

# New World Development standardizes with Nutanix

The hyperconverged Nutanix Enterprise Cloud simplifies New World Development's complex and mixed network to enable business expansion in China, Hong Kong and Asia

## BUSINESS BENEFITS

Nutanix Hyperconverged infrastructure helps NWD streamline their network resources, management, and, importantly, removed barriers hindering business expansion in China, Hong Kong and other markets.

“The deployment of Nutanix enables NWD to remove expansion constraints, improve stability and increase ease of management in a stress-free environment. Rather than install and forget, Nutanix provided 100% support before, during and after deployment thus delivering a customer experience that went above and beyond expectations.”

- Jason Lui, Assistant General Manager – Information Technology, Technology & Digital Services Department, New World Development

## INDUSTRY

Property

## BENEFITS

- On-premise cloud platform supports NWD's growth
- Reduced IT maintenance time by 70%
- Eliminated downtime plaguing previous deployments

## SOLUTION

Nutanix Enterprise Cloud Platform

- Prism infrastructure management platform
- Acropolis (AOS) for security features, data protection, and disaster recovery

## APPLICATIONS

- Microsoft Exchange;
- Microsoft SharePoint; Microsoft SQL Server;
- Microsoft Windows Server Virtualization
- Splunk for network analysis
- HRMS – a property leasing enterprise system for CRM, mobile and business-critical applications

## CHALLENGES

With total assets of HK\$481.3 billion (US\$70 billion), New World Development Company Limited's (NWD) core business areas are property development, infrastructure and services, retail, and hotels and serviced apartments, with operations in Hong Kong, Mainland China, Macau and numerous major cities. Today, with a newer and younger management at the helm, NWD is committed to future growth supported by advanced technologies.

"As a long-established company, NWD's IT infrastructure incorporated rack and blade servers, a two-tier storage architecture, and had scalability and hardware failure issues. Maintenance costs continued to spiral and support from vendors left a lot to be desired," said Jason Lui, Assistant General Manager - Information Technology, Technology & Digital Services Department, New World Development.

## SOLUTION

New World Development were impressed with Nutanix in how they were able to provide a streamlined solution and flexible approach to overcome a complex, distributed IT infrastructure to support key mission critical applications. Further confidence was provided by way of Gartner recognizing the Magic Quadrant leadership for Hyperconverged Infrastructure.

This confidence was boosted further by successful Nutanix deployments at other subsidiaries including New World China Land, K11 and NWS, NWD decided to standardize on three sites with hyperconverged Nutanix Enterprise Cloud running on NX-Series. By taking a cost-effect approach, NWD were able to realize significant availability, stability, flexibility and data protection benefits all made possible with Nutanix.

At any one time, NWD runs many mission critical workloads across their infrastructure including Microsoft SQL Server, HRMS, an enterprise leasing system, CRM, Splunk, Microsoft SharePoint, Microsoft Exchange, and more. Nutanix Enterprise Cloud is perfectly suited to these complex environments as hyperconverged infrastructure combines and virtualizes computing, storage and networking.

## CUSTOMER OUTCOME

"Thanks to Nutanix, there was an immediate improvement in the number of hours saved from managing the new infrastructure. We have also seen a sharp increase in stability and flexibility. In parallel we have reduced power and space requirements by 50 percent, which is a significant win when space comes at a high premium," said Lui. "Now if we have a big project, we can scale to the required level without any downtime but with maximum cost-efficiency."

### **One-Click Upgrades, Zero Downtime**

Before we deployed Nutanix, we were spending too much time on upgrades and often struggled with down time. In some cases, upgrade events took as long as two days. Today, and thanks to Nutanix, we can upgrade our systems with one click and benefit from zero planned downtime."

### **Peace of Mind**

NWD is major corporation with extensive operations in Greater China and across Asia and it was vital Nutanix provided proactive support and fast turnaround times to ensure downtimes were minimized.

"A key consideration in vendor selection was the ability to deliver support in all primary and secondary cities where NWD has a presence. Only Nutanix stood out with the ability to rapidly identify and respond to any issue, at any site and provided a huge confidence boost during the selection process."

## NEXT STEPS

Following the successful implementation with Nutanix, New World Development is looking to further strengthen their partnership by deploying a file services solution. This will be to support data growth with streamlined management and deep analytics intelligence connected with NWD's forward thinking and innovative expansion plans.

"Following standardization on Nutanix Enterprise Cloud, we can amply support corporate innovations such as the first ever PropTech blockchain solution in the industry. The ability to accelerate workloads in a highly distributed multi-site environment, simplified management and one-click upgrades has given us all the tools and time we need to launch more innovative products and services."



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