

# ACICO Group Lays Foundation for Success by Standardizing on Nutanix Cloud Infrastructure

## About ACICO Group

**Industry:** Manufacturing  
**Geo:** EMEA  
**Website:** <https://www.acicogroup.com/>

## Applications

- Microsoft Dynamics AX
- Microsoft SharePoint

### Products:

- [AHV Virtualization](#)
- [Nutanix Cloud Infrastructure \(NCI\)](#)

### Solutions:

- [Business Critical and Enterprise Apps](#)
- [Private Cloud](#)

## Ready to get Hands-On?

Take a Test Drive

# Kuwait's Largest Building Materials Manufacturer Has Seen Business Efficiency Soar while IT Costs Plummet Following Nutanix Migration

## Overview

The Middle East construction sector is booming and as a leading materials supplier to the region's many iconic projects, ACICO Group runs its manufacturing operations like a well-oiled machine. As is now the case across industries, IT plays a pivotal role in enabling this. So, when the Group's IT team saw that the complexity of its server, storage and network infrastructure was beginning to place the efficiency of its operations at risk, they got on the front foot and migrated to Nutanix.

## Key Results

**Improved business performance**  
Near-zero downtime and enhanced

**Enhanced application performance**  
Mission-critical applications like Microsoft

**Reduced IT OpEx and footprint**  
Operational costs have reduced by 35%

performance have yielded 30% business performance improvement

Dynamics AX and SharePoint have seen 45% performance improvements

while the datacenter footprint has shrunk by 85%

“Simply put, Nutanix is the best thing that’s ever happened to our infrastructure, ensuring peace of mind and restful nights for my team.

**Abdul Kadir Kothi,**  
IT Infrastructure Manager, ACICO Group

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## Challenge

ACICO Group is one of the Middle East’s largest building-materials manufacturers for residential, industrial, commercial, and institutional projects. In a sector that is notorious for costly project overruns, the Group has established itself as a supplier-of-choice for bespoke, hassle-free building solutions, delivered in a time-efficient manner.

The core applications that enabled this highly-valued efficiency – Microsoft Dynamics AX, SharePoint and others – all ran on a complex mesh of interconnected solutions that sprawled across the company’s data center. “We had three critical dependencies – the fiber, the servers, and the storage – each of which had an independent technology provider. Troubleshooting was plagued by finger pointing, and pinpointing any issues arising from the physical devices was highly intimidating,” said Abdul Kadir Kothi, IT Infrastructure Manager, ACICO Group.

## Solution

These shortcomings impacted operational efficiency and constrained the Group’s ability to expand and capitalize on the tremendous opportunity that the region’s ongoing construction boom presented. So Kothi and his team began looking for a solution, and from the onset were convinced of the value that Nutanix could deliver.

“Since reducing complexity and manageability challenges were the impetus for this undertaking, we prioritized having a single vendor we could trust implicitly. Being the hyperconverged infrastructure pioneer made Nutanix the clear front runner,” said Kothi.

## Customer Outcome

### Power-Packed Package

Following the migration, the reduction in complexity that the ACICO Group was aspiring towards was immediately evident in the physical footprint of the Nutanix solution. Where its legacy infrastructure previously occupied 42U, today this is scaled down to just 6U. “Don’t let the size fool you though. Nutanix has packed incredible power into this small footprint, and we’ve been especially impressed by how incredibly well their AHV hypervisor is tuned to run on this hardware,” said Kothi.

### Operational Efficiency Soars

This perfect blend of hardware and software from a single vendor has meant the Group’s troubleshooting issues are a thing of the past.

“Instead of a barrage of emails to multiple stakeholders, now we have just a single, reliable point of contact. Simply put, Nutanix is the best thing that’s ever happened to our infrastructure, ensuring peace of mind and restful nights for my team,” said Kothi.

The cost-effectiveness of Nutanix’s solution, combined with the reduced effort for management of the Group’s IT infrastructure has resulted in a 35% reduction in operational costs.

### Stellar Support

Offering an example of the ‘exceptional quality’ of Nutanix’s support, Kothi said, “We once had a motherboard failure on a server, an unfortunate incident but something that does happen from time to time. Nutanix had the new box replaced in our rack in under 24 hours. I never imagined this was possible, and it was an outcome that exceeded our wildest expectations. As a result, we didn’t have even a minute of downtime, and this is the kind of confidence that is critical in our labor intensive 24x7 operations.”

Elaborating on another instance where Nutanix ‘saved the day’ for his IT team, Kothi said, “Just this week we had a disaster with SharePoint. But thanks to Nutanix snapshots – a feature I didn’t see in any of the other solutions we evaluated – we were able to restore all the servers in under 30 minutes.”

### Benefits to Business Performance

Since standardizing on Nutanix, the performance of mission-critical applications such as Microsoft Dynamics AX, the Group’s resource-

intensive ERP solution, have soared by up to 45%. Kothi estimates that this high performance and ability to ensure non-stop operations has helped improve the Group's business performance by an impressive 30%.

"Ultimately, that's what it's all about – IT in service of the business, and that is precisely what Nutanix empowers us to deliver," said Kothi.

## Next Steps

Kothi's praise for Nutanix is matched only by the ACICO Group's ambitions and appetite for growth. "We are in a period of rapid growth and given our complete faith in Nutanix, we are now looking to further our investment with the expansion of our infrastructure," he said.

"We are confident that their combination of market-leading technologies and world-class support will continue to give us an edge that keeps ACICO Group at the forefront of the region's construction industry," Kothi concluded.