

## The Situation

Situated on Mount Desert Island, [MDI Hospital](#) is a small, critical-access hospital that's part of a collective of seven independent hospitals across Maine. They serve residents of Mount Desert Island as well as the residents of many other islands off the coast of Maine. As is the case with many small hospital facilities, MDI was running legacy systems and they were running out of storage. They wanted to upgrade to Nutanix, but assumed the cost was too high. Spoiler alert: they were wrong.

## The Problem

- Old **equipment was slow and unreliable**
- Their “quick fix” left them with **no disaster recovery**
- Increasing limitations and **declining service levels of previous vendor**
- **Thought it was too expensive** to move to HCI

## Nutanix to the Rescue

Reasons **MDI** chose Nutanix:

- **Intuitive dashboard**
- Nutanix **cost less than what they were paying** for SimpliVity
- **Amazing support**

## The Impact

- Faster system **enhances workflows and improves the user experience**
- Citrix VDI environment on Nutanix means **users can bypass old, slow equipment**
- Getting a **much higher ROI** than they ever thought possible

The MDI team spoke to a lot of people about Nutanix, and just about everyone said that Nutanix was too expensive for a small hospital like MDI. When they found out that Nutanix would save them money, they jumped ship straightaway. Everything runs much faster now, which they expect will have a ripple effect on everything, especially access to EMRs. They hope to have migration completed by the end of 2020 and are excited to explore even more Nutanix solutions, like [Nutanix Files](#). They were speeding down a dead-end road with their old infrastructure, and Nutanix turned the car around. Now, they can go in any direction they want.



**Tom Mockus**  
Director of Information Technology  
at MDI Hospital

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“

I feel like we have a true partner in Nutanix. I know and like our reps, who reach out to me regularly to check in on our status and progress. I've never had that before, and it makes a huge difference when it comes to my confidence in our solution.

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We knew Nutanix was far better than its competitors and the fact that it's actually less expensive means we're getting a much higher return on investment than we thought possible.



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