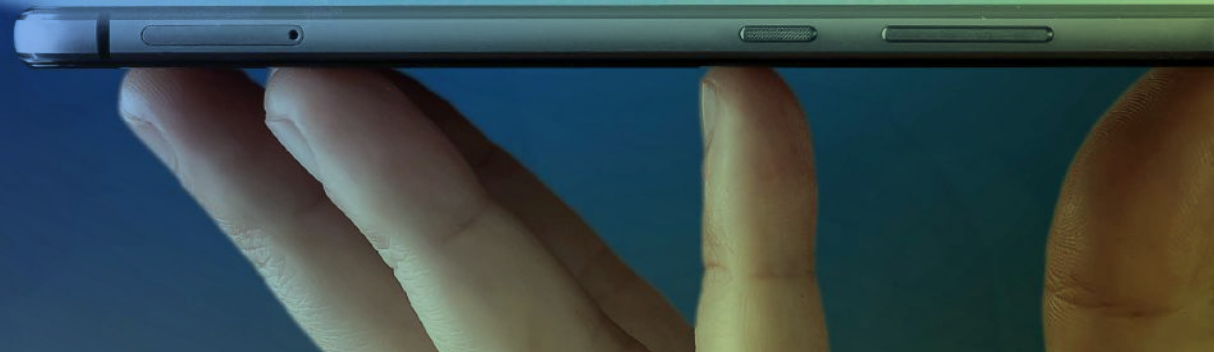


NUTANIX CLOUD SOLUTIONS

THE FOUNDATION FOR BUSINESS TRANSFORMATION

Nutanix customers share their success stories and game-changing results



Introduction

IT transformation is a journey, and companies follow many paths to reach their goals. What began as a steady migration is fast becoming a stampede: IDC estimates that digital transformation spending will reach \$5.9 trillion over a four-year period ending in 2021.

Nutanix's unique cloud platform enables businesses to easily harness the power and flexibility of cloud inside their datacenters as well as in hybrid and multicloud environments. Powered by the industry's most advanced hyperconverged infrastructure (HCI) software, Nutanix solutions deliver applications, services and data at any scale with advanced automation and self-service capabilities.

Nutanix has helped thousands of organizations implement efficient, cloud-ready environments engineered for agility, speed, scale, and simplicity. As the stories presented here illustrate, no two transformational journeys are the same, but they do have some common elements: unparalleled flexibility for choosing hardware, virtualization software, and clouds (with complete cloud license portability), minimizing vendor "lock-in."

Infrastructure Modernization Helping to Transform Business

Many Nutanix customers have standardized on hyperconverged infrastructure (HCI) to maximize efficiency and reduce costs. This architecture utilizes affordable commodity hardware and locally attached storage resources—in conjunction with their choice of public cloud services—driven by an intelligent software layer that allows them to deploy applications and databases in any environment of their choice, on premises, or on any cloud.

As you will see in the stories that follow, these solutions eliminate the need to purchase and maintain separate servers, hypervisors, networking equipment, and storage arrays. Complex and expensive legacy infrastructure is replaced by a unified platform running on industry-standard commodity servers. Customers are free to choose the best infrastructure for their specific applications and business needs and subscribe to cloud services from the leading public cloud vendors. As a 100% software solution, Nutanix prioritizes interoperability and creates cloud-like experiences—whether on premises or off, on any device.



Modernize Infrastructures with HCI

CDW Leads the Way to HCI

CDW is a Fortune 200 company with 8,700 employees helping customers install and manage innovative IT solutions worldwide. CDW partnered with Nutanix because its technology solutions enable these associates to solve business problems quicker, faster, and more efficiently than they can with any other HCI solution.

Challenge

CDW's managed-services customers need to run enterprise-level applications and databases in large enterprise settings. Unfortunately, traditional converged infrastructure solutions weren't powerful or flexible enough to meet their virtualization needs.

Solution

CDW used Nutanix technology to create packaged solutions that they can roll out quickly on behalf of these customers. The technical team likes Nutanix one-click upgrades and powerful distributed file system, while account managers like being able to offer flexible OpEx billing

Results

- Dramatic reductions in power, cooling, and rack space
- Tangible results in hours rather than weeks or months
- A single team can manage the entire Nutanix solution, from the hypervisor all the way down through the storage layer



“ We spent a great deal of time researching the best **HCI solutions**, and we kept coming back to Nutanix as the industry leader. ”

— Chris Jostock, Technical Architect, CDW



Watch the CDW
Customer Video

Modernize Infrastructures with HCI

The Home Depot Modernizes Infrastructure to Put **Customers and Associates First**



The Home Depot is the world's largest home improvement retailer with nearly 400,000 associates and operates more than 2,200 stores in the US, Canada, and Mexico. The company has a very successful e-commerce business that offers more than one million products to its do-it-yourself customers and professional contractors throughout North America.

Challenge

The Home Depot's legacy IT infrastructure was slow, difficult to manage, and expensive to procure. The company needed a more cost-effective IT infrastructure to provide better performance and scale and simplify delivery of their enterprise workloads.

Solution

The Home Depot modernized its technology infrastructure by merging its server, storage, and

virtualization teams. More than 98% of The Home Depot's datacenter virtual workloads—including those supporting its retail operations, decision analytics, and supply chain—are now delivered by Nutanix. The new unified operations group enables the company to optimize and manage the entire infrastructure stack from a single console, helping to deliver consolidated visibility while helping to accelerate innovation across the company.

Results

- Reduced provisioning time from 3 weeks to 1 hour
- Proactive management, automated monitoring help to dramatically improve capacity usage and planning
- Realized dramatically lower TCO which allowed the company to reallocate budget to additional development projects

“Nutanix not only converges technologies, their software has enabled us to converge infrastructure, teams, and opportunities. By combining IT specialists into a single operations group, we can now see our end-to-end environment, work collaboratively, and make better decisions for the business.”

— Kevin Priest, Senior Director, The Home Depot

Read the **Case Study**

Modernize Infrastructures with HCI

GSCCO Future Proofing Port Capacity with HCI



Gulf Stevedoring Contracting Company (GSCCO) manages three major port container and bulk terminals in Saudi Arabia.

Challenge

To support the Saudi Vision 2030 agenda for economic diversification, GSCCO set out to virtualize its existing workloads and replace its aging physical infrastructure with a more flexible and scalable hyperconverged solution.

Solution

By migrating to Nutanix Enterprise Cloud, GSCCO virtualized its workloads, boosting performance, and significantly increasing

capacity. The support team can manage two sites and all physical and virtual resources from the one Nutanix Prism console, and is well positioned to utilize IoT technologies in the future.

Results

- A more agile and scalable IT infrastructure to keep pace with 50% growth in container port traffic
- 15% reduction in OpEx spending through reductions in rack space, power, cooling, and maintenance
- Enhanced availability and instant failover among two separate datacenters

“ We now have a much more resilient infrastructure, allowing us to keep the ports running at all times with no disruption in service during maintenance and rapid failover to our recovery site. ”

— Hossam El-Masry, IT Manager, GSCCO



Learn More about GSCCO's success with Nutanix

Modernize Infrastructures with HCI

Mercedes-Benz Speeds Innovation with **Nutanix Infrastructure Solutions**



Mercedes-Benz

In operation for over 60 years, Mercedes-Benz has four plants in Brazil (located in São Bernardo do Campo, Campinas, Itapetininga, and Juiz de Fora) and more than 10,000 employees across the country. As the only automotive company that operates in all industry segments in Latin America, the pioneering company has always continually invested in the improvement of its systems.

Challenge

Mercedes-Benz is the only automotive company that operates in all industry segments in Latin America, the pioneering company has always continually invested in the improvement of its systems. The legacy three-tier environment, including server and SAN Storage network was

slow with upgrades and installations, requiring a lot of staffing time.

Solution

Mercedes-Benz replaced legacy infrastructure with Nutanix Hyperconverged Infrastructure (HCI) solutions.

Results

- Higher operations uptime with upgrades time reduced from 6 hours to 30 minutes
- Automation of processes allows for completion of cluster setup in 20 minutes instead of 3 or 4 days, freeing up staff to focus on the business
- Reduced hardware footprint allows for dramatic license savings

“As soon as we were introduced to Nutanix, we thought, ‘Well, there’s an interesting solution that we need to test internally,’” Coral explained. “We could see that the environment—not only the applications, but also the infrastructure—was well developed and offered the simplicity and everything else we needed”

— Aníbal Ulisses Coral, IT Infrastructure Architect at Mercedes-Benz do Brasil Ltda.

Read the **Case Study**

Modernize Infrastructures with HCI

Total Gas & Power Fuels IT Efficiency Gains with HCI



Total Gas & Power is a leading supplier of energy for industrial, commercial, public sector, and business customers in the UK.

Challenge

The company had a diverse range of legacy systems acquired over three decades. Technology Architect Dominic Maidment described it as a “complicated puzzle” that was difficult to manage and maintain.

Solution

An urgent requirement to replace its main disaster recovery (DR) equipment turned into an opportunity to implement Nutanix HCI. Today, the Nutanix

stack powers 300 virtual machines that host middleware and applications for billing, phone systems, and critical business processes.

Results

Being able to abstract storage hardware from server nodes makes the infrastructure much easier to provision, deploy, and support. The IT team can spin up a new office in one weekend. There are fewer skillsets required for maintenance, and working with one primary vendor minimizes the number of support contracts. Having the same infrastructure at the production site and branch locations simplifies back-up, recovery, and DR operations.

“ We were keen to have only one vendor, and that’s been very successful whenever we’ve needed help. ”

— Dominic Maidment, Technology Architect, Total Gas & Power

Learn more about Total Gas & Power’s IT consolidation project

Easy On-Ramp to Private, **Hybrid and Multicloud**

Nutanix makes it easy to deploy a complete technology stack that include storage, network, and VMs with a single click. It's a proven approach for automating IT operations with an intelligent, cloud-ready infrastructure that improves availability, minimizes downtime, and allows customers to recover quickly from outages. Instead of lengthy delays waiting for new IT resources, business users can provision resources on demand. This software platform is intelligently optimized to connect and consolidate IT silos, accelerating the delivery of business services and eliminating IT complexities.

Once you have a flexible private cloud architecture in your datacenter, it is easy to adopt public cloud services to augment your on-premises systems. As you will see in these customer examples, the motivation for these transformative efforts are plain to see:

- Ensure “always on” operations and nonstop IT services
- Empower operators to focus on strategic tasks rather than routine administrative chores
- Eliminate costly, manual, error-prone management processes
- Scale any workload with a couple clicks

Easy On-Ramp to Cloud

Bottomline Delivers Easy and Secured **Cloud-Based Payment Processing**



Businesses around the world depend on Bottomline Technologies solutions to help them make complex business payments simple, smart, and secure, including some of the world's largest banks, and private and publicly traded companies.

Challenge

Offer customers a cloud-based alternative to on-premises payment software. In doing so, Bottomline needed to replace legacy servers, SAN storage and upgrade email and software systems.

Solution

Bottomline developed payment processing applications from scratch to run on the Nutanix Enterprise Cloud Platform, PT-X which provides customers with a cloud-based alternative

requiring no additional infrastructure or deployed software. More than that, it can be easily scaled, centrally managed, and is inherently secure.

Results

- Delivery of cloud-based service from within secure datacenter environment
- Eliminates need for on-premises customer infrastructure, increasing customer adoption and satisfaction
- 60% of the 10,000+ customers using its on-premise BACS payment software have already opted to migrate to the cloud-based payment service
- Customers reported 200% faster throughput in transaction rate

“ I’m continually impressed with what the Nutanix Enterprise Cloud Platform can do – both the speed at which it can be deployed and the way it just works. ”

– Peter Marshall, Head of Infrastructure, Bottomline Technologies Inc

Read the **Case Study**

Easy On-Ramp to Cloud

Société Générale Accelerates Digital Transformation with Hybrid Cloud



Société Générale S.A., is a French multinational investment bank and financial services company and is one of the leading European financial services groups, with over 149,000 members of staff in 67 countries.

Challenge

Pervasive need to reduce cost, balance spend, and transform rapidly while addressing compliance and data security.

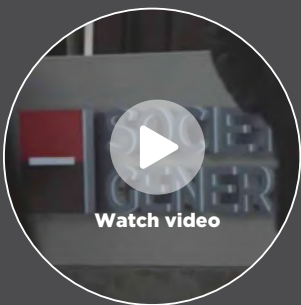
Solution

Nutanix enables cohesive IT environments that seamlessly blend on-premises and cloud services into an extensible hybrid model. High-end

hardware appliances work in concert with cloud infrastructure to maximize deployment options for core banking, trading, and payment systems.

Results

- Improve agility and speed with a flexible and cost-effective hybrid cloud platform
- Mitigate risks through in-depth security for data, applications, and infrastructure
- Manage on-prem and cloud-based systems through a unified interface
- Support a tech-savvy mobile workforce from any location
- Comply with industry regulations governing the location of customer data



“ Société Générale has decided to adopt a hybrid cloud strategy. To implement such a strategy, companies need partners like Nutanix and Microsoft who can help them build, operate, secure, and monitor a hybrid cloud environment and effectively deliver on their promises of agility and scalability while meeting stringent regulatory, security and performance requirements. ”

— Khaled Soudani, Group Deputy Chief Technology Officer, Société Générale

Learn how Société Générale was able to boost time to market

Easy On-Ramp to Cloud

TREK Synchronizes IT Management—and Enables an On-Ramp to Cloud



TREK is a manufacturer and distributor of bicycles and cycling products.

Challenge

Trek's previous IT environment was expensive and difficult to manage. The company wanted to bring the same level of automation to its IT practices that it has achieved in its state of the art manufacturing operation.

Solution

Trek's IT team worked with Nutanix to virtualize the infrastructure and establish an on-ramp to a hybrid cloud. Trek now uses Nutanix to run all of

its on-premises workloads, including its ERP system, BI apps, manufacturing applications, and product life cycle management software, maximizing efficiency and eliminating many manual administrative tasks.

Results

- Reduced the number of employees needed to manage the infrastructure by 66%
- Cut turnaround time for IT requests from weeks to hours
- Reduced the datacenter footprint by 75%, with significant reductions in datacenter costs



“ The next big step in IT is being able to move our workloads seamlessly from on-premises infrastructure to the public cloud, and then back in-house if our requirements change. That flexibility is built into the Nutanix solution. ”

— Brian Oamek, Senior Enterprise IT Architect, Trek Bikes



Read the **Case Study**

Easy On-Ramp to Cloud

Tsingtao Brewery Raises a Toast to Simpler IT Management

Tsingtao Brewery, China's second-largest brewer, chose Nutanix HCI to simplify IT management tasks and enhance the reliability of the information systems that power 60 breweries across the country.

Challenge

Tsingtao needed an agile datacenter solution to support international expansion and other new business initiatives. IT professionals sought a unified management interface that could span cloud and on-premises systems.

Solution

Tsingtao embarked on a digital transformation initiative that enables an intelligent retail model

for international operations. IT pros can now expand computing and storage resources simply by adding nodes to the cluster, and the company can adopt cloud computing services to augment these datacenter operations—all through a unified management interface.

Results

- One-click management capabilities allow the IT team to focus on research and innovation, rather than routine maintenance.
- Consistently meeting stringent SLA requirements for reliability with robust performance and security
- Streamlined daily IT operations frees up resources to focus on business research and innovation

“ The Nutanix HCI delivers the performance, stability, and great ease of use that we need to maximize agility and establish a flexible, scalable foundation for digital transformation. ”

— Xu Haiqing, Director of Information Management



Learn more about
Tsingtao Brewery
success

Easy On-Ramp to Cloud

UCSD Moves to Head of the Class with **Multicloud Environment**



University of California, San Diego is a popular state institution that enrolls approximately 30,800 undergraduate and 8,000 graduate students each year. The university depends on public cloud services to support its educational charter.

Challenge

UCSD's IT team lacked insight into how each public cloud service was being used, how much each service costs, and whether the cloud providers met the university's security and compliance guidelines. In particular, they needed to track costs for hundreds of Amazon Web Services accounts.

Solution

The University deployed Nutanix Beam to gain visibility and control over its cloud usage and to

improve compliance with government and academic regulations. The software makes it easier to monitor usage, costs, and resource allocations across the multicloud environment

Results

- Rich analytics offer detailed views into cloud consumption patterns
- Automated compliance checks and one-click security mitigation help the university adhere to government and academic mandates
- Multicloud dashboard makes it easy to monitor cloud expenditures—giving the IT team more time to focus on helping the user community

“Nutanix Beam has paid for itself by providing the insight we need to control costs. In one instance, we uncovered an API on a development environment that did not need to be running, and shut it off, saving thousands of dollars per month.”

— Declan Fleming, Enterprise Architect for Cloud, UCSD

Read the **Case Study** about UCSD's multicloud deployment

Remote Work Anywhere for Today and Tomorrow

As recent experience with the Coronavirus has revealed, working from home is no longer a luxury. In some cases, it is necessary for survival. The customers profiled here depend on Nutanix for Virtual Desktop Infrastructure (VDI) and Desktop-as-a-Service (DaaS) solutions that meet all their distributed work requirements—whether these computing services are powered by on-premises datacenters or delivered from the cloud.

Nutanix customers enjoy exceptional performance and an incredibly productive end-user computing experience, with support for all the apps, databases, and technologies they need to stay productive—anytime, anywhere. Nutanix Edge Computing solutions meet the demands of remote workers as well as branch offices, regional offices, and other edge sites.

Remote Work for Today and Tomorrow

Alabama A&M University Keeps Staff Members **Productive** During **COVID-19** Crisis



Alabama Agricultural and Mechanical University (AAMU) is a historic, community-focused higher education institution and a member of the historically black college and university (HBCU) community.

Challenge

When the COVID-19 crisis threatened access to the tools and resources campus staff members need to maintain academic operations, Alabama A&M University activated a Nutanix Desktop-as-a-Service (DaaS) solution that allows the staff to access the applications they need on any device, from any location.

Solution

Nutanix Enterprise Cloud with Nutanix Frame provides desktop connectivity to hundreds of staff members so they can maintain operations during the health crisis.

Results

- Secure, remote connectivity to staff members from any location
- A scalable infrastructure that enables the institution to share resources with other HBCUs
- Inherent business continuity maintains data integrity and maximizes system availability

“Nutanix Frame enables us to give our users a secure desktop experience, so they can continue to stay productive just as though they are working on their own network. It gives staff access to all our internal resources they require to continue to support our students and campus community.”

— Dr. Damian Clarke, Chief Information Officer, AAMU

Learn more
Alabama A&M
University's success

Aspen Tech Accelerates Software Delivery with DaaS Solution for Customers

Aspen Technology is a leading provider of software solutions for optimizing asset performance within oil and gas, chemical, pharmaceutical, engineering and construction, and other industries.

Challenge

Installing software on thousands of computers is a significant task for any IT organization. Aspen Technology wanted to use the cloud to mass-deploy new software versions via a virtual desktop environment.

Solution

Nutanix Xi Frame hosts a Desktop-as-a-Service (DaaS) solution that lets Aspen's customers

access their apps via any browser on any device. Customers can fully test software upgrades and patches within the Xi Frame platform, and multiple users can virtually share engineering designs. Apps and desktops can be hosted via Amazon Web Services, Microsoft Azure, and Google Cloud Platform as well as on-premises using Nutanix AHV.

Results

- Rapid cloud deployment accelerates time to value
- Virtual workspaces facilitate collaboration among employees, customers, and partners.
- Scalable, flexible DaaS solution can evolve to support future cloud initiatives

“ For an IT manager, deployment is now much easier as it can be done centrally, while process engineers benefit from anytime, anywhere access. ”

— Sandeep Mohan, Senior Product Marketing Specialist, Aspen Technology

Read the **Case Study**

Autodesk Delights Customers with **Faster Software Access and Release**

Autodesk is a leader in 3D design, engineering, and entertainment software. Autodesk Inventor (professional-grade 3D CAD), Autodesk AutoCAD (2D & 3D CAD) and Autodesk Revit (BIM software for architectural design) all have vibrant communities, where thousands of users directly engage with the development teams to provide their thoughts and ideas on pre-released versions of the product.

Challenge

Autodesk needs to keep a finger on the pulse of what its most demanding users want to see in new versions of their products. Gaining customer feedback as early as possible in the development cycle is a critical element in Autodesk's product development process.

Solution

Autodesk selected Nutanix Xi Frame because it made it simple to instantly reach customers around the world. Since Xi Frame runs on public cloud infrastructure, the teams at Autodesk can immediately offer customers low latency access to their applications by allowing them access to the nearest datacenter in Virginia, California, Australia, and Ireland.

Results

- Significant participation increase in the Autodesk feedback programs
- The programs have realized a broader reach within the feedback community, helped faster iterations, and ensured better quality and stability
- Autodesk software updates are accessible to more users and are tested more frequently

“ Xi Frame has allowed us to quickly get feedback on pre-release software from customers around the world and make important improvements before the final release. ”

— Sanjay Ramaswamy, Product Manager, Autodesk Inventor

Read the **Case Study**

Remote Work for Today and Tomorrow

Delaware Valley Health Supporting More **Patient Visits with Telehealth During Pandemic**

Challenge

When the COVID-19 pandemic emerged, DVCH had to suddenly accommodate remote employees and healthcare delivery services.

Solution

Nutanix cloud and remote work solutions delivered faster performance for all critical applications, including EHR, EPM, a patient portal, human resources information system (HRIS), population health management. As a result, the organization was able to shift 75% of its 310 employees to work from home in

a matter of days, ensuring that all staff members remained fully employed.

Results

- Kept both telehealth and remote work in full operation in the midst of a historic pandemic
- Improved database performance accelerated EMR login time by nearly 90%, reduced patient wait times, and enabled staff to see more patients
- Reduced 4-6 hours of downtime for backup to 30 minutes, helping to keep operations running longer and providing better support for patients

“ We are using Nutanix for the server/backend virtualization and Citrix for the end-user computing experience. Our staff can meet or exceed their workload expectations and see more patients per day. We were able to implement a full telehealth solution in a week. Nutanix was the best choice I made as a CIO. ”

— Isaiah Nathaniel, Chief Information Officer, Delaware Valley Community Health

Read the **Case Study**

Remote Work for Today and Tomorrow

Vodafone Built a Hybrid Cloud to Power End User Computing



Challenge

Vodafone had an aging infrastructure that supported virtual desktop infrastructure (VDI) serving approximately 50,000 concurrent employees. When the COVID-19 pandemic emerged, Vodafone had to suddenly accommodate remote access for thousands more employees including shifting contact center functions for customers to remote work scenarios.

Solution

Vodafone standardized the next-generation remote access platforms on a hybrid cloud environment using the Nutanix cloud platform powered by HCI and Microsoft Azure public cloud. The deep integration of Nutanix

with the existing Citrix VDI environment allowed Vodafone to seamlessly migrate applications on their servers to the Nutanix integrated Hyperconverged Infrastructure cloud platform.

Results

- The company rapidly shifted thousands of employees from in office to remote work.
- Rapid transition of contact center functions for customers, retail employees from physical stores to remote work.
- Linear scaling from Nutanix provided a robust and resilient platform for business-critical applications
- Simplified infrastructure management with centralized visibility and control in a single console



“ Two years ago, we decided to standardize all of our next-generation remote access platforms on a hybrid cloud environment, using both Nutanix HCI and Azure public cloud. ”

— Michael Janssen, Lead Architect for Remote Access, Vodafone

Read the **Case Study**

Get More Value from your Data with **Modern Database Management**

Database management systems are the heartbeat of the enterprise, and progressive organizations need solutions that can keep up with crushing data volumes and round-the-clock processing demands. The customers in this section depend on Nutanix technology to provision, clone, patch, refresh, and back up their databases—often with a single click. Intelligent automation minimizes cumbersome DBA tasks, mitigating human error and freeing up IT resources for more productive tasks.

With Nutanix data management services, it's easy to scale the infrastructure to support spikes in demand by simply adding nodes to the infrastructure—on the fly, and with no downtime.

Read on to learn about organizations that have created resilient, secure IT platforms that support all types of database workloads.

Modernize Database Management

Asia United Bank Delivers on its Promise



Asia United Bank (AUB) was founded in 1997. It since has expanded its network to more than 200 branches and is recognized as one of the Philippines' top 15 banks. In 2013, AUB became a publicly listed universal bank.

Challenge

To maintain its leadership position, AUB needed to overhaul its IT infrastructure and software. The current core banking system and 80% of the applications used were designed in-house with different hardware and software vendors included. AUB needed a more unified solution for better management visibility and scale to grow.

Solution

Asia United Bank replaced older servers and hypervisors with Nutanix hypervisor, AHV, also using Nutanix Prism Pro. AUB moved mission-critical applications to Nutanix, including Microsoft SQL Server, Oracle, and CRM and HR management systems

Results

- 50% reduction of monitoring and management time
- 20% reduction in maintenance, licensing, and power costs
- Simplified network environment for improved productivity and visibility

“ We recently launched a new slogan—‘Bank on us, anytime, anywhere’—and with the Nutanix solution in place, I truly believe we can deliver on that promise. ”

— Raymund Mangahas, Vice President, IT Operations, Asia United Bank

Learn how AUB
delivers on its promise

Modernize Database Management

Bank of Stockton Streamlines **Backups,** **Improves Data Integrity**



Serving California's Central Valley for more than 150 years, the Bank of Stockton has 19 branches spanning nine counties and \$3.1 billion in assets.

Challenge

As data volumes increased, the bank's IT team set out to streamline and simplify backup and recovery procedures and transform a complex three-day back up procedure into an automated overnight process.

Solution

The Bank chose Nutanix HYCU to shorten the backup window and meet its recovery objectives

for critical data. Automatic, always-on data encryption helps protect confidential information to safeguard the integrity of customer data. In addition, the bank deployed Nutanix Enterprise Cloud to consolidate core banking applications in two primary datacenters, simplifying management and improving performance.

Results

- Backups that formerly took several days now complete in hours
- A critical daily batch process that used to take 90 minutes now runs in 33 minutes
- Microsoft SQL Server compliance databases run at nearly twice the speed as before

“ This is one of the best projects I have managed in my 30 years in IT. Nutanix did the heavy lifting during installation, and within a couple days, everything was running like clockwork. ”

— Vincent Lo, VP of IT, Bank of Stockton

Read about
Bank of Stockton's
success

Modernize Database Management

CarMax Takes the Lead with Nutanix Enterprise Cloud



CarMax is the largest retailer of used cars in the U.S. with more than 190 stores in 41 states. As an industry disrupter in of automotive industry, CarMax depends on cutting edge technology online and in its retail environments.

Challenge

CarMax needed a more versatile and scalable infrastructure for its e-commerce databases, home-grown applications, off the shelf applications, and virtual desktops.

Solution

CarMax deployed Nutanix to control costs, simplify management, and support new

development capabilities. Today the Nutanix platform supports corporate applications, virtual desktops, databases, and other mission-critical workloads. One-click data protection and recovery capabilities improve integrity and ensure an outstanding customer experience.

Results

- Enhanced backup and recovery systems to reliably recover and replicate data
- Established single-console management of hundreds of distributed work sites
- Enabled cloud-based provisioning of new databases on demand

“ CarMax is going through a digital transformation, and Nutanix plays a key part in that journey. No matter what type of workload we want to use, we can quickly deploy it to Nutanix. ”

— Ken Shaffer, Assistant Vice President for Enterprise Systems, CarMax

Read about how
CarMax puts
customers first

Modernize Database Management

The Phia Group Moves DR to the Cloud



The Phia Group is a leading cost-containment consulting firm focused on the health insurance industry.

Challenge

With a legacy three-tier hardware infrastructure and VMware hypervisor, the IT team had to install and manage multiple products to ensure disaster recovery (DR): provision a secondary site, install a DR appliance, set up automated procedures, and configure the recovery site with the correct networking and security policies.

Solution

Nutanix Xi Leap, a cloud-based backup and recovery service, has eliminated the complexity

of deploying and managing multiple point solutions for DR. In addition, Nutanix Enterprise Cloud Platform has improved the performance of key business applications by 5x to 10x.

Results

- Reduced RPO from one day to one hour and cut RTO in half
- Reports that used to take 2 to 3 minutes now finish in 20 to 25 seconds
- Eliminated a 10 to 15 day backlog for on-boarding new clients

“ Extending our on-prem environment with Xi provides us with a hybrid cloud deployment that eliminates the boundaries between private and public clouds. It’s great to know that we’ll be back in business very quickly during any emergency. ”

— Hemant Dua, VP of Technology, The Phia Group

Read about Phia Group’s DR success

Modernize Database Management

Valpak Improves Database Performance & Simplifies Management



Valpak is one of the leading direct marketing companies in the U.S. and Canada. The company provides print and digital advertising services through a network of 160 local franchises.

Challenge

After years of wrestling with a block-storage SAN environment based on Hitachi, NetApp, and Brocade systems, Valpak wanted a more cost-effective storage solution that was easier to manage.

Solution

Valpak purchased Nutanix flash-based storage systems to support OLTP applications, analytic databases, and other performance-intensive

workloads. They now have four clusters with 23 nodes and hundreds of VMs on Nutanix.

Results

- Reduced two full racks of Dell and NetApp gear to just 4U of Nutanix flash storage
- Accelerated deployment time by 10x
- Obtained 8x improvements in database performance
- Replaced multiple management utilities with one Prism environment, cutting management time from 180 hours per month to just 2 hours per month



“ Standing up our fibre channel network with multiple arrays always took several weeks or even months. In contrast, it took just two hours to deploy the Nutanix system, and then a couple of days to move all of our applications over ”

— Chris Cate, EVP and CIO, Valpak

Learn more about Valpak's success

ACCELERATE YOUR BUSINESS
TRANSFORMATION TODAY

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