their environment is virtualized.

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: differentiated
 - Ease of implementation: very differentiated
 - Scalability: extremely differentiated
 - Single vendor support: 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

Source: Steve Kidwell, Chief Technology Officer, Desbuild Incorporated