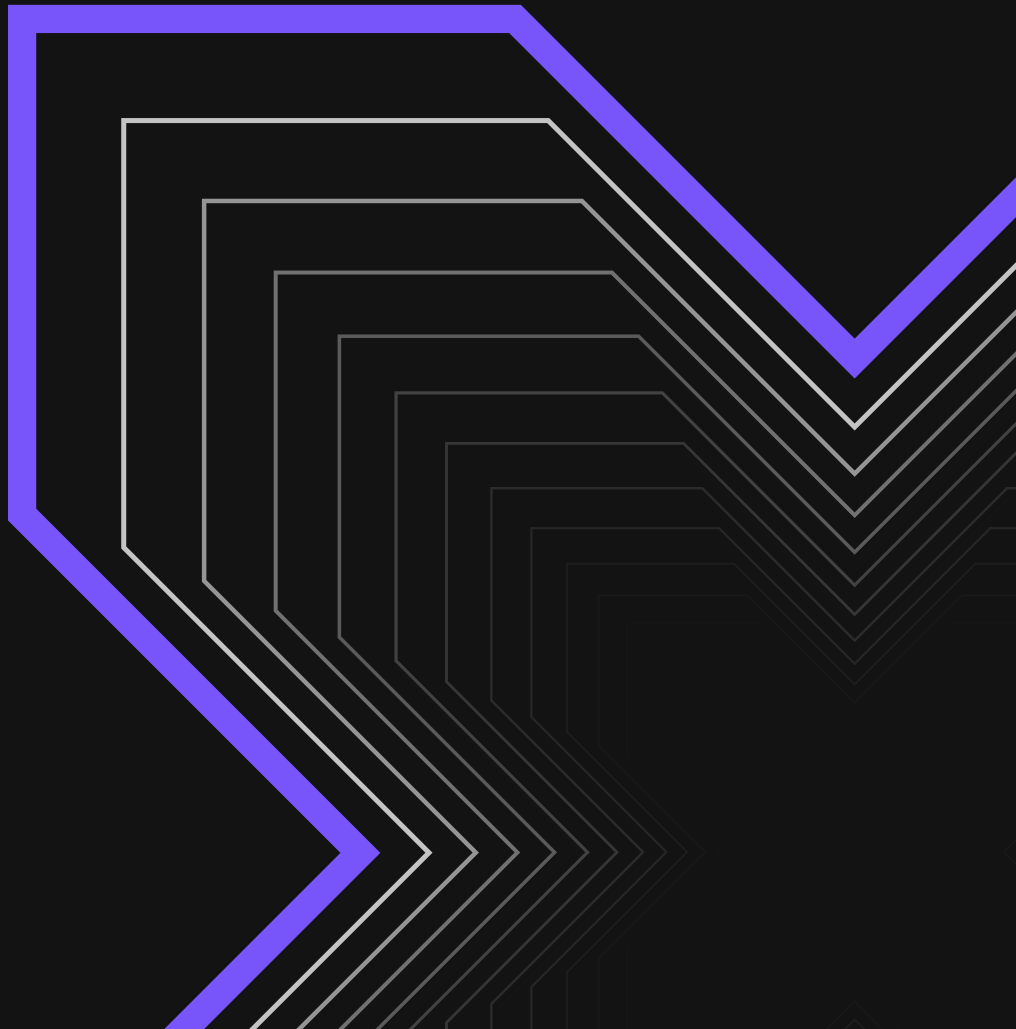# Customer Success Stories

See why some of the world's most advanced companies trust Nutanix

NUTANIX

Table of Contents

Case Studies

Introduction

In the course of my work at Nutanix I get to talk to lots of customers, from the smallest of specialist startups to fast moving fintechs and global multinationals, all looking for solutions to their particular business and technical challenges. As might be expected, the reasons for choosing Nutanix to address those challenges can vary considerably, but the on-demand scalability of our products and ease of management are common themes, as is the ability to embrace hybrid multicloud working as part of, increasingly common, digital transformation plans. An approach made all the easier by using Nutanix to, not only deploy workloads across multiple private and public cloud platforms, but monitor, balance and manage those workloads from a common interface regardless of where or how they are hosted.

Most of the customers I talk to see Nutanix as a market leader when it comes to the many technologies associated with hybrid multicloud working, but that's not all they love. The majority also cite the expertise and responsiveness of our people as reasons for becoming part of the Nutanix family. Hence why we regularly achieve a Net Promoter Score* of 90 or above, nearly three times the average of the IT industry as a whole.

Of course, I work for Nutanix so I would say all this wouldn't I? Fortunately you don't have to take my word for it as many of our customers are happy to share their Nutanix experiences and there are, literally, thousands of detailed case studies available on our [website](). Some of these are also summarised here in the eBook, so why not jump in to find out what we do, how we can help resolve the challenges facing your business and why you should start your Nutanix journey here, today.

Sammy Zoghlami, Nutanix EMEA Senior Vice President

* Net Promoter Score® is a measure (from -100 to +100) of customer experience based on how likely a customer is to recommend a company to others

Airbus D&S Chooses Nutanix in its Mission Critical Environments

Airbus Defence and Space operates a Ground Systems IT Platforms Center of Competence (CoC) that specializes in the design of critical information systems dedicated to processing raw data from multiple data sources (Satellites, Edge devices, Aerial Systems, internet, etc.) and the provision of services to end users.

These critical information systems are used in critical business applications requiring extremely reliable and secure environments. They needed to streamline their existing hardware while increasing the flexibility of their solutions without changing the architecture of the existing IT system. By selecting a hyperconverged solution, the engineering team at Airbus wanted to reduce the complexity of their aging infrastructure.

> Where it took weeks, it now only takes a couple of days. Having a fluid, seamless infrastructure that is quickly up and running changes the game, especially since it factors in security with a level of protection that meets our stringent requirements.

Olivier Lagarde
Senior Technical Officer of the Ground Systems IT Platforms Center of Competence
Airbus D&S

Industry
- Aerospace

Location
- France

Products
- Nutanix Cloud Infrastructure
- Flow Virtual Networking
- Nutanix Cloud Manager
- Intelligent Operations
- AHV Virtualization

Key Benefits
- 50% less time spent on integration
- Simplified scalability
- End-to-end embedded security

[Read More](#)

Amdocs Increase Resiliency with Nutanix

Amdocs is a leading software and services provider to communications and media companies of all sizes, accelerating the industry's dynamic and continuous digital transformation, its 25,000 employees serve customers in over 85 countries.

After years of using traditional infrastructure, Amdocs realised things needed to change. The time needed for their telecommunications and media industry clients to implement new technologies grew too long and rapid innovation in enterprise software and cloud computing kept making that painfully clear. New technologies from Nutanix have enabled them to reap a number of significant benefits.

" Now we can do things really fast. Much faster, much easier, fewer mistakes, fully automated.

Alon Yampel
Vice President Information Technology and Infrastructure
Amdocs

Industry
- Service Provider

Location
- Israel

Products
- Nutanix Cloud Infrastructure

Key Benefits
- Significant cost savings from the moment they implemented Nutanix Cloud Infrastructure
- The ability to shift some activities beyond system admins, enabling staff to consume infrastructure as a self-service
- Simplified scalability and zero downtime

Read More

Holcim Group Bets on Nutanix to Drive its Commitment to Sustainability

The Holcim Group is a world leader in construction materials and solutions and is active in four business segments: cement, aggregates, ready-mix concrete, and solutions and products. Following its commitment to sustainability, its ambition is to lead the industry in reducing carbon emissions as a "Net Zero" company.

They needed to provide innovative services to offices, factories, and dispatch centers in the EMEA region through a hyperconverged platform with unified management while reducing the carbon footprint of their IT infrastructure. All of which Nutanix has helped them achieve.

> One of the key advantages is simplicity, since we manage all the clusters from a single console, and we are capable of automating critical activities such as loading security patches. Another great benefit we have experienced is scalability. In any relevant multinational company, the possibility of dynamically cope with the demand based on business needs has unquestionable value.

Francisco Javier Mollá
I&O Global Manager of Service Delivery for EMEA
Holcim Group

Industry
- Construction

Location
- Spain

Products
- Nutanix Cloud Platform
- Lenovo HX2321/HX2331 servers
- Cisco Catalyst Switches
- Cisco Firepower Firewalls
- Druva Backup

Key Benefits
- Improved sustainability and power savings
- Ability to dynamically cope with demand based on business needs
- Increased simplicity for automating security patches

Read More (English)

Read More (Spanish)

Leonardo Consolidates Infrastructure on a Global Scale with Nutanix

Leonardo S.p.A is a global player in the defense, aerospace, and security market. With over 200 deployed nodes, they run a range of mission-critical application workloads on Nutanix, including over 40,000 managed users for Microsoft Exchange, Oracle, SAP, and industry-specific applications.

As a large company, they needed to consolidate their datacentres by moving traditional storage systems. They needed a software defined approach to provide them with the flexibility they were looking for.

> "The main advantage of the Nutanix solution is the flexibility. We can scale out very fast. We can move workloads around and that gives it an economic advantage as well.

Petrus Jake's
Lead Architect, Security and Information Systems Division
Leonardo

Industry
- Defense

Location
- Italy

Products
- Nutanix Cloud Platform
- Business-Critical Applications:
  - Microsoft Exchange
  - Oracle Databases
  - SAP
  - Industry specific application workloads

Key Benefits
- Ability to standardise on software on various different hardware
- Increased security, flexibility and reliability
- Reduced time to deploy and deliver from days to hours

Read More

Total Gas & Power Turns to Nutanix for IT Consolidation

Total Gas & Power, a leading supplier of energy for industrial, commercial, public sector and business customers in the UK, identified a need to modernise its IT infrastructure. Its objective is to update or replace legacy systems in order to enable the company to move forwards with a DevOps approach to developing and maintaining its applications.

Nutanix has enabled them to create a modern infrastructure platform to support digital transformation and multi-cloud operations, which is able to support legacy applications as required.

> That was one of the reasons we wanted to deploy Nutanix NX nodes rather than running the Nutanix platform on some kit. 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

Industry
- Oil & Gas

Location
- UK

Products
- Cost Governance
- Intelligent Operations
- AHV Virtualization
- Data Protection & Disaster Recovery

Key Benefits
- Required fewer skill sets to support platform
- Had similar ease of provisioning and scalability as public cloud resources
- Single target architecture compared to before where multiple vendor support contracts needed in place for the various systems

Read More

Faster Time to Market for Société Générale with a Private Cloud Solution

Société Générale employs over 138,000 members of staff in 62 countries. By running their private cloud solution on Nutanix they have increased flexibility enabling them to reduce time to market.

They needed a solution in place to support their multicloud strategy. With a variety of different solutions and applications, some on prem and some in the cloud, they needed a cloud platform that would enable them to migrate workloads seemlessly between clouds.

Industry

- Financial Services

Location

- France

Products

- Nutanix Cloud Infrastructure
- End User Computing

Key Benefits

- Faster time to market
- Lower operational overheads
- Increased scalability and resiliancev

Read More

"We made the choice to build a private cloud with Nutanix trusting that it would allow us to scale our infrastructure dynamically while delivering operational simplicity and lowering operational overheads. It didn't disappoint and neither did Nutanix which has proven itself to have the technology, expertise and vision we need to assist us with hybrid cloud plans on the next stage of our digital transformation journey.

Hery Ramenason
Societe Generale

Nedbank Leverages Nutanix to Scale Desktop Environments to the Cloud

Nedbank is a commercial banking institution based in Sandton, South Africa. Established in 1831, the bank offers a wide range of wholesale and retail banking services.

The company began its converged technology journey in 2012 when it rolled out its first Citrix VDI solution. However, the organisation was constrained by a silo-dominated approach. This resulted in having separate, dedicated teams managing storage, networking, its Citrix-based End User Computing, and its VMware environment. Downtime was negatively impacting operations at the bank requiring IT teams to work after hours to keep systems running.

> We began investigating how to overcome these inefficiencies two years ago. For us, it was as much about optimising the processes as it was about taking ownership of the entire solution stack. We, therefore, required a value proposition that would deliver 99.999% uptime while enabling us to roll out and update desktops without disrupting the business.

Johan van Tonder
End User Computing Senior Innovation Manager
Nedbank

Industry
- Financial Services

Location
- South Africa

Products
- Nutanix Cloud Infrastructure
- Life Cycle Manager
- Intelligent Operations
- End User Computing

Key Benefits
- Eliminated IT overtime related to VDI
- Implemented a hyperconverged environment completely scalable to meet growing business requirements
- Maintained and upgraded mission-critical infrastructure during business hours without impacting any operations

Read More

Sparkle Drives Digital Transformation with Nutanix

Sparkle is the international arm of Telecom Italia Group, they are present in 5 continents and their mission is develop the wholesale telecom market.

They turned to Nutanix to help evolve their core business applications using IT infrastructure as a key enabler. Running their mission critical ERP Systems on Nutanix has provided them with increased automation, saving admin time to drive innovation.

"

On Nutanix, we have deployed a self-made application for single sign-on login. This, for us, is extremely important because it is helping us to have our customers served in a very quick and effective way.

Daniele Mancuso
Vice President, ICT Engineering
Sparkle

Industry
- Service Provider

Location
- Italy

Products
- Nutanix Cloud Infrastructure
- Nutanix Cloud Manager

Key Benefits
- Increased automation and single sign on capabilities
- Self-service functionality freeing up IT to focus on innovation versus operations

Read More

Vodafone Built a Hybrid Cloud to Power End User Computing

Vodafone is a $62B UK-based telecommunications provider's serving approximately 50,000 concurrent employees scattered across a wide range of corporate locations in a number of different countries. Faced with the unprecedented strains of a pandemic, they needed an implementation to provide a high degree of resilience and reliability.

Nutanix is a proven technology that enabled the company to keep remote workforces connected to critical business operations and move thousands of employees from internal to external access.

> "Hyperconverged infrastructure for VDI is a natural fit because it can handle linear scaling. It's like adding Lego bricks.

Michael Janssen
Lead Architect
Vodafone

Industry

- Telcos

Location

- Germany

Products

- Nutanix Cloud Infrastructure
- End User Computing (EUC)
- Citrix Virtual Apps

Key Benefits

- Linear scaling due to Citrix VDI running on hyperconverged infrastructure
- Nutanix AHV virtualization eliminates reduces VMware ESXi licensing costs

Read More

The Department for Work and Pensions Standardizes on Nutanix for their Hybrid Cloud Environment

The Department for Work and Pensions (DWP) is responsible for welfare, pensions and child maintenance policy. As the UK's biggest public service department it administers the State Pension and a range of working age, disability and ill health benefits to around 20 million claimants and customers.

They needed to ensure increased resilience and security for their core applications which their ageing legacy infrastructure wasn't enabling them to do. Outsourced IT was also becoming costly and leading to the creation of isolated IT silos.

"

Nutanix has put us firmly back in the driving seat, meeting all the scalability, resilience and easy management requirements of what was a major change of direction for the DWP. Beyond that, Nutanix has impressed us with the completeness of its solution, high levels of service and support and its vision for an agile multicloud future towards which we're already moving.

Jamie Faram
Head of Hybrid Cloud Services Operations
Department for Work and Pensions

Industry
- Central Government

Location
- UK

Products
- Nutanix Cloud Platform
- Nutanix AHV & VMware hypervisors
- Nutanix Files
- Rubrik backup
- Citrix Virtual Applications and Desktops
- Cloudera/Hadoop data lake

Key Benefits
- Achieved aim of bringing outsourced applications back under direct DWP control
- Cloud-like on-demand scalability and enhanced agility from a secure on-premise solution
- Enhanced resilience with no downtime since implementation
- Noticeable improvement in application performance and availability across the board
- Low operational overheads with no silos through single management interface requiring no specialist skills
- Ability to meet application needs with an appropriate private or public cloud host

Read More

International Retailer Harnesses HPE GreenLake with Nutanix Database Service

This large international retailer operates hundreds of stores across the globe, with high-level IT operations and datacenters for each region managed from a single central facility. IT leaders wanted to find a replacement that could provide rapid database deployment and de-siloed database management alongside a more flexible financing model.

After migrating to Nutanix, the company has been able to simplify database administration, enable rapid deployment, and move to a consumption-based cost model, all while supporting a variety of database applications.

"

By reducing database deployment times from several weeks to a few hours, HPE GreenLake with Nutanix Database Service has driven 2-3x reduction in total data storage needs through eliminating redundancies.

Industry
- Retail

Location
- Global

Products
- Nutanix Database Service
- HPE GreenLake
- Oracle
- PostgreSQL
- SQL Server
- MongoDB

Key Benefits
- Database service with onsite control
- Predictable costs
- Reduced demands on DBA time
- Deployment time reduced from weeks to days

Read More

How SOGEI Reimagined Database Deployment and mManagement with Nutanix Database Service

SOGEI is the largest public IT company in Italy. A 100% owned by the Italian Ministry of Economy and Finance it is the main technological hub for information and data in the public sector.

They needed to provision more databases while ensuring the same level of service, provide cloud-native solutions to all of their developers and reduce time to market.

> " Nutanix Database Service has given us the opportunity to reduce the time to market thanks to the out-of-the-box self service capabilities necessary to provision new databases in a cloud like way.

Paola Bussetti
Lead Architect
SOGEI

Industry
- Central Government

Location
- Italy

Products
- Nutanix Database Service
- Nutanix Cloud Manager
- SQL Server
- Oracle
- MongoDB

Key Benefits
- Reduced time to market thanks to the out-of-the-box self-service capabilities
- Ability to provision new databases in a cloud like way
- Faster time to market

Read More