

Licensed for Distribution

**Gartner.**

# Midmarket Context: ‘Magic Quadrant for Hyperconverged Infrastructure’

Published 17 April 2019

By Analysts [Mike Cisek](#), [Julia Palmer](#)

Hyperconverged infrastructure is evolving into the de facto standard for on- premises and hybrid cloud integration for many midsize enterprises. MSE I&O leaders should leverage this report to identify the HCI vendors and products best suited to their scale and requirements.

## Scale Computing

Scale Computing’s HCI product (HC3) and vision are rooted in delivering full-featured, affordable solutions coupled with administrative simplicity. HC3, delivered as an appliance with a Kernel-based Virtual Machine (KVM)-based hypervisor, is offered with cost-effective premium-only support (12% to 14% of the capital purchase price), and typically represents the lowest acquisition cost of the more mature HCI vendors. HC3’s self-healing machine intelligence automatically identifies, mitigates and corrects problems in the infrastructure in real time, which eliminates the need for infrastructure management componentry.

Scale Computing’s hybrid cloud integration connects on-premises and cloud infrastructure and data via its HC3 Cloud Unity solution. Scale Computing’s “ScaleCare services” deploys a remote HC3 instance on Google Cloud Platform and creates a gateway to connect to on- premises infrastructure via a virtual extensible LAN (VXLAN). To secure hybrid cloud workloads, Scale Computing has partnered with WinMagic (SecureDoc CloudVM) and HyTrust (DataControl) to ensure MSEs can move applications freely and securely in the cloud or on- premises.

## Key MSE Differentiators:

- Scale Computing prioritizes and actively pursues midsize enterprises, though not exclusively; hence, the majority of Scale Computing's deployments and customers are midsize enterprises.
- The HC3 product family has a highly transparent, all-inclusive pricing structure, with MSE customers giving its pre- and postsales support a high rating.
- Scale Computing is focused on pursuing and maintaining partnerships that support traditional backup solutions. The HC3 Cloud Unity DRaaS is an easy, affordable and secure way to replicate and run an HCI cluster on Google Cloud Platform
- Scale Computing offers fully functional single-node solutions, capable or replicating to a central site or cloud, starting at \$8,000; and HC3 edge with multicluster management to address remote and branch office requirements.