HC3 CASE STUDY

Nationwide Health Care Services

Introduction

This case study of Nationwide Health Care Services is based on an October 2017 survey of HC3 customers by TechValidate, a 3rd-party research service.

> "The ease of use has allowed us to streamline our IT Servers into one cluster quickly and without concern for support issues."

Challenges

- Realized the following operational challenges by deploying HC3:
  - Enabled virtualization without complexity
  - Reduced time spent managing Infrastructure
  - Improved scalability of Infrastructure
  - 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

Company Profile

Company:
Nationwide Health Care Services

Company Size:
Medium Enterprise

Industry:
Health Care

Use Case

- Purchased HC3 over the following vendors:
  - Hypervisor – VMware
  - Dell Servers / SAN
  - EMC
  - Nutanix
  - Simplivity
- Has 1 IT personnel responsible for infrastructure.
- Runs Less than 10 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 it differentiated them 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
  - Reliability
  - Scalability
  - Single vendor support
- Reduced the time their IT staff spends managing infrastructure by > 75% after deploying HC3.

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