Tata Consultancy Services Delivers Nutanix HCI to Power VDI for Fortune 500 Industrial Supplier

TCS delivered Nutanix HCI-infrastructure for VDI with a streamlined datacenter ops and reduced footprint, paving the road for broader HCI adoption across this large enterprise.

The Fortune 500 industrial supply company provides B2B product lines ranging from motors to plumbing supplies to inventory management services. These operations command over $10+ billion in annual revenue and are supported across a network of nearly 400 North American offices and distribution centers.

This large, geographically distributed organization needed a technology partner to help identify and implement infrastructure capable of supporting this scale of operations.

TCS conducted a thorough technical and financial assessment with a detailed TCO/ROI analysis of potential options for the customer to support this nationwide North American enterprise with enhanced technology services delivered with streamlined costs and slimmed-down administrative workflows.

TCS' analysis suggested decisive TCO/ROI benefits for Nutanix's Hyper-Converged Infrastructure approach compared to legacy SAN-based solutions.

The client selected TCS to implement this VDI-solution founded on Nutanix technology. Functioning as a launching pad project for the potential adoption of Nutanix across broader use-cases, this initial VDI deployment has successfully streamlined the client's data center footprint while greatly simplifying administration through single-pane VDI management.

INDUSTRY
- Industrial Supply
- B2B Sales Across Diverse Product Clusters

CHALLENGE
Finding and implementing a more efficient and flexible replacement for legacy SAN-based infrastructure for VDI that was driving a bloated physical footprint and unnecessarily complex administrative requirements.

SOLUTION
Nutanix Core HCI (AOS), Prism on Nutanix NX Series Hardware platform supporting Citrix XenApp and XenDesktop workloads on VMware ESXi

in partnership with

TATA CONSULTANCY SERVICES

NUTANIX™

CHALLENGE

Supporting a cross-continental supply chain and office network with flexible, cost-effective technology services requires a powerful set of technology capabilities carefully aligned with the right management tools.

Existing legacy SAN-based infrastructure was resulting in a sprawling data center footprint that was costly to maintain and unwieldy to manage. Even worse, this legacy infrastructure was creating management silos connected only through a tangled web of administrative workflows.

These limitations were creating chronic CAPEX/OPEX challenges. Meanwhile, they were holding up time to deployment for new tools and acting as an obstacle to moving toward CI/CD methods.

IT needed a more cost-effective approach that would be easier to manage, maximize operational flexibility, and provide an up close look at the value of HCI technology, which was new to this organization.

They also needed an implementation partner with a proven ability to deliver enterprise-grade HCI solutions at scale, and selected TCS to analyze their technology options.

SOLUTION

TCS conducted multiple rounds of workshops and POC sessions, demonstrating the agility and cost- management features of Nutanix's approach to Hyperconverged Infrastructure. This detailed evidence highlighted VDI as a prime area to begin introducing HCI to this large corporate technology environment.

The truly comprehensive approach offered by TCS-Nutanix was a prime motivator for the project; the client needed more efficient infrastructure combined with the tools needed to dramatically slim down licensing costs and manage infrastructure through a single-pane UI.

CUSTOMER OUTCOME

The TCS-Nutanix solution dramatically reduced the physical footprint of the client's data centers. With high-availability, disaster recovery, and remote access baked right in at the software layer, IT is able to project services to employees across the continent more easily than ever before. And, with all key management features available through a single-pane interface, IT has time to focus on innovating rather than managing an unnecessary slew of licenses and platforms.

TCS-NUTANIX PARTNERSHIP BENEFITS

Understanding the potential benefits of innovative technologies applied in complex enterprise environments is always a weighty endeavor. TCS provided this customer with the depth of implementation experience and analytics needed to provide a compelling demonstration of the value a Nutanix-HCI solution could bring their organization.

This partnership helps ensure that clients receive not only an innovative technology foundation, but the fine-grained attention to ground-level business details needed to ensure this technology hits the ground running, generating tangible ROI as soon as possible while paving for the way for continued innovation.

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