

Nominee: Scale Computing

Nomination Scale Computing - HC3

Scale Computing's HC3 solution integrates storage, servers, and virtualisation software into an all-in-one appliance-based system that is scalable, self-healing and as easy to manage as a single server. It is a complete integrated cluster which reduces operational complexity, enables faster response to business issues and dramatically reduces cost with no external licencing fees needed.

Matthew Underhill, IT Team Leader at Liverpool School of Tropical Medicine

"Unlike other solutions on the market, Scale's HC3 platform is incredibly easy to use and this was a major selling point for us. Scale's hyperconverged platform was a perfect fit for us. It provided the simplified management, scalability and reduced costs we required. Not only did the solution help to provide real business benefits, but it came with no additional licences fees or required expertise."

Distinguishing features include:

Simplicity – with no technical expertise needed, the HC3 solution is built to make life easier for experts and environments. The entire stack is managed by a single, simple browser based GUI.

Availability – the appliance is built in a cluster design to stay up and running even when hardware fails.

Scalability – ability to scale up by adding nodes as and when needed with additional resources added in minutes. Organisations can also scale down by starting at a single node configuration for small virtualisation environments or for specific requirements such as disaster recovery nodes.

Affordability – due to the efficient, unique and direct design less resources are needed than any other HCI vendor. Alongside virtualisation the platform also provides backup/recover, failover, disaster recovery and replication.

Future Proof - Recently 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.

As Scale is uniquely positioned in the market to offer a cost effective and simple solution, appealing to SMBs, we are seeing an upsurge in distributed enterprises deploying the HC3 platform. These organisations operate as a collection of smaller businesses to form a large enterprise. Currently over 2,000 customers globally have deployed the HC3 product.

The Scale solution has bridged the technology gap for SMBs by providing a data centre in a box at a fraction of the cost of traditional infrastructure. The solution has been deployed by customers internationally and due to the lower out of pocket costs, Scale has been working extensively with schools, universities, charities and public-sector organisations.

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

“With Scale, we don’t have to worry about the operating system, this is all taken care of for us. Previously if there was an issue with any of our servers we had to spend hours troubleshooting but Scale has completely streamlined this process. The solution has also saved us over £80,000, which is an amazing cost reduction and we can put this money to use elsewhere.”

Justin Griffiths - Group Director Software Solutions at, Scale partner, CMS Distribution

“We have recognised a dramatic increase in the number of companies who want to deploy a virtualised environment, who do not have the budget for software licenses or the expertise to deal with a complicated infrastructure. The Scale HC3 cluster is a perfect fit for these customers and as a leading specialist distributor in Europe, we are constantly looking to offer our customers the best solutions available.”

Unlike other solutions in the market, Scale Computing is dedicated to providing a simple and cost-effective solution for SMBs and distributed enterprises. Scale closes the technology gap in the market allowing organisations with less technical expertise and resources the opportunity to compete against well-known enterprises.

The HC3 appliance is built with an integrated KVM hypervisor, unlike other hyperconverged vendors which means organisations do not have to purchase any additional licensing or storage. In addition, a major differentiator is the simplicity behind the HC3 platform which ensures organisations do not have to spend time or money training and certifying employees.

Key differentiators include:

- **Cost effective – with no additional license fees organisations can avoid being tied into reoccurring expensive costs. There is no VMware, SAN or NAS needed. The HC3 platform has clear price transparency and is the most efficient platform in the industry**
- **Simplicity - designed to meet the needs of organisations with less resources available the HC3 solution is built with simplicity at its heart**
- **Customers can scale as and when required – eliminating the need to over provision**
- **Can be installed in less than an hour with VMs deployed in minutes**

The patented HyperCore software is what makes Scale truly unique. The software is preloaded onto all HC3 nodes and continuously monitors all the virtual machines, software and hardware components. The architecture is designed to provide highly available, scalable compute and storage services. The technology is future proofed and offers refreshing simplicity.

Paul Lough, Managing Director at, Scale partner, Corbel UK

“The HC3 platform addresses many concerns that we hear from our customers – deployment time as downtime can be expensive for a mid-sized company, the ability to grow easily and when required, performance and cost. Not only does the HC3 platform reduce cost but it’s easy-to-deploy and its scalable nature addresses the challenges of growth and deployment – the platform can be up and running within one hour with no disruption to business.”

Tony Serratore, IT Manager, at Penlon

“The Scale solution fits perfectly with our IT roadmap as we can add capacity as and when needed. We don’t need to over provision and can simply expand our environment when needed. With Scale we can align IT strategy with business growth.”

Why nominee should win

- **With no additional licensing fees the HC3 appliance is unique to the market helping to reduce IT costs**
- **HC3 solves the complexity of virtualisation a growing challenge for organisations of all size**
- **Scale provides a data centre in a box at the fraction of the cost of traditional IT deployments**
- **Scale is working with a board range of customer to provide simplified management, replication, disaster recovery and reduced IT costs**
- **The product is simple to use requiring no additional expertise or training**