

Challenger Motor Freight, Inc.

Introduction

This case study of Challenger Motor Freight, Inc. is based on an October 2019 survey of HC3 customers by TechValidate, a 3rd-party research service.

“We are now able to just use the system. We can deploy VMs in seconds, which makes test/dev so much easier. High availability and replication come out of the box. We do not have to worry about patches for switch, san, server, and hypervisor. When needed, Scale support is the best support I have received from any vendor ever in my 25 years of experience.”

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)
- To support business growth expectations or new business initiatives

Purchased HC3 over the following vendors:

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

Use Case

- Has 3 IT personnel responsible for infrastructure.
- Runs 75-99 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: Very differentiated
- Reliability: Very 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.

Company Profile

Company:
Challenger Motor Freight, Inc.

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.

Source: Scott Benninger, IT Manager, Challenger Motor Freight, Inc.