

The Situation

Embracing a cloud-first strategy often requires transforming an entire IT approach, and [Zycom Technology Inc](#) has been helping clients through those transformations for more than two decades. When they saw the IT industry increasingly adopting software-defined storage, however, they turned the spotlight on themselves to find an appropriate solution. Even though the technology was the way forward at the time, they had to disrupt their business model to embrace innovation.

The Problem

- **Reduced product pull resulted in \$21,000 less** in additional contracts per sale
- Tier III infrastructure for VDI **introduced latency and increased SSD requirements**
- It was **impossible to easily configure and maintain VDIs**

Nutanix to the Rescue

Reasons **Zycom** chose Nutanix:

- [Shadow Clones](#) allows the **distributed caching of virtual discs** across nodes
- [Nutanix Prism](#) provides **managed customer support for 33% less than Tier III environments**
- Accelerated **backups and disaster recovery**
- **Robust management features** that for optimizing storage

The Impact

- **Reduced latency by 72%** over traditional Tier III VDI architecture
- Engineers **no longer need extensive training**
- Able to provide managed customer support for **33% less than Tier III environments**
- Nutanix solutions represent **nearly 30% of their business**

Zycom needed a platform that supported multiple hypervisors for easy configuration and maintenance of VDIs. They were also looking for robust management features that allowed them to optimize storage. In Nutanix, they found everything they needed. The team at Zycom didn't plan on moving their data center to Nutanix, but once they saw the gains their clients were making, they decided to migrate their internal infrastructure over to Nutanix as well. Together, Nutanix and Zycom are helping companies—themselves included—overcome the limitations of traditional IT infrastructure.



Terry Buchanan
Vice President Technology & General
Manager at Zycom Technology Inc.

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Eliminating latency wasn't the only benefit of Nutanix. Its ease of use and speed of deployment were astounding.

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There is almost too much information out there, and whether we're governments, multinationals, SMBs, enterprises, or solopreneurs, we all have to find a way to filter through the data in order to thrive. I see the Nutanix platform and its extensibility as a way to sort through the clutter.



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