

# BARD Materials

## Introduction

This case study of BARD Materials is based on a January 2018 survey of HC3 customers by TechValidate, a 3rd-party research service.



“We are able to sleep at night now knowing that we’ll be able to continue operation with minimal downtime if there is a hardware failure.”

## Challenges

- Realized the following operational challenges by deploying HC3:
  - Reduced time spent managing Infrastructure
  - Improved availability of critical workloads
  - Solved single vendor support of Infrastructure
- Purchased their HC3 system for the following reasons:
  - For Infrastructure Refresh (replacing aging hardware)
  - To support higher uptime SLAs for critical workloads
  - To support business growth expectations or new business initiatives

### Company Profile

Company:  
**BARD Materials**

Company Size:  
**Medium Enterprise**

Industry:  
**Construction**

## Use Case

- Purchased HC3 over the following vendors:
  - Hypervisor – Microsoft Hyper-V
  - 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: 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
  - High availability of Virtual Machines
  - Reliability
- 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: Brandon L, IT Director, BARD Materials