

The Situation

Residential Design Services (RDS) is an industry leader in residential design, partnering with builders in 11 states. They offer homebuyers a brilliant interior design experience, while delivering outstanding quality products, installations, and service. Although they use software to design interiors, the bulk of their computing involves invoicing, assembling quotes, responding to RFPs, and running the business side of their operations—but it was clear that their old system was no longer up to the task.

The Problem

- Their data center was a mess of **obsolete hardware that was running low on capacity**
- **Backup and recovery were non-existent**
- There was a **90-day deadline to completely overhaul the network**

Nutanix to the Rescue

Reasons **RDS** chose Nutanix:

- Nutanix offered **increased speed and capacity**
- They provided **room to grow and an easy-to-manage environment**
- They had a **clear vision for the future** of their product
- Nutanix alerts would help the team **address problems before they escalated**

The Impact

- **Database I/O went from a crawl to warp speed**
- The team can **monitor trends, reallocate resources, and plan future expansion**
- They can **get more done with less training**
- Moving to AHV **saved \$150,000 in VMware licensing fees right away**

It seemed as if RDS was betting the farm on Nutanix, but it was a low-risk gamble. Once they deployed Nutanix and saw that everything was going smoothly, they were able to look at ways of improving their new production environment, such as replacing their ERP. The team was also able to move to AHV before a series of M&As saw them triple their user base, and they've saved a total of \$500,000 in VMware licenses as a result. RDS knows that as long as they have Nutanix, they can continue to grow without missing a beat.



Stephen Balman
Director of IT at
Residential Design Services

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...since we switched to AHV before we tripled our size, we've probably saved a total of \$500,000 in VMware licenses.

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There are few sure things in life, but if I had to bet on IT infrastructure once again, I wouldn't hesitate anymore. I would go all in and wager everything on Nutanix.



Stephen Balman
Director of IT at
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