

The Situation

Airetech Corporation began in 1981 as a manufacturer's representative of commercial and industrial heating, ventilation, and air conditioning (HVAC) sheet metal products. Today, the company represents more than two dozen nationally-known sheet metal and mechanical HVAC equipment manufacturers in Arkansas and Oklahoma. The team was holding on to its traditional infrastructure, but their systems were starting to fail. They had to choose whether to replace the existing infrastructure with the latest version or leave their comfort zone and try hyperconverged infrastructure.

The Problem

- Their **systems were sluggish** and they were **running out of storage**
- Had to frequently rebuild the drive arrays and were **constantly in danger of losing a drive**
- **Replacing old equipment could quickly get expensive**

Nutanix to the Rescue

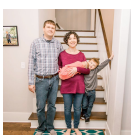
Reasons **Airetech** chose Nutanix:

- **Simplified processes and hardware** setup
- Created a **more hands-off network with less equipment in the rack**
- Nutanix AHV and Nutanix Files are **easy to run on HPE ProLiant DX appliances**

The Impact

- The network is much **faster, with less down time**
- **Increased storage space**
- **Processing power grew from 20 terabytes to about 70 terabytes**
- **Increased redundancy and complete replication** of all sites
- Increased our financial stability and **made planning much more predictable**

VMware may be a safe solution, but Airetech spread its wings and took a chance on something better. In addition to increased system visibility and improved disaster recovery, Nutanix also provided a tech support team that's better than any other provider. It turns out that Nutax was a safe choice after all, and moving to HCI was much easier than anyone imagined.



Scott Zemke
Director of IT
at AireTech Corporation

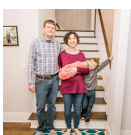
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Nutanix isn't just selling us an HCI solution, they're genuinely invested in our success.

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Nutanix far exceeded our expectations in the best possible way, and I definitely want to implement Nutanix at any new locations for easy management insight.



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