

## EXECUTIVE SUMMARY:

# The Business Value of Nutanix Cloud Platform



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## BUSINESS VALUE HIGHLIGHTS

**391%**  
three-year ROI

**7 months**  
payback on investment

**41%**  
lower infrastructure costs

**88%**  
faster new storage  
deployment

**90%**  
more VMs per IT  
infrastructure team member

**42%**  
lower three-year  
cost of operations

**40%**  
higher productivity for  
development teams

**77%**  
less unplanned downtime  
affecting users

**98%**  
more timely data  
backup completion

**16%**  
higher productivity  
among impacted users

## Datacenter infrastructure procurement choices are no longer back-office IT decisions.

They are a strategic business imperative that can significantly influence an organization's agility, competitiveness, and bottom line. The chosen infrastructure directly affects the total cost of ownership and ROI across the full infrastructure life cycle, from deployment to operation (including resilience, efficiency, and productivity concerns) to end-of-life and ESG considerations. Organizations that make procurement decisions based on long-term value — rather than just upfront costs — can better align the infrastructure with business goals in a dynamic and sometimes uncertain environment, enabling faster innovation, more reliable service delivery, and lower operational overheads. Solutions that are scalable, energy-efficient, and tightly integrated with automation and cloud platforms help reduce ongoing costs while supporting flexible, hybrid architectures. [Continue reading ►](#)

With the rise of data-driven operations and AI workloads, time to value has become a critical metric. Infrastructure must support traditional enterprise applications and next-generation analytics, ML, and edge processing. Procurement decisions should prioritize software-defined architectures for flexible scaling, comprehensive data services, and consistent operations across hybrid multicloud deployments to enable data and application mobility and address security, compliance, privacy, and governance needs in on-premises, edge, and public cloud deployments. The ability to rapidly stand up AI workloads, train models, and deliver insights with minimal friction directly impacts competitiveness. Operating within an increasingly virtualized and containerized world while modernizing applications requires organizations to select infrastructure that integrates easily with modern data pipelines, offers robust APIs, and enables software-defined agility. Addressing all of these factors in an efficient, performant, productive, and secure way is key to maximizing business value in a digital-first economy.

IDC assessed the impact of running critical workloads and applications on Nutanix Cloud Platform, focusing on infrastructure costs, staff time requirements, performance, and business outcomes. Study participants reported that Nutanix Cloud Platform offers a cost-effective, efficient, and high-performing IT solution, delivering business benefits through improved reliability and user experience.

### **IDC estimates that interviewed Nutanix customers will realize an annual average value of \$10.60 million per organization (\$575,600 per 100 VMs) due to:**

- **Optimizing spending** on compute, storage, and other IT resources, including licensing and disaster recovery (DR) environments
- **Capturing IT team efficiencies** by reducing the required time for daily management and support activities
- **Delivering greater IT agility**, benefiting development and business activities through faster IT resource delivery
- **Minimizing the impact of unplanned outages and data-related risk** on employee productivity and revenue
- **Realizing business and operational gains** through higher revenue and user productivity from improved application and services performance, availability, and user experience

[Read the full white paper](#)

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