Case Study: Federal Government

Introduction

This case study of a federal government is based on a June 2015 survey of HC3 customers by TechValidate, a 3rd-party research service. The profiled organization asked to have their name blinded to protect their confidentiality.

> "
> "HC3 has been a key factor in moving to an IT infrastructure capable of delivering highly available and scalable services. I believe the technology is more advanced and capable than anything else available on the market."

Challenges

- Solved the following operational challenges by deploying HC3:
    - Enabled virtualization without complexity
    - Reduced time spent managing Infrastructure
    - Improved availability of critical workloads
    - 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 support higher uptime SLAs for critical workloads
    - To support business growth expectations or new business initiatives
    - Less reliance on Managed Service Provider

Organization Profile

The organization featured in this case study asked to have its name publicly blinded because publicly endorsing vendors is against their policies.

TechValidate stands behind the authenticity of this data.

Organization Size:
Federal

Industry:
Government

Use Case

- Purchased HC3 over the following vendors:
    - Hypervisor – VMware
    - Hypervisor – Microsoft Hyper-V
    - Dell Servers / SAN
    - HP Servers / SAN
- Runs 75-99 Virtual Machines on HC3.
- > 75% 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: extremely differentiated
    - Ease of implementation: extremely differentiated
    - Reliability: extremely 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
    - Single vendor support
- Decreased the time spent recovering from a hardware failure running a critical workload from 8-24 hours to less than 10 minutes (97-99% reduction in recovery time) with the high availability built into HC3.
- Reduced the time their IT staff spends managing infrastructure by 25-49% after deploying HC3.

Source: TechValidate survey of a Federal Government

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