



Industries

Accelerate Digital Transformation with Nutanix Hybrid and Multicloud Solutions



Nutanix enables transformative business and IT capabilities in multiple industries such as public sector (including federal, state, and local governments), education, healthcare, financial services, and manufacturing.

While each industry has unique requirements, they all share a common need to drive successful business outcomes by simplifying IT operations and reducing overall costs. They all want nimble information systems that position them for immediate success while offering plenty of choices for the future.

Our enterprise cloud platform delivers support that spans across on-premises infrastructure including hybrid and multicloud. Whether you are in IT Operations, DevOps, or on the database team, we make it easy for you to deliver any app, database, or workload to the cloud of your choosing.

Nutanix eliminates the pain points of legacy IT operations that lead to costly and complex silos of infrastructure that can slow down your business. With Nutanix, all applications that power your business share the same infrastructure without friction, developed and deployed anywhere so you can achieve your goals quickly and on a future-proof IT platform. **Our customers call it a digital business breakthrough. We call it business as usual.**

No Matter the App or Use Case, **Nutanix Has You Covered**

CHOICE

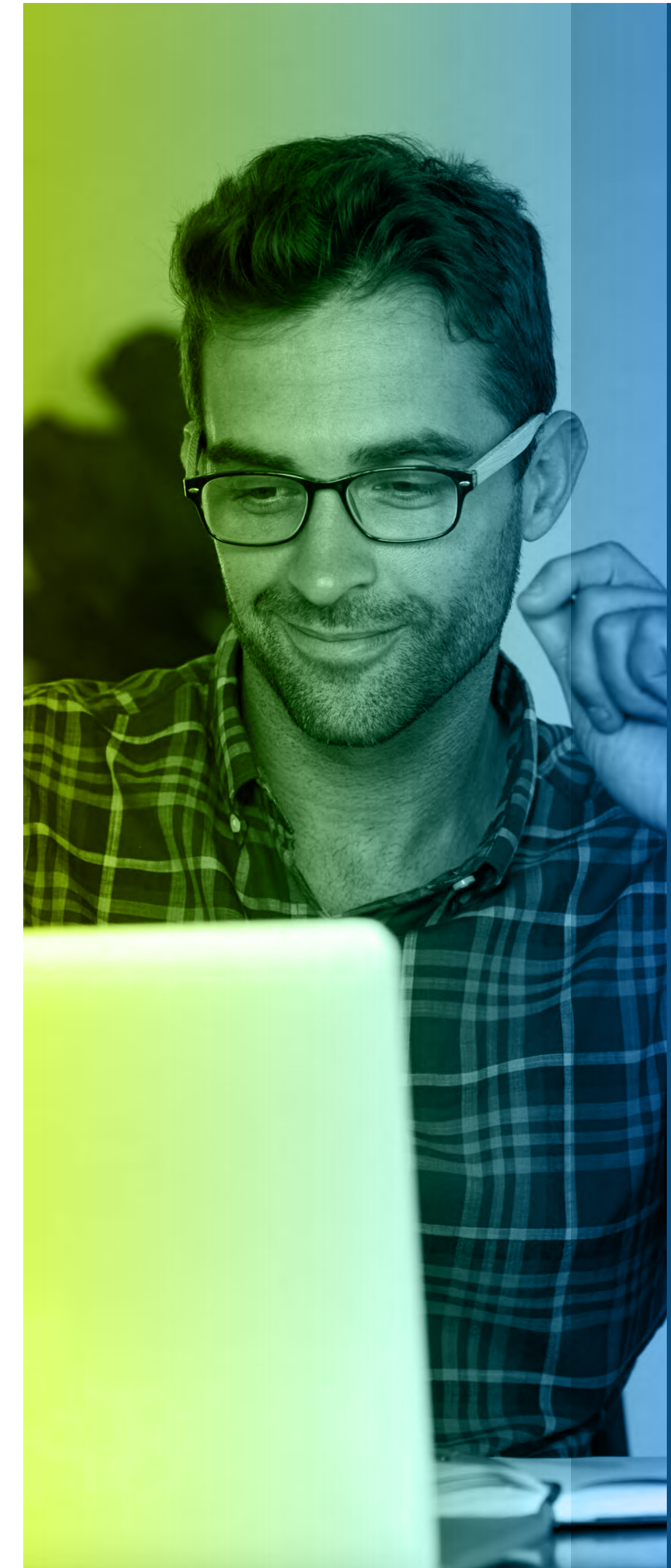
- Our portable software platform allows you to move your applications and data among multiple public clouds or within your own private cloud.
- Our “bring your own license” policy lets you deploy Nutanix solutions to the public clouds of your choosing, avoiding costly vendor lock-in while preserving existing investments.
- You can develop applications with a traditional IDE or utilize cloud-native agile development tools to innovate fast and deliver cutting-edge technology services to your workforce.

COST-CONTROL

- Nutanix reduces costs by eliminating the legacy silos that separate storage, compute, and network services into distinct entities, enabling transformative services.
- Regulatory and compliance is made easier with the ability to lift & shift workloads to compliant environments without replatforming.
- Fine-grained resource control and monitoring enables IT operations to stay in control of spending at the same time proactively eliminate waste with rightsizing of resources and predictive maintenance analytics.

SIMPLICITY

- Easy one-click deployment streamlines IT operations, so your IT team can focus on delivering innovations.
- Being able to deliver unified on-prem and multicloud experiences makes it easy to monitor usage, governance, and costs, so you can focus on your customers—not the business of IT.
- Having a platform engineered for multicloud deployments helps organizations in every industry choose the best IT strategy to transform and grow their businesses.





FINANCIAL SERVICES

HERE FOR CHANGE:

Architecting the Resilient Financial Services Digital Enterprise

Today's banks and insurance companies face a new wave of competition. The rapid rise of small, nimble, FinTech competitors has forced established incumbents to rethink their strategies. New technologies, evolving regulations, and the relentless demand for digital banking services have disrupted one of the world's most stalwart industries.

In response, financial institutions of all sizes are re-platforming to re-invent and rebrand themselves. The economic realities of this digital arms race requires financial services firms to invest in innovation while also eliminating unnecessary IT expenses. A recent industry survey conducted by Vanson Bourne found:

To gain the high ground in established and emerging markets, financial services firms need to invest in technology solutions that are agile, open, and adaptable—then leverage those solutions to expand their businesses. Adding new capabilities to existing systems is a cumbersome process that leaves little bandwidth for the creation of new products and services. It's time to rethink core infrastructure decisions and adopt technologies that make it easier to support digital operations.

A growing number of financial services organizations have discovered that an enterprise cloud such as Nutanix offers the agility of public cloud without sacrificing control over critical resources. This type of transition cannot happen overnight. It must be navigated carefully, with judicious consideration of which applications and services remain on-premises and which can be migrated to the cloud. Success hinges on creating the right set of cloud environments that can power next-generation applications and satisfy heightened user expectations—while sustaining the traditional applications that your business has relied on for years.



86% of respondents say hybrid cloud is their preferred model^{*3}



60% put security first when choosing a cloud provider^{*2}



73% plan to move public cloud apps back on-premises^{*2}



The **Nutanix Advantage** For Financial Services

Nutanix offers **proven and secure solutions** to simplify IT infrastructure while providing the modern cloud-like datacenter **required for digital transformation**. Financial services institutions deploy these solutions to reduce risk, scale IT, and liberate experienced IT personnel to concentrate on growth initiatives. Many customers **reduce systems administration time by 70 percent** and reduce overall costs by **50 percent or more**.



“We at Cadence, with our partnership with Nutanix, knew we were ready for any level of unexpected demand brought on by COVID-19. Our ability to scale quickly with our Nutanix solution has us prepared for the unexpected.”

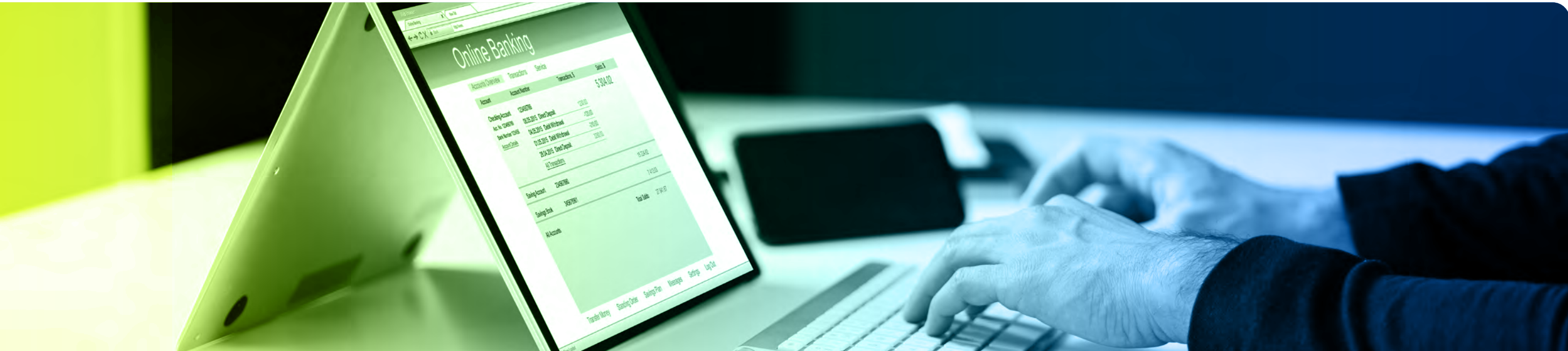
Ashley Clements
Vice President, Infrastructure Design



reduce systems
administration time



reduce overall costs



SOCIÉTÉ GÉNÉRALE – THE FUTURE OF FINANCIAL SERVICES

Nutanix enables cohesive IT environments that seamlessly blend on-premises and cloud services into an extensible hybrid model. High-end hardware appliances work in concert with cloud infrastructure to maximize deployment options for core banking, trading, and payment systems.

- Improve agility and speed with a flexible and cost-effective hybrid cloud platform
- Boost insights with predictive modeling and machine learning-driven analytics
- Mitigate risks through in-depth security for data, applications, and infrastructure
- Manage on-prem and cloud-based systems through a unified interface
- Support a tech-savvy mobile workforce from any location
- Enhance security and compliance with one-click support for blockchain solutions
- Comply with industry regulations governing the location of customer data



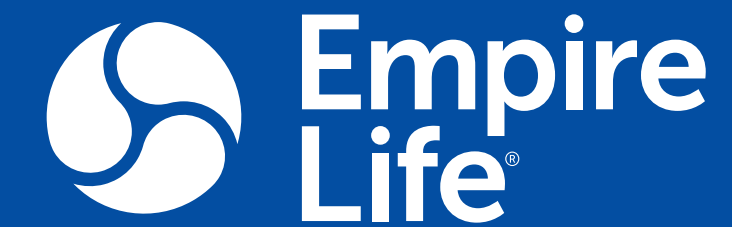
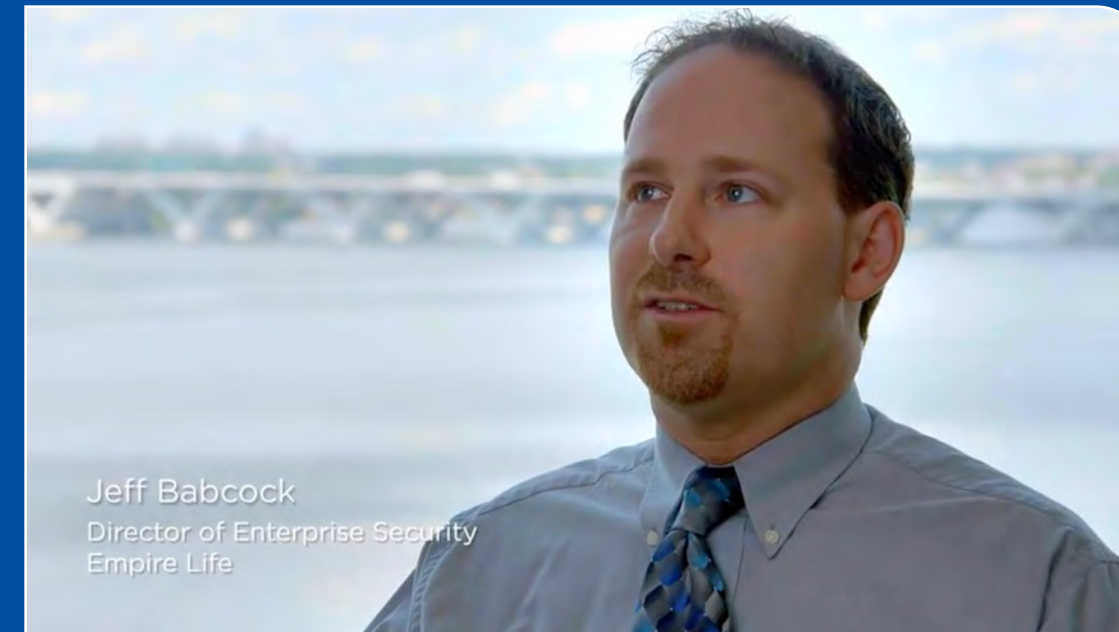
“Société Générale has decided to adopt a hybrid cloud strategy. To implement such a strategy, companies need partners like Nutanix, who can help them build, operate, secure, and monitor a hybrid cloud environment and effectively deliver on their promises of agility and scalability, while meeting stringent regulatory, security, and performance requirements.”

Khaled Soudani
Group Deputy Chief Technology Officer



CASE STUDY

Empire Life Puts Its Faith In Nutanix



[Read the case study, watch the video](#)

Empire Life, a Canadian life and health insurance company, replaced an expensive mainframe environment with an agile, cost-efficient, hyperconverged infrastructure. The new IT environment handles all of Empire Life's critical production workloads as well as its development, test, and desktop virtualization (VDI) environments.

Empire Life Benefits

- Lowered IT Infrastructure costs by 50 to 60 percent
- Simplified IT management and troubleshooting
- Reduced datacenter footprint 16-fold
- Shortened RTO from 48 hours to just minutes, all at one third the cost

LEARN MORE

Visit our website - [Nutanix solutions for Financial Services](#)

Download the eBook, [Financial Services: Here for Change](#)

Read the Financial Services [Blog](#)

Benchmark Your Cloud Journey with the [Enterprise Cloud Index for Financial Services](#)



FEDERAL GOVERNMENT

Cloud-Smart choices for **Datacenter Optimization**

The ground rules haven't changed: CIOs in the public sector must continually find ways to reduce costs, boost efficiencies, and improve outcomes for citizens and businesses. Many federal agencies have undertaken datacenter modernization initiatives to meet U.S. Office of Management and Budget (OMB) guidelines that mandate the consolidation and modernization of IT infrastructure. IT leaders must satisfy citizen demands for transparency and information access, even as they secure access to sensitive data. The Data Center and Cloud Optimization Initiative (DC-COI) sets aggressive targets for these IT transformation projects.

EQUIP YOUR WORKFORCE FOR THE FUTURE

While the approaches to meeting the OMB guidelines vary widely among the nation's 2,000 federal datacenters, a few common themes have emerged:

- 1. Choice:** In the digital age, government workers want intuitive apps and versatile, mobile solutions.
- 2. Flexibility:** In the wake of the COVID pandemic, these agencies favor nimble Desktop-as-a-Service solutions that allow a digitally-empowered workforce to work remotely.
- 3. Cost Containment:** As CIOs and other IT leaders seek to comply with aggressive OMB guidelines, cloud solutions offer decisive price advantages.
- 4. Migration to Cloud:** Federal agencies need versatile cloud options to accommodate new and old information systems, on premises and in public clouds.

NUTANIX MAKES COMPLEX PROCESSES INHERENTLY SIMPLE

Nutanix has practical solutions to help federal agencies and other government organizations fulfill these challenges. Powered by hyperconverged infrastructure (HCI) software, Nutanix delivers enterprise-grade performance, resilience, and management simplicity.

Nutanix software and cloud services unify IT operations across many different cloud environments. In the datacenter, Nutanix software runs interchangeably on hardware from leading OEMs such as HPE, Fujitsu, Dell, and Lenovo—including ruggedized systems that are easy to deploy to a mobile workforce, an important factor in emergency or crisis situations.

A SMART CLOUD IS A HYBRID CLOUD

The 2019 Gartner CIO Survey found that **39%** of government organizations plan to spend the greatest amount of new or additional funding on cloud services, both public and private. Gartner foresees double-digit growth in government use of public cloud services, with spending forecast to grow an average of **17.1%** per year through 2021¹.





CASE STUDY

Federal Agency Deploys Petabyte-Scale Video Storage Solution

One large federal agency, which preferred to remain anonymous for security reasons, depends on Nutanix HCI to host more than 1,000 terabytes of video data in a self-service environment. The previous three-tier solution couldn't keep up with the immense volume of data, which was ingested throughout the extended network each day. Nutanix Enterprise Cloud simplified management of this searchable video repository, where data is available from nearly 50 field offices for legal research.

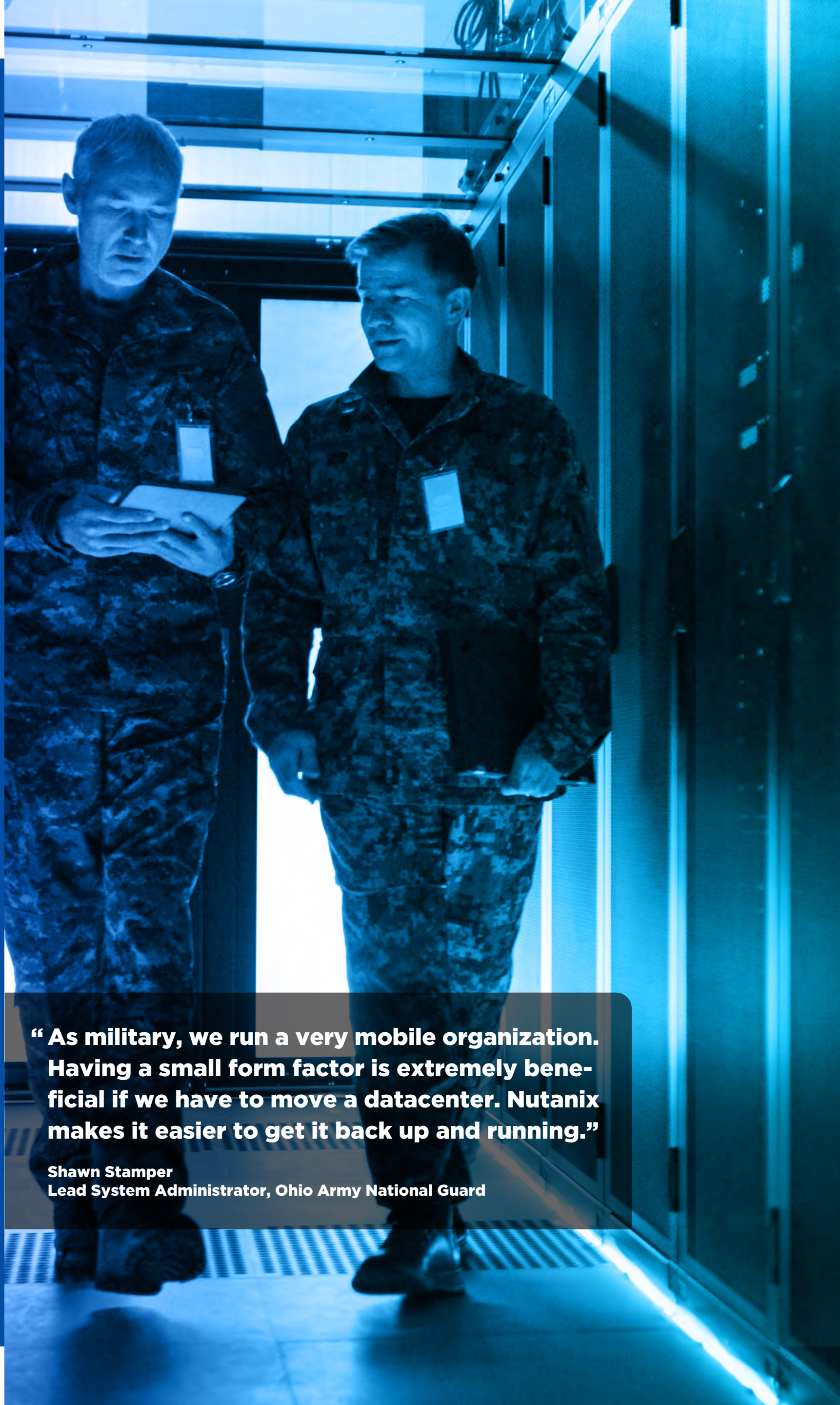
Agency Benefits:

- **Easier management:** dozens of local video technicians used to manage local servers and storage arrays. Now, with Nutanix Prism, all management is performed centrally by a small team.
- **Greater transparency:** Users log in to a private cloud that automatically enforces user credentials and security privileges.
- **High availability:** With resilience built into the Nutanix solution, data is always available when it is needed.
- **Rapid salability:** System administrators can expand the HCI cluster with one click, and deploy a new remote instance in less than one hour.

[Read the SPECIAL REPORT](#) from [i360Gov.com](#)

“As much as HCI has emerged as the clear platform type for federal agencies, there has also been a clear leader selected in the marketplace: the Nutanix Enterprise Cloud solution.”

i360Gov.com, January 2019



“As military, we run a very mobile organization. Having a small form factor is extremely beneficial if we have to move a datacenter. Nutanix makes it easier to get it back up and running.”

Shawn Stamper
Lead System Administrator, Ohio Army National Guard

CASE STUDY

Modernization in the Crosshairs

NUTANIX PASSES MUSTER AT THE OHIO ARMY NATIONAL GUARD

Ohio Army National Guard needs modern infrastructure to support the diverse needs of more than 11,000 soldiers and support staff. In some cases, the Guard's IT team must roll out mission-critical capabilities in remote, mobile, and harsh conditions.

When the Guard's legacy blade servers and storage devices could no longer fulfill this mission, IT leaders sought a more nimble infrastructure that could deliver any app at any scale, anywhere. The new systems needed to be able to support existing applications as well as a new virtual desktop infrastructure (VDI).

Standardizing on Nutanix Virtual Computing Platform allowed the Guard to consolidate two full racks of equipment into one partial rack, improving combat readiness. The extremely compact profile of the new system speeds up deployments and simplifies lifecycle management. Field operators can focus on fulfilling their mission, not on administering hardware and software.

[Read the case study](#)

LEARN MORE

[Tactical Solutions for Government](#)

[Desktop-as-a-Service Solutions for Government](#)

[Cloud Cost Optimization Solutions for Government](#)

[A Cloud-Smart Approach to IT Modernization](#)



STATE AND LOCAL GOVERNMENT

Powering **Digital Transformation** for Modern Citizen Services

State and local governments need cost-effective IT solutions that are powerful yet easy to deploy, manage, and scale. According to the Center for Digital Government, public sector organizations that adopt hyperconverged infrastructure can reign in IT costs and achieve more stable and predictable performance, both for internal information systems and for citizen-facing applications.

- Modernize IT with a cloud-ready, HCI based foundation
- Harden your datacenter to protect vital information
- Equip your workforce with modern end-user workspaces and DevOps services

EQUIP YOUR WORKFORCE FOR THE FUTURE

Nutanix has helped hundreds of government agencies build virtualized datacenters on hyperconverged infrastructure while adhering to strict budget and staffing parameters. For example, Nutanix Cloud Platform enables these public sector organizations to scale core business applications, while integrated virtualization technology streamlines remote desktop deployments, maximizing work-from-home options for government workers.

In addition, maintaining security for a digital organization with traditional infrastructure is challenging. Nutanix Cloud solutions start with security in design. Our solutions natively support cybersecurity practices like Identity and Access Management, Network Management, End-Point Protection, Data Protection, and Loss Prevention.

MAKE EFFICIENT USE OF TAXPAYER-BASED BUDGETS

From virtual desktop workloads to Exchange mailboxes to mission-critical applications, Nutanix provides the flexibility to run multiple applications on a single platform with cloud-smart, easy-to-manage, and secure IT infrastructure. Nutanix even offers a “cloud on-prem” option that brings public cloud services to the datacenter. State and local government agencies gain all the benefits of the cloud, including fast deployment, capacity on demand, zero downtime, and non-disruptive upgrades, along with the assurance of maintaining critical data and applications within their own datacenters. Nutanix also makes it easy to support Centralized or Federated IT management models with role-based access controls, metering and charge-back features.

SATISFY GOVERNMENT MANDATES FOR SIMPLER IT

Citizens rely on numerous critical services from the public sector. Delivering these services in a cost effective way involves uniting a diverse base of people, processes, systems, and agencies. That’s difficult for many municipal governments, where a busy IT staff must support the information needs of many departments including Planning, Finance, Transit, Parks & Recreation, Water, Parking, and others. Nutanix makes it easier for IT to fulfill its mission in three primary ways:

- **Modernize infrastructure** – flexible licensing terms allow state and local governments to use Nutanix software with existing hardware, minimizing capital expenses
- **Mitigate risk** – In-depth, multi-layered security protects data, applications and infrastructure
- **Simplify IT administration** – Fully integrated technology stack unifies maintenance of storage, compute, and networking gear

No matter what you want to do, such as modernize your applications, move to the cloud, or manage your data, and no matter how you want to do it, Nutanix provides an easy, intelligent and secure cloud platform specifically built for the needs of state and local governments.

CASE STUDY

County Government Lays a Foundation for Innovation



San Mateo County in northern California is one of the world's largest centers for innovation. This region is home to some of the world's leading technology companies, and that same spirit of innovation pervades the county's IT division, which supports everything from public safety, healthcare services, and public works to a broad range of government applications.

Challenge

Historically, the county purchased various best-of-breed IT solutions to meet the needs of individual projects, but there was no way to easily scale these systems or adapt them to accommodate new business requirements.

As CIO Jon Walton points out, despite its location in the heart of Silicon Valley, San Mateo County doesn't have the budgetary latitude to refresh its infrastructure on an annual basis, as many of the companies in this region do. The county needs cost-effective technology solutions that can solve current challenges—and also provide plenty of runway for future growth.

Solution

San Mateo County purchased 40 Nutanix nodes running in eight clusters. These modern server and storage solutions immediately met the county's VDI needs and can also accommodate new applications and databases as requirements evolve.

San Mateo County Benefits

Jon Walton sums up the benefits: "With Nutanix, we can buy just what we need to solve our current problems, and easily add more Nutanix blocks as we grow. We can easily replicate data and applications between our two primary datacenters. We obtained a huge decrease in CapEx costs on day one, and have seen even greater savings in our day-to-day OpEx support costs."

[Read the case study](#)

"Nutanix consultants have a real understanding of our business. They aren't just experts on the Nutanix hardware—they understand the services we want to deliver and the partner programs we're trying to run, enabling us to implement best practices in those areas as well."

Jon Walton
CIO, San Mateo County

CASE STUDY

BART Stays on Track with Nutanix



San Francisco Bay Area Rapid Transit (BART) chose Nutanix Enterprise Cloud Platform to simplify its IT operation and better serve the millions of commuters who rely on the transportation provider to make 129 million trips each year.

Challenge

BART's former network, storage, and compute infrastructure made it difficult to deploy new applications.

Solution

Nutanix Enterprise Cloud helps BART scale workloads up to 30 percent faster. Rather than examining 10 different management consoles, administrators can quickly pinpoint issues via a unified interface.

BART Benefits:

- Streamlined the number of individuals managing its IT environment by 50 percent
- Reduced datacenter footprint by 67 percent (from six racks to two racks)
- Improved time-to-market for new IT projects and services by 30 percent
- Reduced deployment time from eight months to just a few days

[Learn more](#) about BART's easy-to-manage cloud infrastructure

“Now our IT team can focus on delivering applications and services instead of managing our datacenter.”

Ravi Misra
CIO, BART

CASE STUDY

Harris County Enables More Responsive Government Services



Rurik Wilmot
Sr. Systems Administrator
Harris County DA



[Watch the video.](#)

[Read the case study about Harris County](#)

Harris County Results

- Transformed IT services with a modern infrastructure
- Boosted application availability with high-availability systems
- Streamlined IT administration and simplified routine operations
- Maximized deployment options with potential for a multicloud environment

EXPLORE

[Nutanix solutions for State and Local Agencies](#)

LEARN MORE

Download the [State and Local Government Solution Brief](#)

[Download the Special Report: Tele-work and remote-access solutions help state and local governments navigate the COVID-19 Crisis](#)

[Download the white paper: Simpler IT for More Agile Government](#)

“We had a mix of servers from various vendors, with lots of management consoles. It took a lot of time and effort to keep it all running. Nutanix is easier to manage, and it is a truly HA solution. Nutanix has exceeded all of our expectations.”

Rurik Wilmot
Sr. Systems Administrator, Harris County



EDUCATION

Create a **Safe and Agile Learning Environment** for Students, Teachers, and Staff

Today's educational institutions are transitioning to a new era of online education. In response to the COVID-19 health and economic crisis, digital services have become the norm rather than the exception, requiring new models of teaching and learning. This has led not only to more digital classrooms, but also to digital orientations, registration procedures, field trips, labs, and statewide testing. Even graduation ceremonies are conducted online.


K-12 schools as well as colleges and universities need versatile IT infrastructure to enable these virtual services without taxing IT resources. What began as a “nice to have” has become necessary to continue basic operations. More than 90 percent of the respondents to a recent EDUCAUSE Review survey indicated that their institutions are either in the process of a digital transformation or are considering digital transformation as a way of reducing institutional costs⁵.

GRADUATE TO HCI

Many educational institutions have discovered the power of hyperconverged infrastructure to deliver digital experiences that increase student success, improve academic outcomes, and drive new innovations and discoveries. When the health crisis has passed and these institutions can restore normal operations, they will have a more versatile infrastructure that continues to connect students, faculty, and staff in innovative ways.

UNLOCK THE CLOUD TO UNLEASH DIGITAL LEARNING

To achieve digital dexterity and power new levels of insight and efficiency, higher education institutions are migrating legacy applications out of the datacenter and into the cloud, with an emphasis on ERP, Finance, HR, and Student Information Systems. They are also rolling out desktop-as-a-service (DaaS) solutions that increase student success, improve academic outcomes, and drive new innovations and discoveries. While traditional virtual desktop infrastructure (VDI) calls for complex on-premises equipment, newer DaaS models are much easier to implement, and can be financed on a pay-as-you-go basis—an essential advantage at a time when IT resources have been taxed to the breaking point.



“As the COVID-19 pandemic upends higher education in 2020, institutions are relying on digital alternatives to missions, activities, and operations.”

EDUCAUSE Review, COVID-19 QuickPoll Result



“The ability to manage servers, storage, and our virtual environment in one pane of glass with Nutanix Prism makes things so much simpler.”

Matthew Frew
IT Director, Wharton Computing Enterprise Services and Solutions

CASE STUDY

World-Class Business School Deploys World-Class Infrastructure



[Read the case study, watch the video, about Wharton](#)

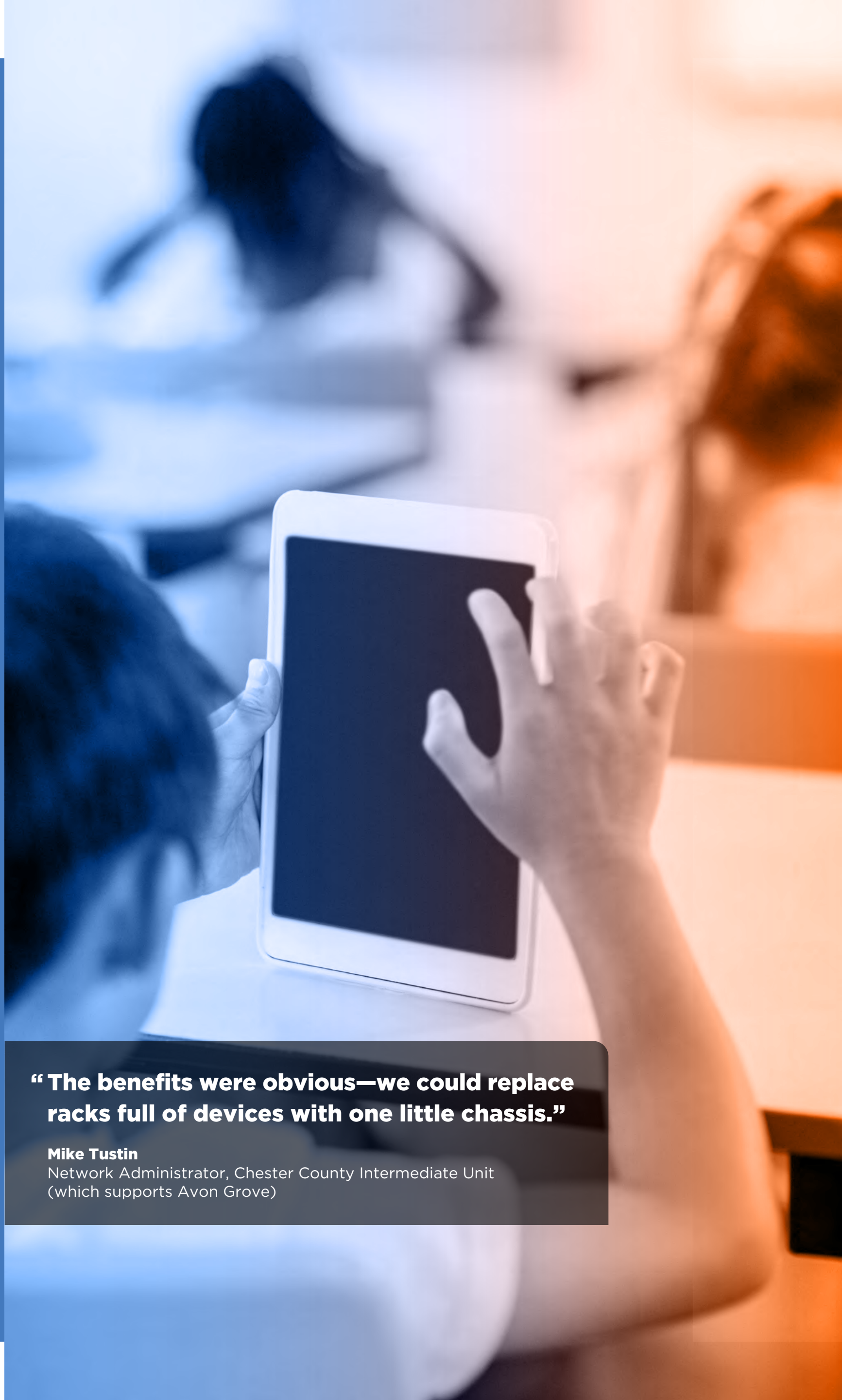
Challenge

Constrained by a traditional three-tier infrastructure, the Wharton School's IT team decided to move from traditional SAN blade storage to a hyperconverged infrastructure based on these key components:

- Nutanix Enterprise Cloud
- Dell XC730xd-12 appliances
- Nutanix Prism management

Wharton Benefits

The new infrastructure eliminated hundreds of hours formerly spent on SAN management and upgrades, giving the IT team more time to assist with new applications and services. For example, when dozens of faculty members set out to deploy individual Dropbox services, the IT team stepped in to establish a central, enterprise-caliber document exchange solution that adheres to corporate policies and makes everybody more productive.



“The benefits were obvious—we could replace racks full of devices with one little chassis.”

Mike Tustin
Network Administrator, Chester County Intermediate Unit
(which supports Avon Grove)

CASE STUDY

New Technology for K12 Education and Administration



Avon Grove School District serves more than 5,200 students at four schools in the Philadelphia region. Its IT organization is committed to driving innovation without losing sight of the big picture: empowering teachers to support student learning.

Challenge

The District's previous cloud-based DR solution was expensive, hard to configure, and required frequent fixes, taking up valuable time and hampering productivity for the IT staff.

Solution

The Avon Grove IT team decided to consolidate its administrative and disaster recovery systems onto a single hyperconverged platform that integrates compute, storage, virtualization, and networking in a full-stack solution. Nutanix AHV further simplified administration and has enabled the district to avoid escalating license fees.

Avon Grove Benefits

- One-click DR maximizes availability of critical district data and applications
- Single hyperconverged solution enhances manageability and performance
- Scalable architecture can grow and evolve to support future learning initiatives

[Read about Avon Grove School District](#)

CASE STUDY

University of California Gains Control Over Cloud Usage



UC San Diego

[Read about how the University of California took charge of a multi-cloud environment](#)

WHY NUTANIX FOR EDUCATION?

- Improve agility with a cloud platform that supports multiple hypervisors
- Enhance current hardware and software infrastructure—no need to “rip and replace”
- Mitigate risks through in-depth security for data, applications, and infrastructure
- Minimize downtime with redundant data storage and replication
- Maximize options with a hybrid multicloud environment
- Simplify administration with a unified management interface
- Deploy turnkey DaaS and VDI to maximize remote learning
- Keep pace with student learning by delivering IT resources when and where they’re needed
- Lower CapEx and OpEx costs with affordable and scalable cloud services

EXPLORE

[Nutanix Solutions for Education](#)

LEARN MORE

[Accelerate IT with Transformative Tech](#)
[Deploy secure, cost-effective virtual desktops](#)
[Simplify IT management while enhancing the learning experience](#)



HEALTHCARE

Vital Support for Clinical and Administrative Workloads

From transmitting electronic health records (EHRs) to enabling telehealth services, technology is critical to quality patient care. Routine clinical and administrative business processes are candidates for automation, and healthcare IT (HIT) professionals find themselves at the center of this opportunity. In addition to the perennial need to optimize core back-office systems, HIT pros are the keepers of a growing volume of data that is vital to patient care. They must vigilantly protect patient data records as mandated by HIPAA, HITECH, and other regulations, even as they make that data available for processing and analysis. Data security, data protection, and long-term data retention must be rigorously observed throughout the continuum of care.

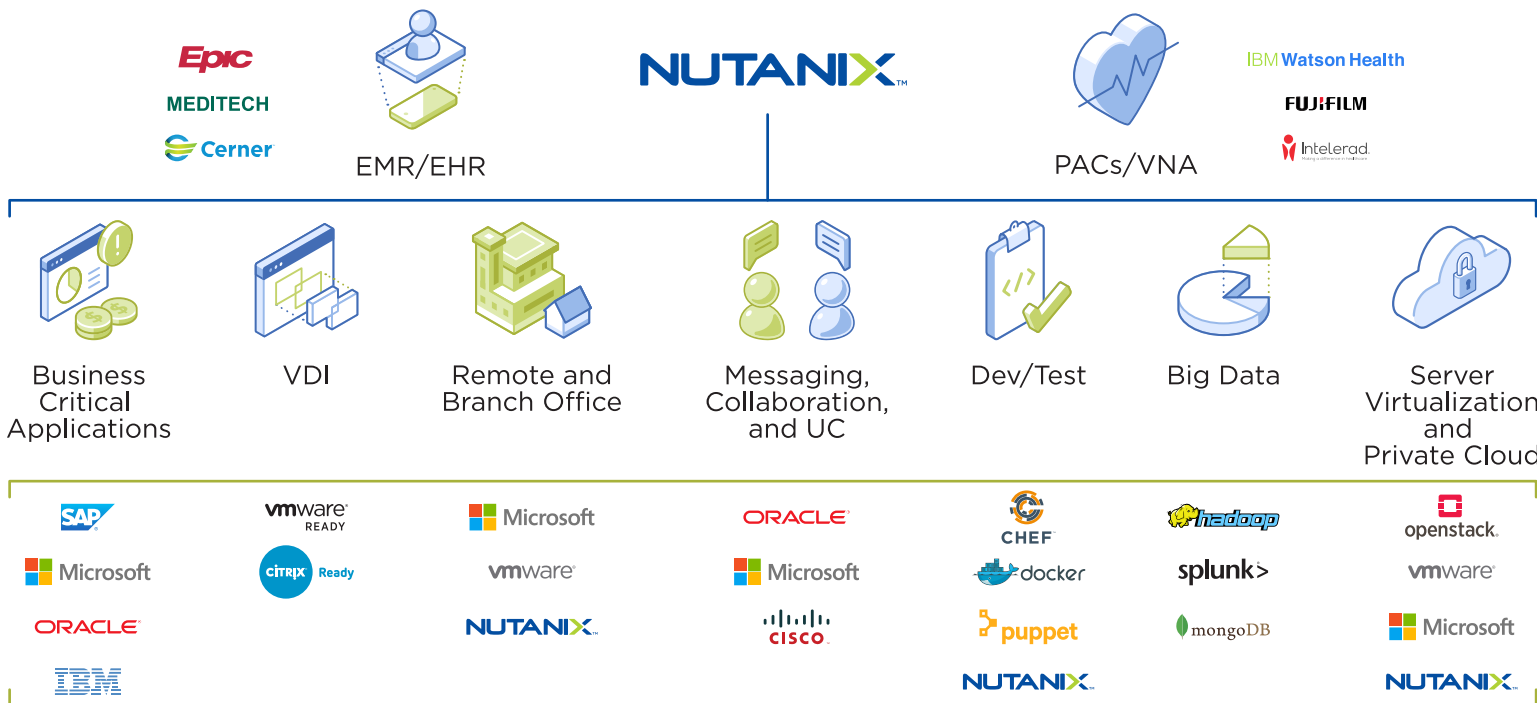
IMPROVE PATIENT OUTCOMES AND INCREASE CLINICIAN PRODUCTIVITY

From major hospitals and health networks to smaller clinics and outpatient facilities, a growing number of healthcare organizations rely on Nutanix Cloud Platform to improve the performance of their back office clinical, financial, and business systems and to facilitate a secure exchange of information among patients, payers, and providers. Nutanix enables these organizations to replace multiple racks of server and storage infrastructure with one hyperconverged appliance, augmented by unlimited cloud resources. Our hyperconverged infrastructure and cloud software solutions power secure and frictionless healthcare infrastructure that simplifies operations, so clinicians can focus on managing patient care outcomes rather than managing information.

WHY HEALTHCARE LEADERS PREFER NUTANIX

- Nutanix powers **responsive, high-quality healthcare services** via a hybrid cloud strategy that unifies the management of on-prem and cloud-based systems. In a recent Vanson Bourne survey, 94.5 percent of healthcare IT pros chose the hybrid cloud as their ideal operating model (source):
- Nutanix hybrid and multicloud** capabilities make it easier to extend healthcare services, data, and insights to the point of care, elevating the patient experience.

- Nutanix simplifies IT administration with **“one-click” application management** and **easy workload mobility** across public, private, and distributed clouds.
- Nutanix **desktop and application virtualization solutions** keep sensitive patient data information secure. Information remains in the datacenter and is not stored or cached on end-point systems. These solutions not only boost user productivity, but also dramatically reduce costs compared to desktop PC deployments.
- All Nutanix solutions are built on the industry’s most popular **hyperconverged infrastructure (HCI)**—a complete, 100% softwaredefined stack that integrates compute virtualization, storage, networking, and security to power any application, at any scale.
- Nutanix has forged **partnerships with leading healthcare technology suppliers** including Epic, MEDITECH, Cerner, McKesson, and IBM Watson Health to ensure easy integration and optimal performance of in-demand popular healthcare clinical applications and devices.



[2] [3] Nutanix powers modern digital solutions that facilitate smooth interactions among patients, payers, and providers.

CASE STUDY

Healing an Aging Infrastructure

Delaware Valley
Community Health, Inc.

Upgrading a traditional three-tier environment to Nutanix Enterprise Cloud has enabled Delaware Valley Community Health (DVCH) to unleash faster performance for all critical applications, including EHR, EPM, a patient portal, human resources information system (HRIS), population health management, and more.

The new infrastructure has also paid off in flexibility. When the COVID-19 pandemic emerged, DVCH had to suddenly accommodate remote employees and healthcare delivery services. Nutanix enabled the organization to shift 75 percent of its 310 employees to work from home in a matter of days, ensuring that all staff members remained fully employed.

[Read the case study about DVCH](#)

“We are using Nutanix for the server/backend virtualization and Citrix for the End User Computing experience. Our staff can meet or exceed their workload expectations, and see more patients per day. We were able to implement a full telehealth solution in a week. Nutanix was the best choice I made as a CIO.”

Isaiah Nathaniel

Chief Information Officer, Delaware Valley Community Health



“Everything can now be managed remotely from the same console, freeing up the IT team to be more proactive.”

David Sawyer
IT Technical Delivery Lead, Chesterfield Royal Hospital

CASE STUDY

More Timely Patient Services



By moving to the Nutanix Enterprise Cloud Solution, Chesterfield Royal Hospital has been able to immediately virtualize physical servers and gain the headroom it needs to scale its hospital-wide Patient Administration System. The healthcare institution was able to halve the number of equipment racks in the hospital data-center with consequent reductions in costs.

[Read the case study about Chesterfield Royal Hospital](#)

EXPLORE

[Nutanix solutions for healthcare providers](#)

LEARN MORE

[“Transforming Healthcare with an Enterprise Cloud”](#)

[“What’s Holding Healthcare Back from a True Digital Transformation?”](#)

[“Ten Reasons to Run EPIC on Nutanix”](#)

Nutanix Enterprise Cloud Index - How Healthcare Compares
[Nutanix Enterprise Cloud Index - nutanix-healthcare-eci.pdf](#)



MANUFACTURING



Accelerate **Smart Manufacturing** Initiatives

The story of manufacturing is a story of automation. Yet while yesterday's advancements centered on better shop-floor equipment and faster assembly lines, today's innovations are driven by data. Manufacturing companies need agile IT infrastructure to power new initiatives such as quality sensing and detecting, factory asset intelligence, and performance management. These and other Industry 4.0 projects require powerful digital technologies and a cloud-ready strategy.

Nutanix jump-starts productivity with the world's most sophisticated hyperconverged technology infrastructure (HCI), powered by a management framework that makes it easy to provision, scale, and update new applications. Nutanix Enterprise Cloud offers unified control over servers, storage, data protection, virtualization, and networking—with one click operations, built-in automation, and multicloud management.



mented Reality > Engine

CASE STUDY

The Nutanix Advantage for the Automotive Industry



WHY DO MANUFACTURING COMPANIES CHOOSE NUTANIX?

- **To implement agile manufacturing operations:** IT leaders are intent on reducing management complexity by consolidating information systems on a cloud-ready platform. Nutanix empowers IT administrators to orchestrate all apps from a central location, as well as roll out virtual desktop infrastructure (VDI) in remote facilities.
- **To improve manufacturing efficiency:** Delivering efficient and agile manufacturing operations requires adopting the latest digital technologies. Nutanix improves IT productivity with a versatile platform that brings innovation to engineering and operations teams, from design to production.
- **To accelerate smart manufacturing initiatives:** Smart industry initiatives such as quality detection, asset intelligence, and IoT generate immense volumes of data. Nutanix HCI supports high-performance databases that can grow and scale with the business.

[Read the Subaru case study](#)

“We have standardized on the Nutanix Enterprise Cloud systems as our IT backbone. The Nutanix platform is very stable and easy to scale.”

Manoj Tiwary
Director of Information Technology and Business Services,
Subaru Canada

“It’s a real time-saver to have just one platform to manage, as opposed to dealing with multiple servers and storage systems. Nutanix has streamlined our data center architecture—just a couple of boxes can handle all of our workloads.”

John Milic
IT consultant, Subaru Canada

CASE STUDY

Driving Change With Nutanix VDI



[Watch the video about Hyundai](#)

Hyundai, one of the world's largest car manufacturers, needed to improve the performance and availability of its critical business intelligence apps. They also wanted to deploy a virtual desktop infrastructure (VDI) that users could consume from anywhere, on any device.

Following the company's "virtual first" policy, Hyundai set out to migrate all its server workloads to Nutanix, including Microsoft SQL Server, Sharepoint, and Exchange.

The entire production environment is now running on Nutanix., and the entire production environment fits in less than 6 IU—a small fraction of the previous infrastructure. And because Nutanix allows customers to deploy workloads incrementally, if Hyundai needs more workloads, they can simply deploy more blocks.

“Nutanix customer support is great. We get a response within 15 minutes of logging a support request. Plus, deployment is fast: It used to take hours or days to provision servers. Now it takes minutes.”

Kawa Farid
Director, Infrastructure and Ops, Hyundai Australia



“Technology is the foundation of everything we do—IoT devices, networking, internet—everything is connected. Our bikes are as technologically advanced as possible, and it’s all powered by Nutanix. We’ve seen new efficiencies in deploying and maintaining and administering the environment... What used to take three employees to manage now takes one.”

Brian Oamek
Senior Enterprise IT Architect, Trek Bikes

CASE STUDY

Bicycle Manufacturer Deploys Flexible Cloud Infrastructure



[Watch the video about TREK](#)

Trek has always been an industry innovator, from developing the first carbon fiber bicycles to transforming its retail distribution network. Trek wanted to achieve the same level of control in its IT practices as it has achieved in its manufacturing operation. The internal IT team worked with Nutanix to virtualize the technology infrastructure and deploy a hybrid cloud. Trek now uses Nutanix to run all its mission-critical workloads, including its ERP system, BI apps, manufacturing applications, and product life cycle management software, maximizing efficiency and eliminating manual administrative tasks.

EXPLORE

[Nutanix Solutions for Manufacturing](#)

LEARN MORE

Watch the [Smart Manufacturing video](#)

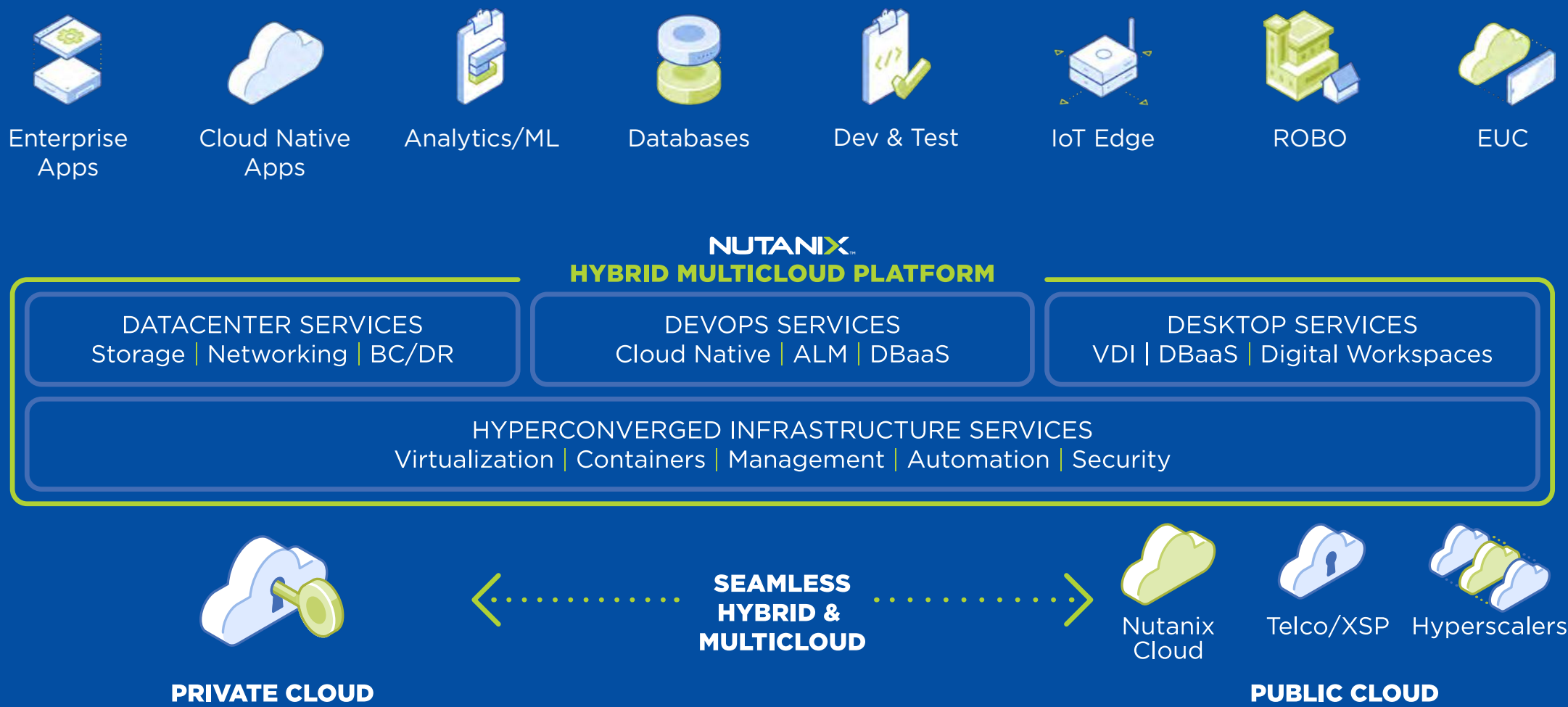
Read the [Definitive Guide to Emerging Technologies in Manufacturing](#)

Create a [Digital Supply Chain](#)

Nutanix has the **Technology Solutions You Need**

Regardless of your industry, Nutanix can help you deploy a scalable software platform that spans multiple types of hardware, hypervisors, and clouds. You're free to choose the best infrastructure for your specific applications and business needs. Because this infrastructure is software-centric, it can be easily ported among many different technology platforms, allowing you to preserve your existing investments. Applications, data, and VMs can be moved from private to public clouds without translation or re-tooling, maximizing your options for the future.

Explore [Nutanix Solutions](#) **to learn how to become a technology leader in your industry.**



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Visit **[nutanix.com/solutions](https://www.nutanix.com/solutions)**

Footnotes:

^[1] "Understanding Cloud Adoption in Government" (<https://www.gartner.com/smarterwithgartner/understanding-cloud-adoption-in-government/>)

^[2] The Nutanix Cloud Platform, Second Annual Report 2019 Enterprise Cloud Index Report ([nutanix.com](https://www.nutanix.com))

^[3] Nutanix Economic Cloud Index - 2019 Nutanix Enterprise Cloud Index - 2020

^[4] Nutanix Tweet: <https://twitter.com/nutanix/status/1253398314076254208>

^[5] EDUCAUSE COVID-19 QuickPoll Results