



NUTANIX[™]
YOUR ENTERPRISE CLOUD



12 CLOUD GAME CHANGERS

How companies across industries
modernized their datacenters with
remarkable results

NUTANIX

Nutanix makes datacenter infrastructure and clouds invisible, elevating IT to focus on the applications and services that power your business. Whether it's financial services, media and entertainment, retail, or manufacturing, our customers have leveraged the Enterprise Cloud OS' combination of consumer-grade simplicity, cloud-like agility, and industry-standard performance and security to deliver the services their organizations need to innovate and compete.

HERE'S HOW 12 COMPANIES TOOK THEIR IT OPERATIONS TO NEW HEIGHTS WITH NUTANIX ENTERPRISE CLOUD





International Speedway Corporation Gets an Edge with Nutanix Under the Hood

Motorsports entertainment giant International Speedway Corporation (ISC) needed more than a tune-up for its aging architecture if they were going to continue delivering first-rate service to their motorsports fans and internal clients. Their FlexPod architecture used multiple vendors and was difficult to manage, which meant that IT spent the majority of their time troubleshooting and upgrading. When it was time for an infrastructure refresh, they selected Nutanix, which provided a unified management and file storage solution, as well as fully integrated virtualization at no extra cost.

In addition to much greater operational simplicity, every one of their applications and database servers experienced an instant octane boost—including up to 90 percent improvement in Oracle database performance.



COMPANY

A leading promoter of motorsports-themed entertainment activities in the United States



CHALLENGE

Aging FlexPod architecture was difficult to manage



SOLUTION

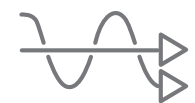
Simplify operations with Nutanix Enterprise Cloud, including AHV virtualization and Nutanix Files file service management



Increased availability and performance of tier-1 applications



50-90% faster completion times on Oracle database processes



Simplified operations for server and storage, including files

[Watch the video](#)

[Read the full case study](#)

[Nutanix Gives ISC Instant Octane Boost](#)



How a WD-40 Sysadmin Got His Life Back

World-famous global lubricants brand WD-40 had been a very traditional IT shop, running a separate server for every role, and, as a result, nearly out of physical space. They were interested in hyperconverged infrastructure, but as an all-Microsoft shop, they needed a solution they could trust for running Hyper-V. After choosing the Nutanix Enterprise Cloud OS, they reduced their physical footprint by 4x, slashed their power and cooling costs by more than 40 percent, and improved performance on their production applications of Exchange, SQL, SharePoint, Active Directory, and more. Stronger performance enables WD-40 to use its servers much more efficiently. Mark Breed, IT Services Manager at WD-40 reported that, "We're now putting three times the amount of workloads on something that we would have put on a single server."

Possibly the greatest benefit of management simplicity, however, is less quantifiable: "I'm no longer spending my weekends doing upgrades on infrastructure and scheduling downtime. So, it's great; I've got my life back. This platform has reached and breached all of my expectations." Jeff Longley, Systems Administrator, WD-40 Company



COMPANY

Global lubricants brand



CHALLENGE

Modernization and expansion of existing Hyper-V infrastructure



SOLUTION

Nutanix Enterprise Cloud provides this Hyper-V shop the performance they need for mission-critical workloads alongside one-click maintenance to eliminate downtime and lost weekends

WD-40 Company



Smaller datacenter rack footprint; reduced power and cooling requirements



Rapid deployment; "single pane of glass" management



Hyperconverged platform certified for Microsoft Hyper-V

[Watch the video](#)

[Read the full case study](#)

[Read the news](#)



Nutanix Underwrites Empire Life Datacenter Modernization

Canadian health and life insurance provider Empire Life had been relying on a legacy mainframe system that was massive, expensive, and slow. They switched to Nutanix Enterprise Cloud with phenomenal results across the board. Jeff Babcock, Director, Enterprise Infrastructure and Security, reported that Nutanix appliances “delivered four times the IOPS at four times lower latency compared to our existing SAN.” Their datacenter footprint shrunk from a bloated 192U to 12U—a remarkable 16:1 reduction. Empire Life has also seen its operating expenses drop by 50 percent due to the platform’s simplicity, which was on display during the initial 13 node, 100 TB deployment that took less than half a day. “It was an order of magnitude faster than installing anything in our previous environment,” Babcock said. Nutanix transformed DR for Empire Life as well, shortening RTO from two days to just minutes, for a third of the cost.



COMPANY

Leading Canadian life and health insurer



CHALLENGE

Replace expensive mainframe environment, cut datacenter footprint, and improve disaster recovery for mission-critical applications



SOLUTION

Nutanix Enterprise Cloud frees Empire Life to leave mainframes behind and focus on new digital initiatives



Empire Life



Reduced datacenter footprint from 192U to 12U, for a 16:1 reduction across all four use cases



Shortened RTO from 48 hours to just minutes, at one third the cost

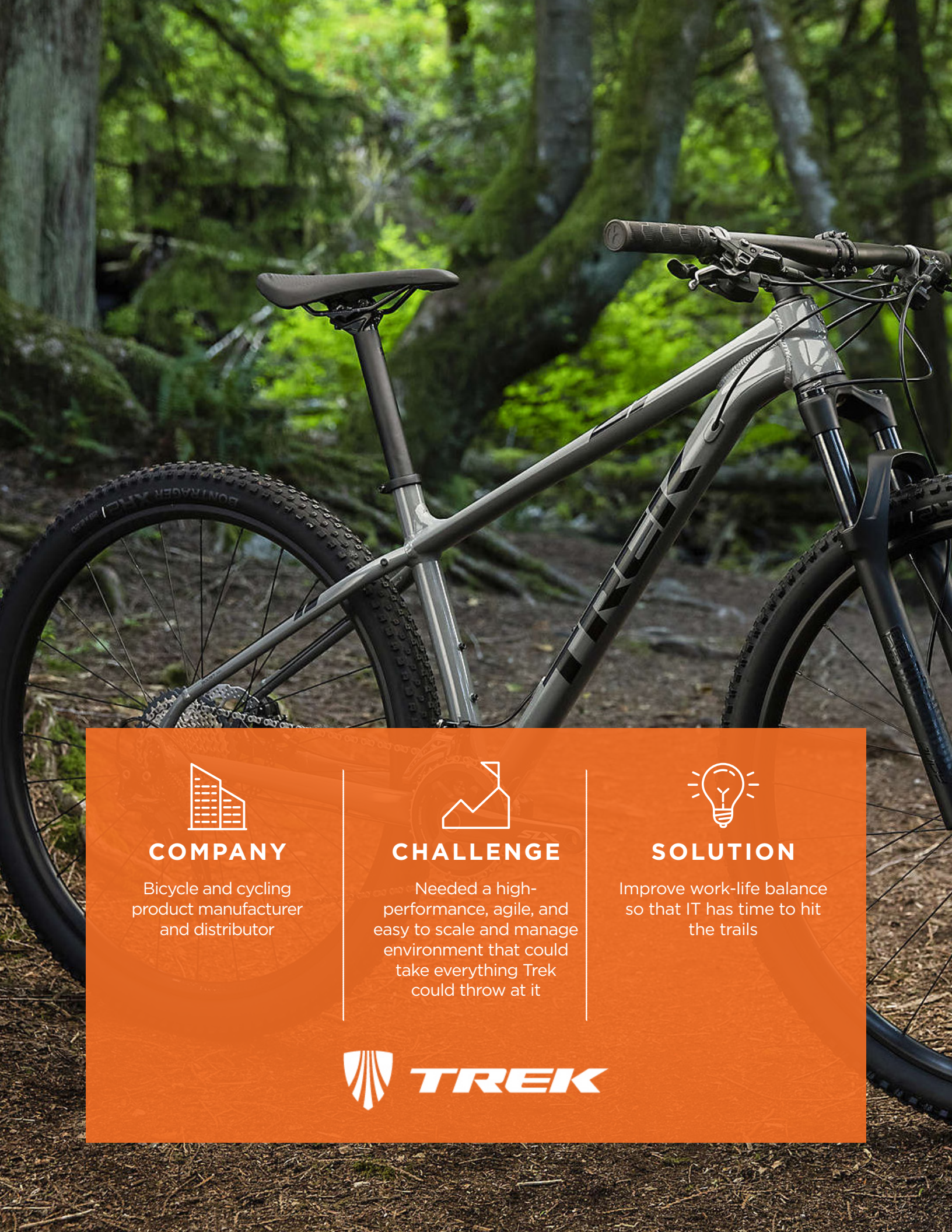


Lowered IT Infrastructure costs by 50-60%

[Watch the video](#)

[Read the full case study](#)

[Read the blog post](#)



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.”



COMPANY

Bicycle and cycling product manufacturer and distributor



CHALLENGE

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



SOLUTION

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



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 full case study](#)



Kinepolis Runs on Nutanix Because the Show Must Go On

Belgium-based Kinepolis strives to give its customers “the ultimate movie experience” through constant customer-focused innovation, be it state-of-the-art projectors and seating, mobile ticketing apps, or alternative cinema events like opera, ballet, and art exhibitions. To keep their eyes, and their resources, trained on staying ahead of the competition, they needed IT infrastructure that was reliable and easy to manage.

Kinepolis Group CIO, Bjorn Van Reet, reports that “Everything runs a lot smoother and faster on the Nutanix Enterprise Cloud software. All of our management and patching processes can now be done with just one click. Firmware upgrades that used to take multiple hours on the previous infrastructure finish 5 times faster on the Nutanix systems.”

Kinepolis is also using Nutanix Prism for a centralized view of all applications and operations. “Prism has given us excellent insight into how our systems are performing and enables us to accurately plan for the future. In the past, storage and server management was very time-consuming and complex since we had to log into each separate system individually. Having just one dashboard for our entire environment makes IT management a breeze.”



COMPANY

Cinema chain with nearly a hundred cinemas located across Europe and Canada



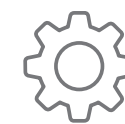
CHALLENGE

Needed a high-performance storage and server solution that was easy to deploy and centrally manage, including dozens of remote cinemas



SOLUTION

Nutanix Enterprise Cloud operational simplicity and availability helps Kinepolis stay focused on delivering a cutting-edge cinema experience



Reduced system management time by 5x



Shortened upgrades from multiple hours to minutes



Eliminated the need to hire IT specialists at all remote sites

[Watch the video](#)

[Read the full case study](#)



Johannesburg Stock Exchange Invests in Enterprise Cloud Future

For the Johannesburg Stock Exchange (JSE), infrastructure stability is an absolute premium; as Pravesh Govender, JSE Infrastructure Manager, puts it, “if we’re not stable as an organization, it’s a huge impact—not just to the organization, but to the country.” When JSE decided to replace its three-tier system, they were not only looking for flawless stability, but automation and IT consolidation; JSE wanted something “to make our engineers’ lives easier,” Govender recalled. Nutanix achieved this by eliminating IT silos and inefficiencies, all while improving reliability and cutting TCO by nearly half.

JSE’s Robin Tucker, Head of Enterprise IT, said that the decision to “standardize on the Nutanix stack across our infrastructure base [required] the understanding that we are investing in this with a partner that is going to walk the road with us. We’ve been successful thus far because of the relationship we have with Nutanix and their partners.” Govender agrees, predicting that the partnership will continue to grow because “we are still treated as their only customer, which is a great feeling.”



COMPANY

19th largest stock exchange in the world



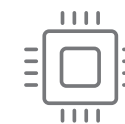
CHALLENGE

A stable, performant, and easy-to-manage infrastructure



SOLUTION

JSE trusts the Nutanix Enterprise Cloud to deliver an always available marketplace



Reduced CPU sockets by 78 percent

45%

Lowered projected five-year TCO by 45 percent



Slashed 150 virtualization licenses

Watch the video



Leonardo Safe and Secure on Nutanix

Leonardo provides aerospace, defense, and security products and services across land, sea, sky, space, and cyberspace. With more than 45,000 employees and numerous sites around the world, they needed to modernize and consolidate their datacenter to better accommodate their global presence.

Petrus Jakobs, Lead Architect in Cyber Security & ICT Solutions, was drawn to the flexibility and reliability of the Nutanix Enterprise Cloud Platform's software-defined solution: "We can scale out very fast. We can move workloads around and that gives it an economic advantage as well." Leonardo now runs several mission-critical workloads on Nutanix, including Exchange, Oracle, and SAP, as well as other industry-specific application workloads.

Alessandro Rossi, Head of ICT Secure Infrastructure, also appreciates how the simplicity of Nutanix frees IT to focus on higher value tasks: "Our technical specialists were seen as mechanics. Now they are able to think, to appreciate and evaluate a business case; they have evolved a lot." Jakobs concurs, adding that "the main advantages of that time back that we get from implementing Nutanix lets us concentrate on our real mission: giving secure infrastructure."



COMPANY

Based in Rome with major markets in Italy, England, United States, and Poland



CHALLENGE

Datacenter consolidation on a more flexible and easy to manage solution



SOLUTION

Leonardo protects every frontier with Nutanix



Greater flexibility and ease of management



IT elevated to focus on higher value solutions for customers



Freedom to choose any hardware; no vendor lock-in

Watch the video



Swisslos Says Nutanix Enterprise Cloud Hit the Jackpot

Swisslos is a nonprofit Swiss lottery company that makes 1 million Swiss Francs per day through multiple channels, including an online platform with nearly 600,000 users. Swisslos' legacy architecture was at end of life, and they were in search of a new solution that was easy to manage and scale, and that could improve the flagging performance of their real-time online games and data analysis applications, such as Splunk. Their old system was a real headache, with countless hours wasted managing zoning, storage, and servers. They've been extremely happy with their move to the Nutanix Enterprise Cloud, including the native hypervisor AHV. "With Nutanix AHV, it was the only solution that gave us the agility and ease of management in one box," says Joris Vuffray, Head of Network and System Solutions at Swisslos. "Nutanix management is so easy I could give an iPad to my kids and they would be able to manage a VM in our datacenter." Vuffray also likes that the Nutanix on-premises solution provides the security and compliance his games require while not only matching, but outperforming, public cloud offerings in terms of operational responsiveness.



COMPANY

Swiss lottery based in Basel, Switzerland



CHALLENGE

Datacenter management complex and time consuming; poor application performance. Also need a system with simple and efficient live migration of VMs



SOLUTION

Swisslos puts its money on Nutanix Enterprise Cloud simplicity and speed

SWISSLOS



Improved Splunk and gaming application performance

60%

Reduced administration costs by 60 percent



Cut operating costs in half

[Watch the video](#)

[Read the interview with Joris Vuffray](#)

[Read the news](#)

“Perfect Performance” for Hyundai’s Virtual First Initiative

The majority of Hyundai Australia’s workforce was in the field, posing significant obstacles to important company workflows. In response, the company decided on a “virtual first” approach to IT—any application that could be virtualized, would be virtualized. They turned to Nutanix to support this initiative, starting with VDI and business intelligence applications. Kawa Farid, Director of Infrastructure and Operations for Hyundai Australia, recalled that, “The idea was to start with video, but because we saw such perfect performance, we started migrating other server workloads, our SQL environment, our SharePoint, our Exchange. Now we’re running our entire production on Nutanix.” Other benefits from Nutanix included a fractional physical footprint and consumer-grade simplicity for operations. “I joke with my friends and colleagues that it took us longer to actually open the boxes and rack the servers than to deploy the servers,” Farid says. Another advantage is industry-standard support. “Whether it’s a low- or high-priority ticket, it gets picked up within 15 minutes and somebody is calling you and they’re fixing your solution, which is unheard of in the business.”



COMPANY

One of the largest car manufacturers in Australia



CHALLENGE

Needed a high performing solution to increase staff productivity, accelerate workflow, and reduce costs



SOLUTION

Nutanix Enterprise Cloud underpins Hyundai Australia’s “virtual first” initiative



HYUNDAI



Strong performance and availability for business-critical applications



Industry-leading technical support



Provisioning servers in minutes, rather than hours or days

[Watch the video](#)

[Read the news](#)



Northern Trust Runs “IT as a Business”

Northern Trust has been on a virtualization and cloud journey with Nutanix for the last four years. Vijay Luthra, Senior Vice President of Infrastructure Engineering and Operations for Northern Trust, says they have partnered with Nutanix to achieve the following goals: Scale infrastructure while lowering TCO, reduce time-to-market, improve client experience, and also improve reliability, stability, and security. While this may seem ambitious, Luthra points out that they have no choice but to “run IT as a business” if they are to compete with the Amazons and Microsofts of the world. Northern Trust started with a 6,000 seat VDI project—winning the 2016 AFTA award for Best Infrastructure Initiative—and haven’t looked back. Nutanix has helped produce a range of new efficiencies, generating 60 percent lower TCO compared with their legacy systems. For example, where they previously had five teams managing infrastructure silos, they now have a single converged infrastructure team made up of a handful of senior generalists who can easily cover operations. Luthra cites Nutanix HCI as “the most disruptive” addition they’ve made to their IT portfolio.



COMPANY

A 125-plus-year-old global financial services firm with 18,200 employees and more than 60 locations worldwide



CHALLENGE

Scaling the business while managing operating expenses



SOLUTION

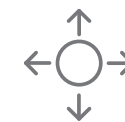
Nutanix powers Northern Trust’s cloud journey



NORTHERN TRUST



Reduce internal-client-generated incidents 80-90 percent



Increase capacity without increasing staff



Lower TCO while reducing time-to-market

[American Financial Technology Award for Best Infrastructure Initiative \(2016\)](#)

[Watch the SiliconAngle interview with Vijay Luthra](#)

[Watch Luthra present at Gartner Data Center Conference](#)

NASDAQ and Nutanix Team Up to Disrupt

Nasdaq is a company with disruption in its DNA, so it's fitting that they were early adopters of the Nutanix Enterprise Cloud OS, which continues to disrupt the datacenter infrastructure market. Nasdaq first partnered with Nutanix to virtualize their Splunk environment, which was quickly outstripping the capacity of their physical legacy infrastructure. Nutanix Enterprise Cloud provided the performance, scalability, and ease of management they needed. Adena Friedman, President and CEO of Nasdaq, says it's "working out incredibly well." The Splunk use case was, in her words, "just the beginning." Friedman points out that while there's lots of excitement about moving to the cloud, most companies, including Nasdaq, prefer the flexibility of a hybrid cloud model, "being able to have some things on-prem and some things in the cloud, and a scalable architecture. Nutanix gives you all that capability. We created that hybrid cloud model for ourselves, for our disaster recovery, as well as for our customers."

 COMPANY The world's first electronic stock exchange, they now provide technology to more than 100 exchanges around the world	 CHALLENGE Needed higher performance, more agility, and the ability to accelerate application deployments	 SOLUTION Nutanix lets Nasdaq run the right app in the right cloud
		



Decreased time to provision new storage and computing resources from weeks to hours, increasing speed to market for new services



Improved index performance by 2x for handling events and 3x in responsiveness (latency)

2-3X
Achieved 2-3x improvement in search performance

Watch NASDAQ President and CEO Adena Friedman at .NEXT 2018

Watch the video

Read the original case study



JetBlue Takes Its Infrastructure to New Heights

JetBlue prides itself on bringing “humanity back to travel” with first-rate customer service. To deliver on this promise, JetBlue needed to devote more of its IT resources toward improving customer experience, rather than managing overly complex and occasionally unreliable infrastructure that couldn’t support their rapid growth. They turned to Nutanix for their Citrix XenApp and XenDesktop VDI deployments because it was agile, easy to manage, and, above all, highly available. To ensure best practices, they enlisted Nutanix consulting services for the design and deployment, and were up and running in weeks without a hitch.

Starting from its initial use in a single data center, Nutanix quickly became the default platform for JetBlue’s mission-critical applications. All tier-0 and tier-1 applications, including the airline’s reservation systems and ticket counter applications, are now running on Nutanix. Dan Feliz, General Manager of IT Infrastructure at JetBlue, noted that “Everything that’s critical to the operation of our airline is now running on Citrix and Nutanix. That’s the faith we have in the Nutanix Consulting Services team and the Enterprise Cloud platform. They help keep our airline moving.”



COMPANY

The sixth-largest airline in the United States



CHALLENGE

Existing infrastructure was complex and unable to keep pace with company growth. JetBlue needed a solution that was highly available, simpler to manage, and more agile, to speed application rollouts



SOLUTION

Nutanix runs JetBlue’s critical workloads, freeing the airline to focus on providing industry-leading customer service



Simplified infrastructure management with a unified management plane and one-click operations



Reduced the time to add capacity from months to hours



Gained built-in redundancy for critical workloads

[Read the case study](#)

[Watch the video](#)



ONE-CLICK SIMPLICITY

Reduce complex IT tasks to a single click, and lessen dependence on IT specialists



100% SOFTWARE

Manage one OS across multiple hardware platforms and all IT locations



FREEDOM OF CHOICE

Pick the hardware, hypervisor, and cloud that is best for your business



LOWER TCO

Reduce IT expenses by as much as 40% to 60%, as shown by IDC research



FAST TIME TO VALUE

Deploy and manage a complete infrastructure stack in minutes



AWARD-WINNING SUPPORT

You'll love the Nutanix support experience, with a 90+ Net Promoter Score (NPS)

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