

## Case Study: Adelman Travel Group

### Introduction

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



“The new HC3 system allowed us to recover failed VM’s in minutes compared to 1-2 days. Operationally this is a big win as it means greater uptime and stronger SLA’s to our clients.”

### Challenges

- Solved the following operational challenges by deploying HC3:
  - Enabled virtualization without complexity
  - Reduced time spent managing Infrastructure
  - Improved availability of critical workloads
  - Improved disaster recovery
  - Solved single vendor support of Infrastructure
- Purchased their HC3 system for the following reasons:
  - For Infrastructure Refresh (replacing aging hardware)
  - For Hypervisor Licensing Renewal
  - To support business growth expectations or new business initiatives
  - To meet increasing RPO and RTO SLAs

#### Company Profile

Company:  
**adelmanmail.com**

Company Size:  
**Small Business**

Industry:  
**Telecommunications Services**

#### 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.

### Use Case

- Purchased HC3 over the following vendors:
  - Hypervisor – VMware
  - Hypervisor – Microsoft Hyper-V
  - Dell Servers / SAN
  - EMC
  - NetApp
- Runs 50-74 Virtual Machines on HC3.
- > 75% of their environment is virtualized.

### 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: 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 > 75% after deploying HC3.

Source: Chris Coombs, IT Manager, Adelman Travel Group