HPE SIMPLIVITY CASE STUDY

Carolina Sunrock Corporation

Introduction

This case study of Carolina Sunrock Corporation is based on an August 2019 survey of HPE SimpliVity customers by TechValidate, a 3rd-party research service.

> "I no longer need to watch my environment at all times and I can help my companies in other ways. HPE Simplivity has become set it and forget it"

Challenges

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

- Selected HPE SimpliVity because a capacity purchase/upgrade of existing infrastructure led to an overall platform review.

Use Case

The key features and functionalities of HPE SimpliVity that the surveyed company uses:

- Uses HPE SimpliVity for the following:
  - Infrastructure modernization / technology refresh
  - Data center consolidation / private cloud
  - Virtual Desktop Infrastructure (VDI)
  - Backup, recovery, and disaster recovery
- Runs the following application types on HPE SimpliVity:
  - Microsoft SQL Server
  - Microsoft Exchange
  - Microsoft SharePoint
- Rates how valuable the following HPE SimpliVity capabilities were in the selection process:
  - HPE SimpliVity being a single trusted vendor for global support for their entire stack: extremely valuable
  - HPE SimpliVity's reliability, serviceability, and availability, backed by a comprehensive warranty: extremely valuable
  - HPE SimpliVity's future-proof design: extremely valuable
  - HPE SimpliVity's pointnext service and support offerings: extremely valuable
  - HPE SimpliVity's flexible consumption and financing: extremely valuable

Company Profile

Company:
Carolina Sunrock Corporation

Company Size:
Medium Enterprise

Industry:
Metals & Mining

Results

The surveyed company achieved the following results with HPE SimpliVity:

- Improved performance by >75% since deploying HPE SimpliVity.
- Realized efficiency benefits for capacity savings of 100:1 to 200:1 since deploying HPE SimpliVity.
- Estimates how long it takes to deploy new workloads, including allocating compute and storage resources, and configuring data protection policies:
  - before using SimpliVity: 1 day – 1 week
  - after using SimpliVity: up to 1 day
- Saw value within 1 week after the deployment of HPE SimpliVity.
- Rates how valuable the following HPE SimpliVity features were in the selection process:
  - integrated data protection: extremely valuable
  - inline dedupe/compression: extremely valuable
  - VM-centric management via vCenter: extremely valuable
  - hyperconverged infrastructure with HPE ProLiant DL380: extremely valuable
  - globally federated management: extremely valuable
- Rates their satisfaction based on their support experience based on how the outcome addressed their business need:
  - Support experience with initial deployment delivered by HPE (remote): very satisfied
  - Support experience with initial deployment delivered by HPE (onsite): very satisfied
  - Support experience with initial deployment delivered by a partner: very satisfied
  - Support experience with initial deployment delivered by a trained customer: very satisfied
  - Support experience with software upgrades (hypervisor and/or OmniStack s/w): very satisfied
  - Support experience with a majority of cases and incidents with HPE SimpliVity: very satisfied
  - Support experience relating to having easy access to knowledgebase, support portal, and forums: very satisfied