

# Anderson Razor & Partners

## Introduction

This case study of Anderson Razor & Partners is based on a July 2017 survey of HC3 customers by TechValidate, a 3rd-party research service.



“Have not had any operational issues yet. Just knowing that there is HA/Failover built in and the snapshot function gives peace of mind when patching servers, upgrading, etc. Down the road will be DR and ease of implementation.”

## 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
- To reduce operational costs

## Use Case

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

Purchased HC3 over the following vendors:

- Hypervisor – VMware
- HP Servers / SAN
- Nutanix
- Starwind

Has 1 IT personnel responsible for infrastructure.

Runs Less than 10 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: 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
- Ease and speed of implementation
- High availability of Virtual Machines
- Reliability
- Scalability
- Single vendor support

### Company Profile

Company:  
**Anderson Razor & Partners**

Company Size:  
**Small Business**

Industry:  
**Professional 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.

Source: Steve Hesser, Network Administrator, Anderson Razor & Partners