

## The Situation

**Structured** offers a wide range of IT solutions from security to storage. A ratio of on-staff engineers to sales professionals of 3:1 provides a focus on engineering that is second to none. Leveraging the latest technology is another major focus for the organization. However, with some internal infrastructure reaching its end-of-life stage, that focus was not flawless. A quick, partial upgrade was one option, but would likely result in more upgrades down the road. With so many needs at once, a more extensive upgrade was the better option.

## The Problem

- Servers and storage arrays in production and test environments **were near end of life**
- Data center processes were convoluted—**patchwork of solutions caused delays and confusion**
- Backup and recovery processes **desperately needed streamlining**

## Nutanix to the Rescue

Reasons **Structured** chose Nutanix:

- Structured had access to *the* **names in hyperconvergence**
- Nutanix's self-contained platform meant **no secondary software was necessary**
- Nutanix's inclusion of Acropolis Hypervisor in the package **was a welcome addition**

## The Impact

- The installation process was seamless—production environment was **migrated in “stealth mode”**
- A consolidated system **increased efficiency and reduced complexities**
- Updates and backups **can be performed on the fly**

Zero downtime, a reduced air conditioning bill, and minimized cable clutter are just icing on the hyperconverged cake. With all these upgrades to their data center, Structured is primed to lead by example—and recommend hyperconverged solutions. Streamlining their data center will help them build even more for their customers.

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**BILL TRACY**  
Vice President, Technology  
Solutions at Structured  
Communication Systems, Inc.

**Structured** is an award-winning solution provider delivering secure, cloud-connected digital infrastructure. For nearly 30 years, they've helped clients through all phases of digital transformation by securely bridging people, business, and technology.

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Nutanix includes Acropolis Hypervisor as part of its package. In a hyperconverged environment, having to buy a separate hypervisor is the equivalent of having to buy a third-party web browser for a desktop or mobile OS. It feels like we're back in the 1990s.

Instead of using different systems to do separate storage array, server, operating system, and hypervisor updates, our engineers can make all of these changes within Nutanix.

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**BILL TRACY**  
Vice President, Technology  
Solutions at Structured  
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**Bill** oversees selection, sales, and support of Structured's offerings. He plays a pivotal role in assessing business requirements for emerging technology platforms, presenting applicable technologies for sale, and providing a high-level architecture of the solution sets Structured offers. **Bill** has been a vital part of the Structured team for more than 14 years.