

NUTANIXTM

DATACENTER MODERNIZATION DONE RIGHT

**CUSTOMER STORIES ABOUT
REAL-WORLD BENEFITS**



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Relentless Innovation

Nutanix created hyperconverged infrastructure years ago because there was an urgent need for innovation within enterprise infrastructure. IT silos, management complexity, and gross inefficiencies were undermining the customer experience. It was time for a paradigm shift, which is why Nutanix melded web-scale engineering with consumer-grade design to fundamentally transform the way organizations consume and leverage technology.

Since then we've redoubled our commitment to solving pressing customer problems. In just a few years, our solution has expanded beyond storage and compute to include virtualization, security, networking, and multicloud automation, making infrastructure management simple, efficient, and cost-effective.

Read on to see how industry leaders like Ports America and International Game Technology have built on the Nutanix Enterprise Cloud OS to power their digital journeys.

We're proud that the top industry analysts have continued to recognize our position as HCI leaders: ***Check out the new Gartner Magic Quadrant report for HCI and the Forrester Wave: Hyperconverged Infrastructure, Q3 2018.***





PORTS AMERICA



COMPANY

The largest U.S. terminal operator and stevedore, with operations in every major port in the nation.



CHALLENGE

Ensure availability for dispersed operations, provide new capabilities to adapt to changing business needs, and achieve digital transformation goals.



SOLUTION

Agile infrastructure that aligns IT with business priorities and strategic decision making.

Ports America Navigates Waves of Global Supply Chain Disruption with Nutanix

“We’re in one of the biggest upheavals ever in terms of technology,” says Peter Curren, Global Infrastructure Director of Ports America. “Our industry is undergoing a huge change, applying data for better insight and decisions. You’re seeing a digital supply chain emerge from what has been a very manual process for decades.”

Ports America was struggling to keep its multiple IT systems in line with its business priorities. They needed to fully integrate their diverse systems and technologies to accelerate digital transformation, improve insight and control, and free IT to focus on creating business value.

Nutanix has helped Ports America create a more nimble organization that can rapidly respond to changes. “The solution has enabled us to really take a lot of our workloads from critical business systems, both locally at terminal and in centralized locations, and respond in a much more agile way to business requirements,” says Curren.

Curren was also very pleased with how the Nutanix Enterprise Cloud OS has helped minimize any interruptions to business operations.

“The ability to rapidly resolve issues and avoid significant delays to business processes has been a fantastic achievement.”

Curren added that “One of the unexpected benefits we’ve seen is the fact that the technology is so innovative and changing so quickly. The joy is we’re getting so much rich and new functionality and features. Implementing Nutanix has really shown the business that we are thinking like them, so when it comes to making strategic pathways forward, we’re now part of that decision making process.”

Benefits

Improved agility by consolidating multiple systems on an enterprise cloud built with hyperconverged infrastructure.

Minimized downtime and kept critical supply chain operations running smoothly for maximum revenue.

Prepared for new automation and digital transformation initiatives on the horizon.

Watch the video

Read the case study



COMPANY

The world's leading end-to-end gaming company, IGT offers a rich portfolio of solutions for gaming across a variety of channels.



CHALLENGE

Boost business agility to demo and sell solutions more effectively, while controlling IT costs.



SOLUTION

Unrivaled IT agility for a competitive edge.

Nutanix Gives International Game Technology a Winning Edge

International Gaming Technology (IGT) leads its industry by developing complete gaming systems that support business processes, streamline operations, and personalize player experiences. IGT IT not only requires strong performance and reliability from its infrastructure, they also need cloud-like agility and simplicity to support customer demos, sometimes on very short notice.

“In the past, we would have to build very expensive, cumbersome solutions, including servers, SAN, backup device, switches, and other components, then wheel a rack into a customer environment,” says Steve Koven, Director of Global Solutions.

With the Nutanix Enterprise Cloud, IGT can confidently deliver both onsite and remote demos to compete more effectively in this fierce marketplace.

“It used to take us two to three weeks to order equipment, rack, stack and cable it,” says Koven. “Now we can stand up the entire infrastructure and fully test it in two or three days.”

The improved agility, as well as the ability to customize its offerings to align with customer needs, has put IGT in a stronger competitive position. “Nutanix has reduced our time of delivery, while allowing us to be more flexible with sales and customer requirements,” says Koven. “It lets us rapidly provide solutions at an attractive price point, while reducing the complexity of deploying them. The result is faster and cheaper for us—and a better solution at the end of the day.”

Benefits

Improved market agility and sales from deploying remote demos in days instead of weeks.

Simplified management alongside improved performance and reliability supports trade shows and onsite demos.

On-premises cloud solution easily scales to support a rapidly growing organization.

[Read the case study](#)

Buy What You Need; Grow When You're Ready

It was not so long ago that enterprises were forced to make massive IT purchases based on best guesses for what their infrastructure needs would be three or four years down the road. Turns out, predicting the future is hit or miss, which is why most companies significantly overprovisioned to avoid an even worse scenario--not having resources when you need them.

Nutanix was designed for the cloud era—with simplicity and pay-as-you-go economics so you pay only for what you use, which means no hidden costs or unexpected “true-up” charges at the end of the contract term. Our industry-leading solution includes built-in virtualization, so there's no need to buy, install, and manage a separate hypervisor solution. No more surprise bills, shelfware, or complicated contracts—just predictable costs and best-in-class tools you need to manage your private and hybrid clouds.

Keep reading to learn about how the Science Museum Group and Zentura A/S got the right size infrastructure for their mission, while also ditching unwanted management complexity and licensing overheads by choosing AHV, the fully integrated--**and free!**--native Nutanix hypervisor.



SCIENCE MUSEUM GROUP



COMPANY

Comprises five publicly funded UK museums spanning science, technology, engineering, mathematics and medicine, each hosting world-leading collections.



CHALLENGE

To build a highly scalable, robust, and easy to manage on-premise infrastructure as part of a wider hybrid approach to digital transformation.



SOLUTION

Future-proofed infrastructure frees SMG to focus on sharing science and technology with the world.

Science Museum Group Prepares for the Future on Nutanix

The five museums of the UK's Science Museum Group (SMG) have launched a digital initiative to expand access to their world-leading collections. This initiative requires a scalable and highly available hybrid IT infrastructure that leverages both public cloud and on-premise datacenters.

Amardeep Rai, Head of ICT Programs for the Science Museum Group, explains that they chose the Nutanix Enterprise Cloud OS “because it met the specification for linear, on-demand scalability to enable the organisation to provide for both current and future IT requirements. The Nutanix software also delivered the sought-after single pane of management for both physical, virtual, and cloud resources, at a stroke eliminating the need for costly specialist knowledge and familiarity with multiple interfaces.”

The AHV hypervisor, included at no extra charge as part of the Nutanix software stack, was another key factor in the decision, enabling SMG to consolidate virtualization platforms of its workloads without the licensing overheads associated with alternative platforms.

“AHV was a major selling point,” said Rai. “We considered alternative virtualization platforms, but as well as the licensing costs – always an issue for publicly funded organisations like us – we wanted a virtualization platform that could take full advantage of other core infrastructure services, as well as one that didn’t require yet another management interface or the skill set to go with it. Nutanix AHV has given us all that, and more.”



Benefits

- Rapid linear scaling of compute and storage resources to handle anticipated expansion and growth.
- Significant reduction in operational overheads from deployment simplification, site consolidation, and centralized management from a single console.
- Comprehensive disaster recovery protection, now in minutes rather than days.

[Read the case study](#)



zentura®



COMPANY

Specialist service provider and Citrix partner designing, creating, and hosting complete end-user computing solutions for the Danish SMB market.



CHALLENGE

Reduce operational costs and complexity associated with delivering hosted services on a conventional 3-tier infrastructure.



SOLUTION

More *hygge*; with nights in the datacenter.

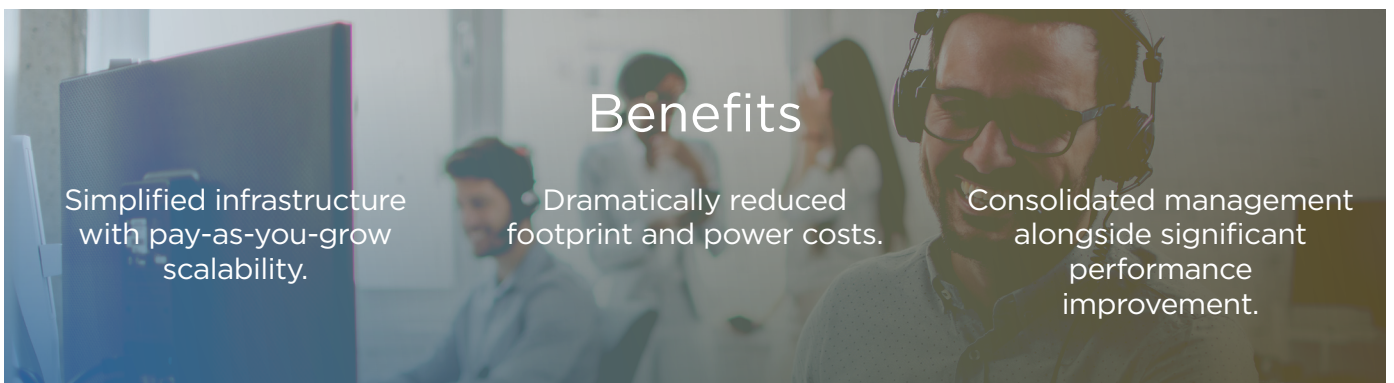
Zentura A/S Delivers EUC on Nutanix

Zentura A/S was eager to be done with the headaches and expense of legacy three-tier architecture. Seeking agility and scalability, their first thought was going all-in on public cloud, but concerns about long-term costs, security, and control ruled this out. Nutanix emerged as the ideal choice, meeting all of their requirements, including getting rid of unnecessary licensing expenses. Zentura CEO Christian Pedersen recalled that “VMware licensing was becoming a big cost for us. AHV enabled us to eliminate that overhead and also simplify management with our physical infrastructure and virtual machines now all managed from the same console.”

“We have saved a lot in infrastructure costs and now we are able to do a pay-as-you-grow model,” said Pedersen. Zentura condensed their 48U infrastructure of servers and SANs to just 12U, cutting power costs to less than half.

Even more importantly, Pedersen added, “we have gained a lot of productivity because we can focus on what really drives us, which is our customers.

Reducing all of the service windows really gives us a better way to do an always-on solution for our customers, who have seen a huge performance improvement.”



[Watch the video](#)

[Read the case study](#)

Choose What Works for You

Lock-in doesn't work in the multicloud era. More proprietary technology means more leverage for tech vendors—and higher costs and operational complexity for the customer. We believe applications should define infrastructure decisions – not the other way around. Our entirely software-defined infrastructure solution wins with customers for a reason: You're in control and have the freedom of choice to build the best-of-breed infrastructure stack for your business needs. You choose your hardware, your hypervisor, and your cloud so you can run any application you need, at any scale.

Read about how Waste Pro USA and Chesterfield Royal Hospital chose the right infrastructure for their apps and their enterprises.





COMPANY

Waste collection services for businesses and residences across the Southeastern U.S.



CHALLENGE

Needed a storage and server solution that was easier to manage and scale.



SOLUTION

Best of breed software and hardware solution perfectly matched to their apps and usage.

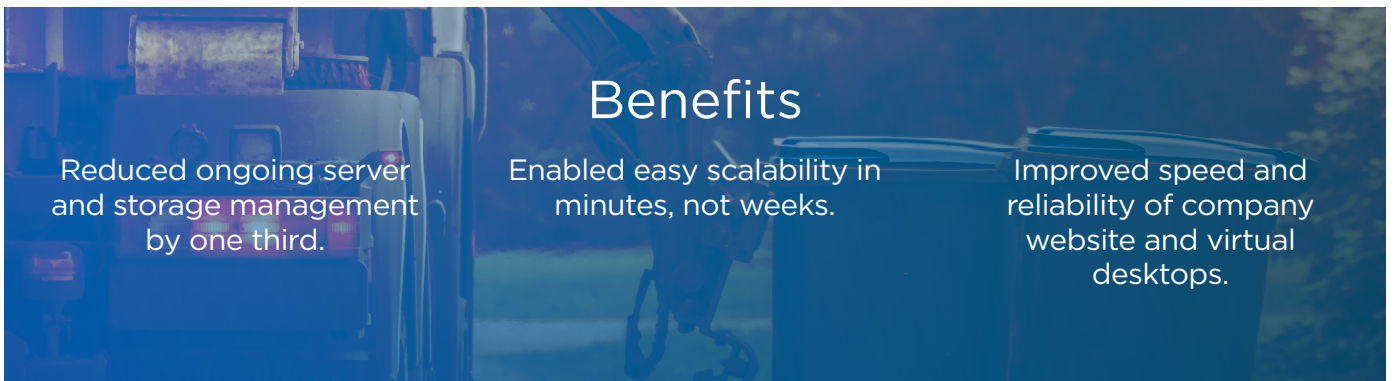
Waste Pro USA Hauls Legacy Infrastructure Away

Waste Pro USA's IT service delivery was suffering. Rob Grimm, Director of Information Systems at Waste Pro, recalled that "our IT team was managing a converged infrastructure set up with a lot of incompatible components. Due to the mix of systems and vendors, we had challenges with scaling, and our Citrix VDI desktop performance was nowhere where we would have liked it to be."

Grimm opted for the Nutanix Enterprise Cloud OS, granting him the freedom to choose whichever hardware best suited his company's needs. "By choosing Nutanix Enterprise Cloud software and Cisco UCS C-Series Servers, I'm getting the best of both worlds. Nutanix is the leader in hyperconverged solutions, and Cisco is the leader in the server space," noted Grimm. "Unlike the other infrastructure vendors' solution,

I've had nothing but good experience with Nutanix and the UCS platform. Neither vendor has ever let me down."

The Nutanix Enterprise Cloud OS also delivers frictionless scalability. Brian McDermott, senior network administrator at Waste Pro USA, explained that "it used to take weeks to add capacity. With the Nutanix hyperconverged infrastructure, it only takes minutes to add nodes. Whenever we have new business unit needs we can react quickly without having to replace a large stack of our old SAN storage or upgrading all of the servers. Nutanix's easy scalability enables us to bring new applications and services to market much faster, and provide better service to all of our customers."



Benefits

- Reduced ongoing server and storage management by one third.
- Enabled easy scalability in minutes, not weeks.
- Improved speed and reliability of company website and virtual desktops.

[Read the case study](#)



Chesterfield Royal Hospital NHS Foundation Trust



COMPANY

A National Health Service Foundation Trust with a staff of 3,900, providing acute accident, emergency, and specialist children's services in the UK.



CHALLENGE

Deliver a scalable and highly available IT infrastructure within strict NHS budgets.



SOLUTION

A flexible, efficient infrastructure that lets IT run the right app in the right cloud.

Nutanix Cures Chesterfield Royal Hospital's Ailing Infrastructure

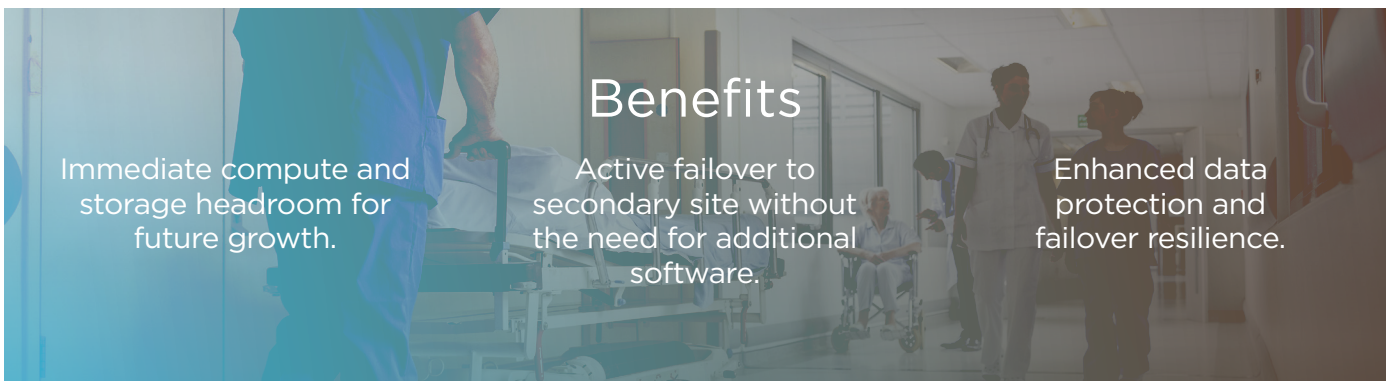
Chesterfield Royal Hospital relies heavily on technology to meet the needs of both their practitioners and the patients they serve. Their legacy infrastructure simply wasn't up to the task, as David Sawyer, IT Technical Delivery Lead at Chesterfield Royal Hospital, explained.

"We had reached a point where our 'make do and mend' approach was no longer a workable option. Not only were we running out of storage, we had to implement multiple backup solutions just to meet the existing demands, let alone cope with future workloads."

On top of this, their virtualization solution was hard to scale and manage. "We had no headroom to cope with growing demand, and staff were run ragged having to work with a variety of management interfaces--some remote, but many local--to the host systems involved, each requiring different skill sets and experience," commented Sawyer.

The hospital tackled these problems by deploying the Nutanix Enterprise Cloud OS, along with the built-in Nutanix hypervisor, AHV. In addition to reducing licensing costs, AHV allows workloads to move freely between virtualization environments, as well as from the Nutanix platform to the public cloud, without penalty. This functionality has further enabled Chesterfield Royal to take advantage of unused capacity on the failover cluster, as David explains.

"We originally planned an active/passive failover implementation simply replicating data to the secondary cluster. However, when we saw what the Nutanix platform was capable of, we realised we could get a greater return by running active workloads on the secondary cluster as well. This active approach has given us instant headroom and the ability to balance workload demand plus, thanks to the licence-free AHV hypervisor, and do so at no extra cost."



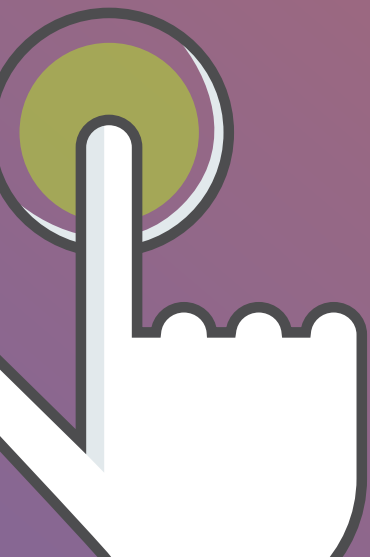
[Read the case study](#)

One-Click Rules!

What adds more value to your business--mind-numbing, time consuming, and error-prone maintenance, or IT working as a strategic partner to speed products to market? Yes, that was a rhetorical question. One-click simplicity does away with the operational burden of legacy infrastructure management, elevating IT to accelerate innovation.

One-click automation, one-click upgrades, one management interface for your full stack and all your clouds, and one shared mission: enabling you to easily build and operate private and hybrid cloud architectures.

Read about what became possible after Great Canadian Gaming Company and Endemol Shine UK were relieved of management complexity.





GREAT CANADIAN GAMING CORPORATION



COMPANY

A multi-jurisdictional gaming, entertainment, and hospitality operator with 23 properties located throughout Canada and Washington State.



CHALLENGE

Needed high-performance infrastructure for new business-critical gaming management platform on a very short launch timeline.



SOLUTION

IT simplicity is the name of the game.

Nutanix Removes a “Huge Burden” from Great Canadian Gaming Company

When the Great Canadian Gaming Company (GCGC) decided to roll out Bally’s new Gaming Management System (GMS) to three of its casinos, they were tasked with getting a complex and mission-critical application up and running in less than eight weeks. Gaming management systems control all of the game logic and playability on the casino floor, which means the underlying infrastructure must deliver flawless performance without absolutely no downtime. As Robin Killeen, Director of Technical Development, GCGC, explains, “We start losing money immediately if our gaming management system goes offline.”

Mark Poitras, IT systems architect at GCGC, wanted infrastructure that was easier to operate than their legacy three-tier architecture. “It took months to perform any OS or firmware upgrades on our current storage systems. Plus, we had to schedule outages with the business, which is extremely difficult since many of our properties are operational 24/7. We needed a solution that we could easily upgrade on the fly, with little to no downtime.”

Nutanix got the nod and with a Nutanix engineer onsite, they had both the production and secondary DR site up and running in three days. “Moving to Nutanix has taken a huge burden off our shoulders,” concluded Killeen.

“All of the ‘scariness’ of having a critical system patch come down the pipe and worrying that the upgrade will either fail or be disruptive has been eliminated.”

With Nutanix, we can proceed with upgrades with a high degree of confidence—eliminating risk and months of up-front planning needed with our traditional platforms. Nutanix has been a great choice for our mission-critical systems, as well as for our IT team.”

Benefits

Obtained high performing storage for business-critical GMS Applications.

Simplified ongoing management, reducing the need for a storage specialist.

Reduced the risk and time needed for infrastructure upgrades.

[Read the case study](#)

ENDEMOL SHINE GROUP



COMPANY

A top media producer for television and digital content.



CHALLENGE

Explosive data growth.



SOLUTION

Cloud-like agility to support demand spikes, with greater control and economics.

Lights, Camera, IT!: Endemol Shine UK Casts Nutanix in a Leading Role

Endemol Shine UK's legacy blade servers and fiber-channel SAN storage platforms were designed for an earlier era, ill-equipped for today's digital applications and unstructured data demands that spike on a moment's notice. IT was struggling to manage its distributed infrastructure while also enduring escalating VMware licensing costs.

Endemol Shine was sold on the proven linear scalability of the Nutanix Enterprise Cloud OS, as well as the consumer-grade management capabilities of the Nutanix Prism interface, which makes it easy to administer infrastructure across multiple sites. "We no longer have to plan ahead to deal with growth in unstructured data or the rollout of new applications," said Daniel Davis, Infrastructure Manager, Endemol Shine UK.

"We can size workloads on the fly with the Nutanix Enterprise Cloud and quickly add resources to meet the needs of a production as they ramp up – just as with AWS or Azure but at a much lower cost and on our own terms."

They also said they'd had enough of paying extra for virtualization: "We wanted to get away from VMware and its associated licensing costs. We saw for ourselves what AHV could do and that we could manage it from the same console as the rest of the platform and it became a no brainer—AHV it was."



Benefits

- Effortlessly adjusted to rapid unstructured data growth with linear scaling.
- Single pane of glass simplified management of physical and virtual resources across multiple sites.
- Increased performance at a lower cost.

Read the case study

True IT Support

Is your blood pressure often higher after you call customer “support” than it was before you called? The last thing anyone needs when they’re having a problem is to have a problem getting help. Being handed from rep to rep while your issue goes unsolved for days and weeks on end is beyond frustrating. Lost productivity, downtime and outages, and endless fire drills add up to more cost and waste.

At Nutanix, each of our support engineers is a highly trained technologist who stops at nothing to get your issues resolved in hours, or less. Our proactive support technology identifies and alerts you to issues long before they turn into problems.




Nutanix Technical Support Provides Service That's "Unheard of in the Business"

It's one thing for a vendor to say it has great technical support, but it's another thing for it to be true. Nutanix has great technical support, and we've got the numbers to back it up--a 90+ Net Promoter Score (NPS), which measures customer loyalty, for five years running, and 96 percent customer satisfaction, based on both the quality of the Nutanix Enterprise Cloud OS and the quality of our technical support. We're also a five-time winner of the Northface Scoreboard Award for World Class Excellence in Customer Service.


However, nothing conveys our customers' satisfaction with Nutanix support better than our customers themselves, like Brian Oamek at Trek Bicycle who describes our support as *"by far the best support of any IT organization that I've ever worked with."*

And many more customers agree:



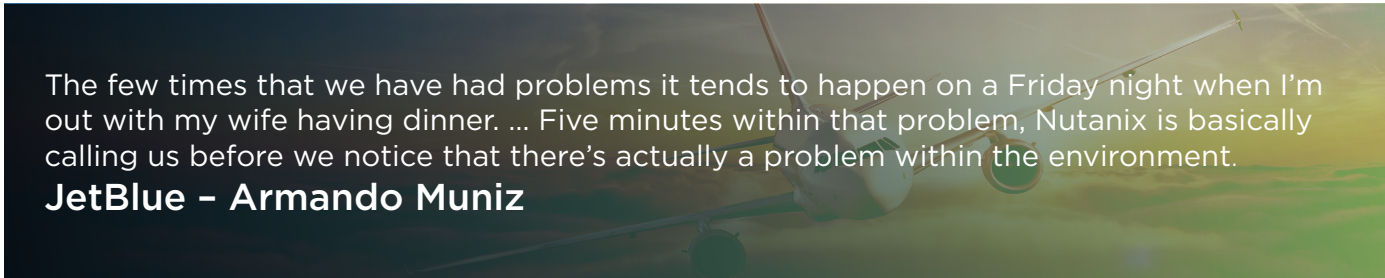
"Our experience with Nutanix Support has been amazing. It's been way better than what we previously experienced with the three-tier legacy architecture, where we had sometimes four vendors that we'd have to contact for a root-cause analysis. Now that we're running AHV on Nutanix, there's one number to call."

Cardinal Innovations – Bobby Edwards



"I've been in the business for a while and what I've noticed is that Nutanix support is one of the best out there. You log a low priority ticket or a high priority ticket and it gets picked up within 15 minutes and somebody is calling you--and they're fixing the solution, which is unheard of in the business."

Hyundai Motor Company Australia – Kawa Farid



The few times that we have had problems it tends to happen on a Friday night when I'm out with my wife having dinner. ... Five minutes within that problem, Nutanix is basically calling us before we notice that there's actually a problem within the environment.

JetBlue – Armando Muniz

Check out this [video montage](#) of customer testimonials to hear more about what you can expect from Nutanix support.

Benefits

- Nutanix Global Support, 10 WW Support Centers, 150+ Countries, 20 Languages
- 24x7x365 Award-Winning Global Support
- 120K Servers Supported
- 140 Spare Parts Depots

Reclaim Your Life; Upskill Your Job

“I’m really looking forward to spending my weekend doing tedious upgrades in a windowless server room,” said no IT Director or Sysadmin, ever. Imagine what your life would look like if you weren’t spending most of your time on thankless maintenance or break-fix--essentially just keeping the lights on. Imagine how it would feel if your main function was to help drive business value.

Our mission is to revolutionize the way businesses use technology and put IT back in control of their operations and their lives. Built with simplicity and reliability as core design principles, Nutanix eliminates the personal toll of mundane infrastructure management tasks and outages, and gives time and control back to IT pros so they can elevate their careers—and get back to enjoying their weekends.

Heartland Community Health Network and Trek Bicycles both share some crucial ROI from Nutanix that can’t be captured on a P&L statement.





heartland
community
health
network



COMPANY

Hosts and digitizes electronic health records for Federally Qualified Health Centers in 3 U.S. states.



CHALLENGE

Needed a highly performant, easy to manage and scale solution that allowed incremental growth.



SOLUTION

One-click simplicity improves performance while eliminating after-hours maintenance.

No More Infrastructure Nightmares for Heartland Community Health Network

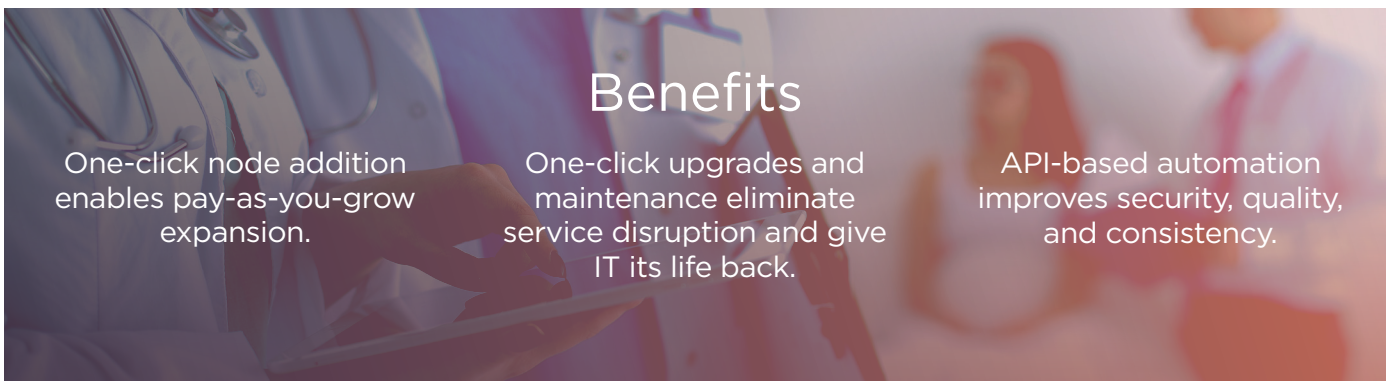
The Heartland Community Health Network pools the resources of Federally Qualified Health Centers into a single network, digitizing electronic health records to provide easy access for health practitioners. Although they have a vitally important mission, they are a nonprofit with a shoestring budget, which lead them to accumulate a piecemeal IT infrastructure. As Heartland Community IT Director Steve Elgan recalls, “We had different consoles, servers, and storage area networks. As you can imagine, this hodgepodge of systems was a nightmare to manage.”

Elgan says that “What immediately drew us to Nutanix’s offering was how easily we could expand our infrastructure. Our nonprofit nature wasn’t going to change, which meant we’d still need to grow one step at a time. But we had to find a way to grow incrementally without making a mess like we did last time. Nutanix showed how we could start with our initial cluster and then just add nodes as needed. We loved that.”

Another major advantage of the Nutanix Enterprise Cloud was its one-click simplicity:

“The very first update I did for Nutanix happened with my newborn child in my arms. I had my son in my hands, feeding him his bottle, and I just clicked ‘Upgrade.’”

Things had only been in production for about a month, and what used to be a nightmare process was now so simple that I could devote all of my attention to my son instead of a computer screen. I could never have done something like that while upgrading a traditional three-tier infrastructure.”



Benefits

- One-click node addition enables pay-as-you-grow expansion.
- One-click upgrades and maintenance eliminate service disruption and give IT its life back.
- API-based automation improves security, quality, and consistency.

[Read the customer blog](#)



TREK



COMPANY

Bicycle and cycling product manufacturer and distributor



CHALLENGE

Needed a high-performance, agile, easy to scale and manage environment that could take everything that Trek could throw at it.



SOLUTION

Improve work-life balance so that IT has time to hit the trails

Trek IT Stays “Lean and Mean” with Nutanix

Although Trek bikes are associated with freedom and performance, their legacy IT infrastructure delivered neither. They turned to Nutanix for relief, starting with a rigorous PoC virtualizing Trek’s “biggest monster workload,” their business intelligence environment. Trek now runs all of its on-premises workloads on the Nutanix Enterprise Cloud, from its essential JD Edwards’ ERP system, to its business-critical design and manufacturing apps--the lifeblood of a company aiming to produce the world’s best road and mountain bikes. Brian Oamek, Senior Enterprise IT Architect at Trek, remarked, “Our bikes are as technologically advanced as possible and all of that is really driven under the hood. It’s all being powered by Nutanix.”



Benefits

Reduced the number of employees needed to manage the infrastructure by 66%, lowering IT costs and freeing up resources to focus on strategic projects.

Cut turnaround time for IT requests from weeks to hours, allowing engineers to work on innovative new products.

Reduced storage/compute datacenter footprint by 75%, lowering overall datacenter costs significantly.

[Watch the video](#)

[Read the case study](#)

Contemplating Some Big Datacenter Decisions?

The good news is you have a lot more great options than you used to. Each of these stories is a reminder that you no longer have to settle for IT complexity, poor performance, vendor lock-in, and unnecessary licensing costs. Over 12,000 customers have already made the choice to partner with Nutanix--and they're happy they did.

We stand ready to help you to think through even your thorniest datacenter challenges. [Head here](#) to get started.



NUTANIX™

