

Boughey Distribution Ltd

Introduction

This case study of Boughey Distribution Ltd is based on a July 2019 survey of HC3 customers by TechValidate, a 3rd-party research service.

“Having a single point of contact is huge as most issues can and have been resolved with a 10min phone call. With my last providers I had to play phone tennis where one would pass me to the other. Cost is another bonus because the combined total was cheaper than the upgrade to another VMware and server provider.”

Challenges

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

Solved the following operational challenges after 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
- Reduced IT operating costs

Purchased their HC3 system for the following reasons:

- To execute an infrastructure refresh (replacing aging hardware)
- For Hypervisor Licensing Renewal

Purchased HC3 over the following vendors:

- Hypervisor – VMware
- Dell Servers / SAN
- VMware VSAN

Use Case

- Has 2 IT personnel responsible for infrastructure.
- Runs 10-24 Virtual Machines on HC3.

Results

The surveyed company achieved the following results with HC3:

Rated the following HC3 capabilities in terms of how they differentiated from the competition:

- Single vendor support: extremely differentiated
- Scalability: extremely differentiated
- Reliability: extremely differentiated
- Ease of implementation: extremely differentiated
- Ease of use: 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 1-8 hours to less than 10 minutes (83-97% 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: Paul Brough, Network Administrator, Boughey Distribution Ltd

Company Profile

Company:
Boughey Distribution Ltd

Company Size:
Medium Enterprise

Industry:
Transportation 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.