

4M Pharmaceuticals

Introduction

This case study of 4M Pharmaceuticals is based on a January 2017 survey of HC3 customers by TechValidate, a 3rd-party research service.



“Critical systems stability and security was our goal. Switching to HC3 has secured that goal in addition to adding scalability for our growing organization.”

Challenges

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

- Realized 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
- Purchased their HC3 system for the following reasons:
 - For Infrastructure Refresh (replacing aging hardware)
 - To support business growth expectations or new business initiatives

Use Case

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

- Purchased HC3 over the following vendors:
 - Dell Servers / SAN
 - HP Servers / SAN
- Has 3 IT personnel responsible for infrastructure.
- Runs 50-74 Virtual Machines on HC3.

Results

The surveyed company achieved the following results with HC3:

- Rated the following HC3 capabilities in terms of how differentiated they from the competition:
 - Single vendor support: very differentiated
 - Scalability: very differentiated
 - Reliability: very differentiated
 - Ease of implementation: not differentiated
 - Ease of use: not 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 over 1 week to less than 10 minutes (99.9% reduction in recovery time) with the high availability built into HC3.
- Reduced the time their IT staff spends managing infrastructure by up to 10% after deploying HC3.

Company Profile

Company:
4M Pharmaceuticals

Company Size:
Small Business

Industry:
Pharmaceuticals

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.

Source: Cindy Hanson, Accounting Director, 4M Pharmaceuticals