

eBook

Breaking Free from VMware

Real Success Stories: Why Leading
Organizations Chose Nutanix Over VMware

NUTANIX

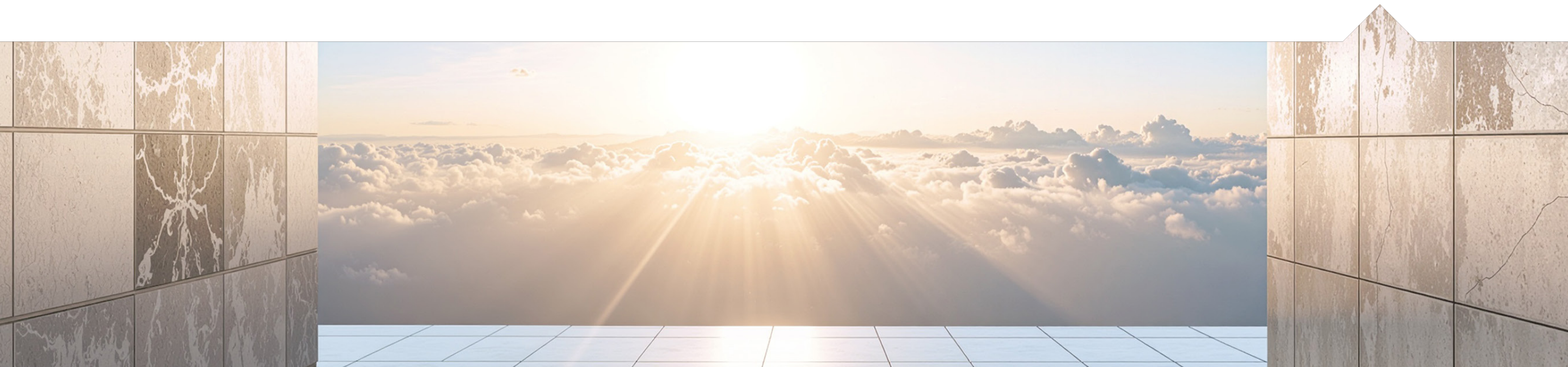


Introduction

This ebook showcases real-world success stories from organizations that have made the strategic decision to move away from legacy VMware environments and modernize with Nutanix. Each case study highlights how IT leaders overcame rising costs, operational complexity, and vendor lock-in by adopting Nutanix's unified cloud platform and built-in AHV hypervisor. From faster migrations and simplified management to dramatic cost savings and improved performance, these stories demonstrate the tangible benefits of choosing Nutanix as a smarter, future-ready alternative to VMware.

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Ingenium

Company:

Ingenium is a Crown corporation in Ottawa, Canada, that operates three of the country's national museums: the Canada Agriculture and Food Museum, the Canada Aviation and Space Museum, and the Canada Science and Technology Museum. Its mission is to connect Canadians with science and technology—digitally and in person—while preserving national collections for future generations.

Challenge:

Ingenium's VMware-based infrastructure had reached end of life, with aging servers, storage, and backups creating constant downtime risks. Siloed systems and fragmented management consumed IT resources, while outages impacted museum operations, admissions, and revenue. With plans to digitize massive archives for global access, the organization needed a modern, scalable foundation—and wanted to avoid future licensing uncertainty tied to VMware's acquisition by Broadcom.

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Solution:

Ingenium refreshed its environment with Nutanix Cloud Platform, standardizing on the AHV hypervisor to eliminate VMware licensing risk. Nutanix AOS and Files storage provided resilient, scalable performance for day-to-day operations and digital archiving, while integration with Veeam streamlined backup and recovery. The result: 99.9% uptime, and seamless management through a single interface. With Nutanix, Ingenium has reduced costs, improved sustainability, and gained the stability to focus on its mission of making science and technology accessible to all.

Results:

99.9% uptime

“We replaced our legacy VMware environment with Nutanix all-flash, increasing performance, reducing downtime, and cutting our footprint. The big difference is peace of mind—Nutanix just works, and with Broadcom's changes, we know we made the right move.”

Michael D'Eon
Director of IT Services, Ingenium



Boulder Dam Credit Union

Company:

Boulder Dam Credit Union (BDCU) serves its members with a strong commitment to community and service. With only two IT staff supporting 50 employees, the organization depends on technology that is simple, resilient, and cost-efficient to keep operations running smoothly for members.

Challenge:

BDCU's VMware environment had become a major pain point—difficult to manage, disruptive to update, and costly to license. Even routine tasks required downtime and after-hours maintenance. Documentation was lacking, support was slow, and balancing workloads across hosts was cumbersome. With an infrastructure upgrade looming and Broadcom's licensing changes on the horizon, the IT team wanted a platform that would eliminate complexity, reduce costs, and scale with the credit union's growth.

Solution:

BDCU replaced VMware with Nutanix Cloud Platform running the AHV hypervisor, adding Nutanix Frame for virtual desktops and Nutanix Files for unstructured storage. The migration, scheduled for three days, was completed in just a day and a half using Nutanix Move— and only one minor hiccup resolved within 30 minutes. Today, BDCU runs 25 VMs and 25 VDIs on Nutanix, enjoying simpler management through Prism, built-in resilience with no downtime on node failures, faster file performance, and cost savings by eliminating VMware licensing fees.

Results:

- Migration completed in 1.5 days (planned for 3)
- 25 VMs and 25 VDIs running on Nutanix

“Unlike VMware, Nutanix just works. AHV means no more license fees, no downtime for updates, and easier management across the board. It's more than an infrastructure replacement—it moved our evolution forward.”

Adam Dailey
IT Manager, Boulder Dam Credit Union



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Georgia Secretary of State Office

Company:

The Georgia Secretary of State's office oversees elections, corporate registrations, and professional licensing across the state. With 450 employees supported by a lean IT team of 26, the office plays a vital role in delivering secure, reliable, and efficient public services.

Challenge:

The office was running on aging hardware and a traditional three-tier infrastructure that separated compute, storage, and networking. This legacy setup was complex to manage, required specialized skills, and incurred high costs—especially due to VMware's licensing structure for disaster recovery and hot spares. With hardware nearing end-of-life and the 2024 presidential election approaching, the team needed a modern, scalable solution that could simplify operations, reduce costs, and ensure high availability for mission-critical systems.

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Solution:

The Georgia Secretary of State transformed its IT by adopting Nutanix Cloud Infrastructure. By replacing VMware with the Nutanix AHV hypervisor and consolidating operations onto a single hyperconverged platform, the office eliminated complexity and reduced reliance on expensive third-party licenses. Nutanix Unified Storage and Nutanix Flow added secure data services and microsegmentation, while Nutanix Prism provided centralized management across all workloads—from internal systems and databases to election technologies like poll pad check-ins. The built-in disaster recovery and high availability features of Nutanix help provide uninterrupted service delivery, even during peak demand.

Results:

- 25–30% reduction in IT costs
- Fewer unplanned outages
- Simplified operations with generalist IT skill sets
- Scalable infrastructure with native disaster recovery

“Nutanix lets me use the dollars taxpayers entrusted to me to maximize our operation, and I get every penny out of it. We also have very few unplanned outages, allowing me to sleep at night. I am a fierce advocate.”

Jonathan Reich
CIO, Georgia Secretary of State



4Wall Entertainment

Company:

4Wall Entertainment is a professional lighting, video, and rigging company supporting live events, film sets, corporate productions, and permanent installations. A high-growth business doubling in size every two years, 4Wall drives expansion through acquisitions and needed modern IT infrastructure to unify systems and support rapid scaling.

Challenge:

M&A brought fragmented infrastructure, with servers scattered across many locations. Scaling on VMware was complex, costly, and difficult to sustain with a lean IT team. 4Wall needed a simpler, more flexible hybrid multicloud approach—one that could support both on-premises ERP and financial systems while extending seamlessly into Azure and AWS.

Solution:

4Wall consolidated its global infrastructure onto the Nutanix Cloud Platform, standardizing on the AHV hypervisor to eliminate VMware complexity and costs. Nutanix Files and Disaster Recovery simplified management, while Nutanix Cloud Clusters (NC2) gave the IT team the flexibility to move workloads between private cloud, Azure, and AWS without refactoring. The result: unified operations, easier administration, improved efficiency, and an IT foundation that scales as fast as the business.

“Moving from VMware to AHV has been a huge benefit. We’ve simplified our environment, cut costs, and gained efficiency. Nutanix allows us to grow the business without worrying about the infrastructure—it just works.”

Dan Adams
VP of Information Technology, 4Wall Entertainment



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MSIG Asia

Company:

MSIG Asia, part of a Japan-headquartered global insurance group, provides insurance services across international markets. With thousands of VMs supporting critical business systems, the company sought a simpler, more cost-efficient infrastructure model.

Challenge:

MSIG had been running Nutanix alongside VMware for years, but rising complexity and uncertainty grew after Broadcom acquired VMware. The tipping point came when VMware renewal pricing skyrocketed by 300–400%, threatening IT budgets and putting leadership under pressure to act. MSIG needed a stable, modern platform that could eliminate licensing risk, reduce footprint, and simplify operations across its data centers.

Solution:

MSIG standardized entirely on the Nutanix Cloud Platform, completing a full migration of 1,000–2,000 VMs to the AHV hypervisor in just a few months. Nutanix delivered everything VMware had promised—and more—without the spiraling costs. With Nutanix, MSIG gained simpler management, improved scalability, and lower TCO, while de-risking its IT from Broadcom's licensing changes.

Results:

- Migrated 1,000–2,000 VMs in a few months
- VMware renewal quote increased by 300–400%



After the Broadcom acquisition, our VMware renewal quote jumped 300–400%. That drove us to migrate all workloads to Nutanix AHV. Today we're a full Nutanix house—simpler, more scalable, and without the cost burden of VMware."

[Kee Yew Wei](#)
Associate VP, Infrastructure & Operations, MSIG Asia



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Artajasa

Company:

PT Artajasa Pembayaran Elektronis (Artajasa) is a pioneer in Indonesia's electronic transaction market, providing network infrastructure for banks and financial service providers. Its services handle the majority of the country's financial payments—from ATM switching and e-commerce gateways to mobile banking, bill payments, and QR code transactions.

Challenge:

As the market leader, Artajasa must keep pace with fast-growing demand and expand access to nearly half of Indonesia's population that remains unbanked. But its VMware-based infrastructure was holding it back: too complex and slow to support Artajasa's daily operations. Developers faced days-long delays provisioning databases, operations lacked modern resiliency, and rising licensing and maintenance costs consumed resources that could be better spent on innovation.

Solution:

Artajasa modernized its IT with Nutanix Cloud Platform and the AHV hypervisor, while using Nutanix Database Service to automate database lifecycle management. As a result, hundreds of customer-facing apps migrated to Nutanix now run twice as fast. Database provisioning times have dropped from two days to just 30 minutes, with 99.95% availability. IT costs are down 60% and person-hours reduced by an estimated 75%—freeing resources to drive digital growth and enhance the customer experience.

Results:

- 60% reduction in TCO
- 75% savings in person-hours
- Database provisioning time dropped from 2 days to 30 minutes
- Apps run 2x faster
- 99.95%+ database availability

“With Nutanix, we are able to fully leverage automation and maintain our market leadership. Nutanix accelerates innovation for our app dev team, helping us bring products to market many times faster—all while keeping operations simple and high-performing.”

Roni Wijaya
Vice President, Operations, Artajasa



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Bedford College Group

Company:

The Bedford College Group is the seventh-largest college group in the UK and the biggest education provider in England's South-East Midlands. Formed in 2017, the group now serves more than 18,000 students across multiple campuses, including the National College for Motorsport near the Silverstone F1 track.

Challenge:

Bedford's VMware-based three-tier infrastructure was collapsing under the strain. Systems were at end-of-life, forcing IT to reboot services almost daily just to keep basic functions running. Disaster recovery was nonexistent, staff spent hours shifting VMs to free up storage, and the group couldn't meet government security standards. Tight budgets made matters worse—and looming Broadcom licensing changes only amplified the risk.

Solution:

After merging with Central Bedfordshire College, already a Nutanix user, Bedford adopted Nutanix Cloud Platform with support from partner ET Works. Two all-flash Nutanix clusters were deployed in 2023, and using Nutanix Move, the IT team migrated all workloads in just one week. Today, Nutanix hosts all core services with up to 3x better performance, built-in failover between campuses, and a single-pane-of-glass view through Prism. Freed from the instability and licensing uncertainty of VMware, Bedford's IT team can finally focus on innovation instead of firefighting.

Results:

- Migrated all workloads in 1 week
- Up to 3x better performance on core applications
- “Dodged a bullet” with VMware licensing changes

“We replaced a legacy VMware three-tier environment with Nutanix all-flash, increasing performance, reducing downtime, and giving the organisation more flexibility. The big difference is support—Nutanix just works. We jumped ship at the right time and dodged a bullet with Broadcom.”

Martin Johnson
Digital Innovation Specialist, Bedford College Group



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University of Waikato

Company:

The University of Waikato is one of New Zealand's leading institutions for teaching and research, with 13,500 students and 2,500 staff across campuses in Hamilton, Tauranga, and a joint institute in China. Known for its innovation, the University is midway through a digital transformation roadmap to enhance learning outcomes and student experience.

Challenge:

Waikato's legacy infrastructure was up for renewal, and the IT team wanted a smarter, future-proof strategy. The priority: reduce risk, modernize operations, and support a hybrid multicloud approach that balances data sovereignty with flexibility. VMware was initially part of the plan, but uncertainty around its acquisition by Broadcom—and concerns over licensing costs—prompted Waikato to rethink. The University needed a simpler, greener, and more resilient platform that could enable both research continuity and anytime, anywhere learning.

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Solution:

Waikato went all-in on Nutanix Cloud Platform with the AHV hypervisor, de-risking its IT from Broadcom's licensing changes while enabling a hybrid multicloud strategy. In about a week's time, the platform was up and running; within approximately three months, all critical workloads—from student management systems to research databases—were migrated with zero downtime. With 50% less hardware and lower power consumption, the University halved its datacenter footprint, advanced its sustainability goals, and freed IT staff from endless patching cycles. Meanwhile, GPU-powered Nutanix VDI gives students 24/7 access to demanding engineering applications, cutting rendering times from 8 hours to 1 hour and reimagining computer labs as flexible, modern learning spaces.

Results:

- 50% less hardware
- Halved datacenter footprint
- Reduced power consumption
- Enabled hybrid multicloud strategy
- GPU-powered VDI cut rendering time from 8 hours to 1 hour
- Decommissioning 1,200 lab computers

“Nutanix hit the mark for us—the smaller footprint, simplified management, and scalability. With Broadcom's acquisition of VMware, we needed an exit strategy. Going all-in with Nutanix AHV gives us confidence and a platform for the future.”

Glenn Penfold
Deputy Chief Information Officer, University of Waikato



Stratu

Company:

Stratu is a Danish outsourcing and private cloud vendor that provides services primarily to mid-sized customers, focusing on high service levels and customer satisfaction. They operate multiple data centers in the greater Copenhagen area.

Challenge:

Stratu faced significant challenges with their existing VMware solution, including frequent downtime, unhappy customers, and overwhelmed staff due to the complexity of managing their infrastructure. This resulted in financial penalties for not meeting SLAs and high operational costs. The situation was unsustainable and required a strategic change.

Solution:

Stratu adopted Nutanix Cloud Infrastructure and AHV Virtualization, replacing their VMware environment. This move allowed them to consolidate their infrastructure, automate operations, and significantly reduce costs. Nutanix's efficient handling of various workloads enabled Stratu to achieve 100% uptime and improve overall efficiency.



After the change to Nutanix, we experienced 100% uptime and a high degree of cost efficiency. We were also able to service the platform in normal business hours, and since then, we have not had any complaints from our customers on the core deliverables of our platform.”

Jeppe Klestrup
CEO, Stratu



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North East London Integrated Care Board (NEL ICB)

Company:

The North East London Integrated Care Board (NEL ICB) of the UK National Health Service (NHS) plans and commissions public healthcare provision for a large area of the UK's capital. Created in 2022, it is responsible for healthcare spend and performance across a densely populated region.

Challenge:

Like many newly formed organizations, NEL ICB faced disruption in moving away from legacy three-tier IT to a more modern approach. Its environment—built on NetApp, VMware, and Rackspace services—had too many server racks across two datacentres, consumed significant power, required substantial effort to maintain, and was approaching end-of-life.

Risks and costs loomed large, and the organization needed a more flexible setup with lower overheads and without technical debt.

Solution:

NEL ICB built a business case to transform its virtualised estate by moving from NetApp storage and VMware virtualization to Nutanix. The new environment replaced legacy infrastructure with Nutanix, consolidating the platform and enabling a shift to a modern private cloud. The transition reduced administrative burden and streamlined operations, while enabling modelling and planning to demonstrate cost savings and improved outcomes.

Results:

- Significantly reduced technical debt: A modern environment with greater efficiency in terms of value and performance, alongside reported reductions in power consumption.
- Single pane of glass management: Administration overhead is much reduced and vendor management is streamlined.

“It was a legacy NetApp environment with two datacentres and a lot of rack space consuming a lot of power and it was coming to end-of-life status. We built a business case to bring in Nutanix to transform and move our virtualised estate from VMware to AHV. There was a lot of cost saving to be had and operational overhead to remove. It had been a nightmare to manage and we wanted to move to a ‘single pane of glass’ for easier management, reduced overhead and simplified licensing.”

Phil Cook
Senior Infrastructure Manager, NEL ICB



North East London

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info@nutanix.com | www.nutanix.com | [@nutanix](https://twitter.com/nutanix)

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