

The Situation

Hallmark Tubulars has been in business for 40 years, providing premium OCTG, linepipe, and field running services to support the Canadian energy industry. Keeping current with IT trends is necessary to best serve Hallmark Tubulars' needs, as well as those of its customers. Dave Riesen runs a one-person IT department, so implementing the best trends and solutions make his life easier as well. But sometimes when it comes to the newest solutions, there's more than meets the eye—and in this case, migrating to the cloud wasn't as ideal as Hallmark expected.

The Problem

- Cost estimates for moving to the cloud **did not account for growth**
- Budget projections assumed they **wouldn't actually use the servers**
- Hallmark had **already started their journey to cloud-based infrastructure**

Nutanix to the Rescue

Reasons **Hallmark** chose Nutanix:

- **Successful track record** and stability
- Xi Leap allows Hallmark to **replicate servers every two hours without disruption**
- An **innovative UI approach to design**

The Impact

- **Alerts lets them investigate problems before an emergency happens**
- Went from 13U to 3U in server rack, **a significant savings in both space and power**
- **Updates take only a fraction of the time** they used to take

After migrating Hallmark's servers, Dave added some extra layers to enhance network security and made improvements to VPNs. This choice led to immediate benefits; right after the switch, the shift to more remote work required additional bandwidth. Hallmark initially established a hybrid situation where VMware and Nutanix ran simultaneously but they were so confident in their new solution that they ended the hybrid setup after about a month. Walking back from their cloud deployment was worth it. Nutanix ended up being the choice that everyone could get behind.



Dave Riesen
IT Manager, IT
at Hallmark Solutions

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While there were some other hyperconvergence solutions on the market, none of these had the track record and stability of Nutanix.

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I doubt the rest of our staff appreciates the hard work that Nutanix does in the background, but I do. Now that my tasks are faster and easier, my load has definitely gotten lighter.



Dave Riesen
IT Manager, IT
at Hallmark Solutions

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