

The Customer

Huhtamaki is a \$3 billion flexible packaging enterprise. You've probably used one of their products in your day-to-day life. In their 100 years of success, product quality has driven customer confidence. Prior to his tenure at Huhtamaki, though, Udit Pahwa experienced a dip in the confidence of his IT infrastructure. A production server running many systems slowed and eventually crashed. With 5 different vendors contributing to its deployment, getting it back up and running was a nightmare. Little did he know, the HCI solution he found would benefit him across companies.

The Challenge

- Production server hosting many important systems—including their ERP—simply died
- 60-hour outage meant 3 days passed before the team could leave the office
- Confidence was irrevocably shaken—there was no way to continue with this infrastructure

The Solution

Reasons **Huhtamaki** chose Nutanix:

- A 30-minute meeting with a Nutanix salesperson lasted 2.5 hours—and changed everything
- Even without any foothold in India at the time, Nutanix's all-in-one solution won out
- Building the business case was a team effort—Nutanix helped Udit build multiple journeys

The Impact

- Power and deployment cost decreased by 85%
- Cost of infrastructure management decreased by 95%
- Service availability is now at 100%

When you need to find a solution for a problem, having prior experience is key. For Huhtamaki, Udit's previous usage of Nutanix was serendipitous. His knowledge, and technology, were a perfect combination. They've seen improvements in every operational metric, simplified day-to-day operations—all while reducing costs. Internal confidence is sky high, and climbing.



Udit Pahwa
Head - Information Technology
at Huhtamaki PPL Ltd.

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With the Nutanix platform, we were able to reduce the provisioning of resources down to one single screen provided by Nutanix, called Prism Central. It cuts the entire workload for skilled resources into a single solution.

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Since we implemented Nutanix, our internal confidence in this solution has skyrocketed, much like our return on investment. The overall business impact is highly positive, as our total cost of ownership analysis made so clear to us all.



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