

Nominee: Scale Computing

Nomination title: Scale Computing's HC3 platform

Scale Computing has transformed data centre management through its HC3 platform, designed with simplicity at its heart. Rather than treat storage, servers, virtualisation, and management as different data centre silos, HC3 brings these all together in a comprehensive system that automates overall data centre management. Designed to dramatically reduce management time, the HC3 platform saves organisations time and money. Scale Computing is committed to leading the way and delivering a unique solution that combats the management challenges of today's data centre.

Simplified management in the data centre

Pivotal to the HC3 solution and one of its most distinguishing features are its ease of use and simplified management. Scale Computing radically simplifies the infrastructure needed to keep applications running - the product requires no expertise or training and the stack is managed by a single, simple browser-based GUI. As the product provides a fully integrated, all in one appliance, users don't have to spend time managing different data centre elements.

Scale Computing has streamlined and simplified the management process, allowing IT to focus on managing applications and not infrastructure.

Key distinguishing features include:

- " Installation in less than hour
- " Built in browser-based management
- " The ability to deploy new VMs within seconds
- " Scalability - the ability to scale up by adding nodes as and when needed, with additional resources added in minutes
- " Availability - the appliance is built in a cluster design to stay up and running even when hardware fails.



"Unlike other solutions in the market, Scale Computing's HC3 platform is incredibly simple to manage and this was a major selling point for us. As an all-in-one appliance, we no longer have to spend time managing the infrastructure, and everything, from set up to creating new VMs, has been seamless." - Matthew Underhill, IT Team Leader at Liverpool School of Tropical Medicine

Adam Plant, director at Paralogic, a Scale Computing partner noted, "When it comes to data centre management the Scale Computing HC3 platform offers a different approach that eliminates today's challenges. Many customers struggle with the complexities around virtualisation and have built up data centre silos. Scale Computing is a perfect fit for organisations looking to streamline and resolve management complexity."

To cement Scale Computing's position in the market the company has been working with partners, customers and technology providers internationally to lead the way in data centre management. Expanding on its current customer portfolio, Scale Computing recently announced a partnership with Google, going beyond on-premises management, to help organisations manage workloads freely in the cloud. Scale Computing is committed to working with leading technology vendors to expand on its management capabilities, in order to meet customer demands now and in the future.

Alongside partnerships and alliances, Scale Computing has a strong portfolio of customers, helping organisations to lower out-of-pocket costs, reduce management time and simplify data centre complexities.

Peter Belk, IT Operations Manager at Oxford University - "Scale Computing understands the needs of the small to medium-sized environment and offered a solution that is tailor-made for what we are trying to do. The HC3 platform is a virtual environment at the scale we need, with expandable storage that will grow at the rate we want it to grow. If our users need more storage space, it's now much easier and faster for us to provision it."

Matthew Underhill, IT Team Leader at Liverpool School of Tropical Medicine - "The Scale Computing solution is perfect for our environment. As well as simplified management, the face value of the Scale Computing solution has saved us over £80,000. This is an amazing cost reduction and we can put this money to use elsewhere."

Unlike other solutions in the market, Scale Computing's HC3 product is designed from the ground up to simplify data centre management. Fundamental to its design is its integrated KVM



hypervisor. Unlike other hyperconverged solutions this means organisations do not have to purchase any additional licencing or storage. In addition, no extra certifications or training courses are needed, which differentiates Scale Computing from other solutions in the industry.

Other key differentiators include:

" **Affordability** - Scale Computing is a cost-effective solution. Due to its design, less additional resources are needed than with any other HCI vendor

" **HyperCore Enhanced Automated Tiering (HEAT)**- Users can tune the relative priority of every virtual disk to optimise usage

" **Future Proof** - Recent release test results show that the unique HyperCore/SCRIBE software stack is more than ready for future memory/storage technologies such as NVMe and 3DXpoint.

" **Self-Healing** - The HC3 architecture is built with layers of redundancy

" **The HyperCore/SCRIBE software stack** - this is more efficient than other competing hyperconverged solutions as they are built around the concept of "Virtual Storage Appliances (VSA's)". SCRIBE (Scale Computing Reliable Independent Block Engine) is embedded directly in HyperCore and will be faster, more efficient and therefore more affordable.

Testimonials

Dan Tonge, Systems Manager at A-Z Maps:

"After looking at various other solutions in the market, Scale Computing offered us exactly what we needed - a complete, easy to manage platform with a highly responsive support team."

Mark Lane, Systems Manager at St Richard's Catholic College:

"We decided to go with Scale Computing as it was not only more cost effective in reducing our Total Cost of Ownership (TCO) versus all of the alternatives we evaluated, but it also had incredible simplicity as an overall solution that would easily transition us from our EMC environment."

Tony Serratore, IT Manager at Penlon:

"After implementing Scale Computing, we reduced our management time by hours. Previously we would have spent time managing our VMware environment but the Scale Computing solution is so easy to use we have been able to dramatically reduce management time. Our RPO and RTO dramatically reduced from three days to a matter of minutes. We can now use this time to focus on other IT priorities making a real difference to the business."

Why nominee should win

" Scale Computing is designed with simplicity at its core, there are no certifications or training needed. The appliance is simple to set up and easy to use

" With no extra licencing fees required, Scale Computing is unique to the market and helps to reduce IT costs

" Scale Computing provides an all in one appliance shown to simplify data centre management

" Scale Computing is cementing its leading position in the market through customers, partners and technology alliances

" Customers internationally praise Scale Computing for its simplified management