Telecentras modernises and secures Lithuanian government data access through Nutanix

About Telecentras

Industry: Broadcast and data services
Employees: 155+
Revenue: 17M+
Location: Lithuania
Website: www.telecentras.lt/en/

> **Products:**
> - Nutanix Cloud Infrastructure (NCI)
> - Nutanix Unified Storage (NUS)

Ready to get Hands-On?

(**Take a Test Drive**)

State-owned IT operator Telecentras opted for Nutanix' ease of use and excellent economics when tasked with revamping the Lithuanian government and public sector data infrastructure

Overview

With the country's leaders seeing the need for a more efficient and secure data access infrastructure, state datacentre services operator Telecentras enlisted Nutanix to help achieve the security, availability and cost efficiency goals it sought for its Telecentras Cloud project.

Key Results

Data access consolidation and efficiency
Telecentras' collaboration with Nutanix and partner Fujitsu has resulted in data from hundreds of institutions being moved to two data centres.

Comprehensive security and excellent availability
Lithuania's public institutions now benefit from state-of-the-art security levels and system availability, backed up by comprehensive disaster recovery.

A platform to build on
With its core data systems modernised, Telecentras can also embark on innovation using object storage, database as-a-service and AI.

> **Normally, when we talk about large global IT organisations, if you want to reach individuals on technical concerns, they are far away from you. However, with Nutanix, we feel as if we are working with colleagues in the same room. We know everybody. They came here many times. I see them very often.**
>
> **Arnas Zuikis,**
> Telecentras Head of business development department

Challenge

Celebrating 100 years of existence in 2026, Telecentras is the state-owned operator of Lithuania's TV/radio broadcast and data communications services. One key recent challenge has been to modernise, secure and re-platform based on the government's demand that all data and infrastructure must sit on its own datacentres.

"With the help of Nutanix we are solving a state problem," says Arnas Zuikis, Telecentras director of business development. "We suggested moving all of the data to two new state data centres. We began building them in 2021, but many institutions were unwilling to shift infrastructure because it was outdated or the servers or storage were in poor condition, so we decided to provide a state-of-the-art cloud environment in our datacenters. We have always prioritised security and availability".

Nutanix was invited to tender as part of an RFI/RFP process against competing solutions based on Microsoft Azure, Red Hat and VMware.

Solution

Nutanix won the bid with partner Fujitsu providing hardware and consulting support and the migration taking about a year from the writing of the original RFP document to implementation.

One decisive factor was the potential cost-effectiveness in providing the virtualised infrastructure, common platform and scalability to cover hundreds of institutions that were being migrated. The administrative costs required for Nutanix's all-encompassing hyperconverged platform, rather than having to have specialists for discrete elements such as compute, storage and networking, caught the attention of Telecentras' decision makers.

"We didn't have any history with Nutanix but we liked the Latvian and Estonian examples of how they'd developed their infrastructure on Nutanix for similar purposes," says Zuikis. "We were particularly impressed with how they designed their infrastructure to be future-proof. We designed for two datacenter sites in Vilnius, either of which may be active."

However, there was one 'soft' challenge: Nutanix was little known in Lithuania compared to rival giants that were also being considered. "Everybody knew VMware, but not the Nutanix AHV hypervisor," recalls Zuikis. "We convinced stakeholders using the example of Nutanix Move and how smoothly it moved data from different hypervisors. It needed a lot of marketing to present Nutanix in a positive way, and we did it and now the name Nutanix is not strange any longer. Every company in Lithuania has heard about it."

Customer Outcome

Today, Telecentras has its two sites with mirroring replicated across them, at the same time, still evolving its Nutanix infrastructure. IT architect of the company, Sergej Borsuk, says there have been learnings, too. For example, company started out with full Flash storage arrays but has learned as it scaled up that a hybrid storage media approach with hard disk storage incorporated can do a more economical job with no significant performance penalty for "cold" data.

"It's a stretch network set up so that the VM can migrate between the sites and can live on one or the other datacentre," Borsuk says. "It's a very DR-friendly architecture."

Next Steps

With a new platform in place, Telecentras has big plans to innovate more via software-defined networking. It started with IaaS but now wants to offer more Nutanix Unified Storage, S3 object storage, Kubernetes® containers, DBaaS and AI In A Box.

"We've gone from a slow to a rapid data migration movement," Zuikis says. "It's been ilterative and we started with the low-hanging fruit from smaller institutions to understand different needs and solutions, but now things are building up."

Zuikis and his team have been wowed by Nutanix's responsiveness.

"There's big cooperation and proactively they are offering solutions, and we know we can ask for more. When I saw that Nutanix had a Net Promoter Score of 92, I thought 'what sort of company can have this sort of number?' Now I know because we get so much attention from engineers. I was overwhelmed."

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T. 855.NUTANIX (855.688.2649) | F. 408.916.4039

info@nutanix.com | www.nutanix.com | @nutanix