

# Leading Finnish Forestry Firm increases agility with Nutanix



Based in Finland, this client focuses on sustainable forestry operations, maintaining production in 12 countries and a workforce of over 10,000 employees generating €10 billion in sales. They strategically target products currently being made using fossil fuels and develop forestry-sourced alternatives.

## CHALLENGE

As the client's data center infrastructure reached the end of its life, they needed to find a next generation solution that could deliver tangible improvements over the status quo. Their existing deployment, running on BladeSeries (HPE C700 Enclosure and BL660 G8 Full height blade) and employing Vmax Storage, necessitated 36 ESX hosts and approximately 600 servers. Its replacement needed to deliver:

- 1. Real-time monitoring and management tools:** with multiple global data-centers supporting even more global offices, the client needed powerful tools for managing a world-spanning data infrastructure without bloated support costs.
- 2. Efficient infrastructure:** Reduced costs and a leaner physical footprint for what had become a sprawling deployment.
- 3. Operational Agility:** Improved capacity management capabilities, rapidly scaling to meet user demands without purchasing extraneous assets.

**"No doubt It's a cutting-edge technology. This is where data-center technologies are going, bringing storage up to the compute layer contributes reduced cost and better performance. This is what my client wanted to have a solution that was very powerful and also versatile. Now we are busy planning further consolidation using Nutanix at regional datacenter layer as well."**

- Hemant Sharma, Deputy General Manager,  
HCL Technologies

After working through a proof of concept with Nutanix Global System Integrator partner HCL, the client selected a Nutanix integrated hardware/software package. Taking advantage of Nutanix's native support capabilities for all industry standard hypervisors, they selected VMware vSphere running on Nutanix's integrated hardware platform.

## SOLUTION

Smoothly migrating 550 virtual servers to VMWare, Nutanix was able to streamline a sprawling data infrastructure setup into a high-efficiency deployment of VMWare ESX on 26 Nutanix nodes (split across two sites linked using Nutanix synchronous replication technology).

## RESULTS

While conducting a smooth migration from a traditional SAN to the Nutanix platform, our solution successfully drove savings on multiple fronts (Detailed Savings Info in Sidebar):

- Nutanix's true linear performance and capacity scaling, combined with its one-click management environment, led to a substantial reduction in support expenses, including a substantial downsizing of the storage team.
- A much smaller physical footprint (4-racks were reduced to an 8 RU installation) featuring substantial cost optimization compared to their existing SAN: an estimated 20% TCO reduction, a smaller environmental impact, and more agile future pricing due to more fluid scaling capabilities.

## COMPANY/INDUSTRY

Sustainable Forestry Bioproducts Firm

## BUSINESS NEED

Agile, Efficient Virtual Data Center solution for a globally distributed workforce.

## SOLUTION

Nutanix NX-Series running VMware vSphere (26 nodes)

## BENEFITS

- › Projected 20% TCO reduction broken down as follows over the 2018-20 period:
  - 15% (\$75,000) savings on annual maintenance costs.
  - 75% savings (\$200,000) on data center hosting costs.
- › Efficient scaling and management: \$200,000 saved in operations management budget alone.
- › Environmental footprint reduction.



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