

# Optimized Virtual Desktop Infrastructure for a Global Technology Services Provider

Nutanix delivered a VDI solution leveraging HCI to ensure efficient, scalable desktop virtualization for the client's internal teams across the globe.

## INDUSTRY

IT Services  
Technology Consulting  
and Implementation

## CHALLENGE

- Provide highly cost-effective desktop virtualization infrastructure capable of scaling with a fast-growing global technology business.

## SOLUTION

- Nutanix Core HCI (AOS) and Prism
- On Lenovo HX Platform for VMware View VDI

## BUSINESS BENEFITS

This global technology company needs to seamlessly provision virtualized desktops to a large internal workforce distributed across the world. Their existing SAN based legacy virtualization approach was struggling to keep up with performance demands, cumbersome to manage, and unnecessarily costly to operate.

Nutanix was selected to deliver a virtualization solution for supporting VDI services at a new physical location, with plans to scale up this new VDI infrastructure dramatically over the next year.

This upgraded virtualization approach employs Hyperconverged Infrastructure to offer the flexibility required by the client's dynamic global ops—alongside the management tools needed to offer VDI at an enterprise scale without putting a huge burden on IT administrators.

## CHALLENGES

This client, one of the leading IT companies in the world, provides enterprise consulting and implementation expertise across a wide range of technology clusters. Headquartered in India, they support a world-wide customer base with a global network of locations that generate multi billion dollars in annual revenue.

Global operations of this scale require sizable VDI infrastructure, with over 13,000 VDI users currently across internal IT projects.

They needed a technology provider who could support these large and growing VDI needs securely and effectively while maintaining a minimal physical footprint and carefully managed TCO. To support continued growth and rapid deployment for customers, they also needed a solution that would minimize deployment time while offering seamless scalability.

---

## SOLUTION

Client IT leaders set out to implement a new VDI solution starting with a new 400-user location, looking for a virtualization technology to prove itself in the field. From there, they planned to scale up this location to 10,000 users within one year. The selected vendor would be providing the first HCI solution to be adopted by this company.

After conducting in-depth POC's with various leading virtualization providers, their IT team opted for a Nutanix solution delivered using Lenovo HX hardware.

Nutanix demonstrated detailed POC evidence of decisive cost and scalability advantages for Nutanix's HCI approach compared to legacy infrastructure.

---

## CUSTOMER OUTCOME

This Nutanix HCI Solution on Lenovo HX platform for VMware View VDI solution has proved promising in its initial deployment and has already scaled up to 13,000 users.

As a global technology services provider, this client's need for optimal VDI infrastructure isn't just a matter of internal efficiency: their ability to provide agile, high-performance virtualization services to global clients is fundamental to their business model.

Powerful scalability ensures that even the most ambitious client virtualization efforts can be supported at the "speed of business"—and all without wasting CAPEX on unnecessary excess capacity.

The Nutanix-Lenovo solution came integrated with the full suite of features necessary to ensure the VDI can be scaled up without creating an administrative headache. Nutanix's "shared nothing" architecture ensures that new VM's can be setup without worrying about complex configuration issues.



T. 855.NUTANIX (855.688.2649) | F. 408.916.4039  
[info@nutanix.com](mailto:info@nutanix.com) | [www.nutanix.com](http://www.nutanix.com) | [@nutanix](https://twitter.com/nutanix)