



Sponsored by:
Nutanix and Dell

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Business Value Highlights

Average five-year ROI:

510%

Five-year discounted benefits per organization:

\$7.85M

Five-year TCO savings:

58%

Payback period:

7.5 Months

Storage deployment (faster):

85%

Management of Nutanix environment (less time):

71%

Reduction in unplanned downtime:

99.7%

Quantifying the Business Value of Nutanix Solutions

EXECUTIVE SUMMARY

Years of IT infrastructure advancements have helped to drive out vast amounts of costs within the datacenter. Technologies like server and storage virtualization, data deduplication, and flash-based storage systems (to name just a few) have contributed to improvements of utilization rates, performance, and resiliency for most organizations. Unfortunately, organizations still struggle with deeply rooted operational inefficiencies related to IT departments with silos of technology and expertise that lead to higher complexity, limited scalability, and suboptimal levels of agility. The recent tectonic shifts caused by the rise of 3rd Platform applications that focus on social, mobile, cloud, and big data environments have amplified the pains associated with these structural inefficiencies. These environments require new levels of scale, automation, and agility that do not align well with the current practice of independently buying and managing discrete datacenter resources. Thus we see an increasing number of companies deploying integrated systems as a way to gain additional operational benefits provided by standardized systems, centralized management, and increased levels of automation. Companies have several architectural choices when deploying integrated systems, but the fastest growing is known as hyperconverged infrastructure. Hyperconverged solutions provide a new level of convergence through a cluster of shared nothing, industry-standard systems that utilize software-defined storage constructs to abstract and pool all resources, which are then dynamically provisioned for all storage and compute services.

IDC's interviews with organizations using Nutanix hyperconverged infrastructure solutions to run key business applications highlighted the value they are achieving with these hyperconverged solutions. IDC projects that, on average, these organizations' use of IT solutions powered by Nutanix software will yield total five-year discounted benefits worth \$7.85 million and a return on investment (ROI) of 510% by:

- » Serving as a cost-effective and incrementally scalable infrastructure
- » Offering an efficient IT infrastructure platform that simplifies infrastructure deployment, management, and troubleshooting
- » Providing a highly resilient infrastructure that supports the business with minimal downtime
- » Enabling the business and users with greater IT agility and scalability, faster time to value, and improved performance of key business applications