

Floricultura B.V.

Introduction

This case study of Floricultura B.V. is based on an October 2018 survey of HC3 customers by TechValidate, a 3rd-party research service.



“Our IT staff and external IT staff are having an easier time.”

Challenges

- Solved the following operational challenges after deploying HC3:
 - Reduced time spent managing Infrastructure
 - Improved scalability of 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)

Company Profile

Company:
Floricultura B.V.

Company Size:
Medium Enterprise

Industry:
Agriculture

Use Case

- Purchased HC3 over the following vendors:
 - Hypervisor – VMware
 - Dell Servers / SAN
 - EMC
 - Nutanix
 - Simplivity
- 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
 - Ease of implementation: Very differentiated
 - Ease of use: Very differentiated
- Sees the following as the biggest benefits of Scale Computing HC3:
 - Ease of use
 - Scalability
 - 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.

Source: Ren Schoone, CEO, Floricultura B.V.