

# Migration from Legacy VMware Systems to Distributed Hybrid Infrastructure



The evolving landscape of VMware licensing, following its acquisition by Broadcom, is prompting organizations to actively explore alternative solutions. Challenges associated with this transition, including escalating costs, increasing complexity, and vendor uncertainty, are creating a significant impetus for digital transformation initiatives. Embracing a hybrid multi-cloud platform offers a strategic pathway for organizations to simplify their infrastructure, regain operational control, and accelerate innovation, effectively transforming potential disruption into a competitive advantage.

## What We Offer

Persistent as a GSI Partner authorized to deliver Nutanix as a Managed Service, provides a comprehensive solution for organizations seeking a seamless transition from VMware to Hyper-Converged Infrastructure (HCI). Our fully managed service employs a structured approach:

- A thorough assessment of the existing compute and storage environment, utilization patterns, VM deployments, and their interdependencies, leveraging tools such as Nutanix Collector and RV Tools. This assessment helps present an initial business value proposition to organizations.
- Development of a comprehensive migration strategy, including detailed end-to-end migration runbooks.
- Phased migration services – Execution of migration runbooks, ensuring a smooth and low-risk transformation and the deployment of the Nutanix HCI platform across data centers and edge locations.

## Why Nutanix?

The Nutanix platform delivers seamlessly integrated hyperconverged infrastructure by converging computers, storage, and virtualization resources, thereby eliminating complex infrastructure silos and the burden of costly traditional licensing models. This unified architecture, coupled with built-in management and automation capabilities, not only facilitates a smooth and efficient migration process but also provides a future-proof foundation for business growth and ongoing innovation.

Nutanix solution offers the following features:



### Enterprise Cloud Platform

- Provides public cloud agility across hybrid and multi-cloud workloads.
- Delivers a complete portfolio of solutions to run any application, anywhere with license portability (across DC – Edge – CoLo – Public Clouds).
- True consolidated management plane, no Appliance Sprawl and associated management.



### Operational Simplicity

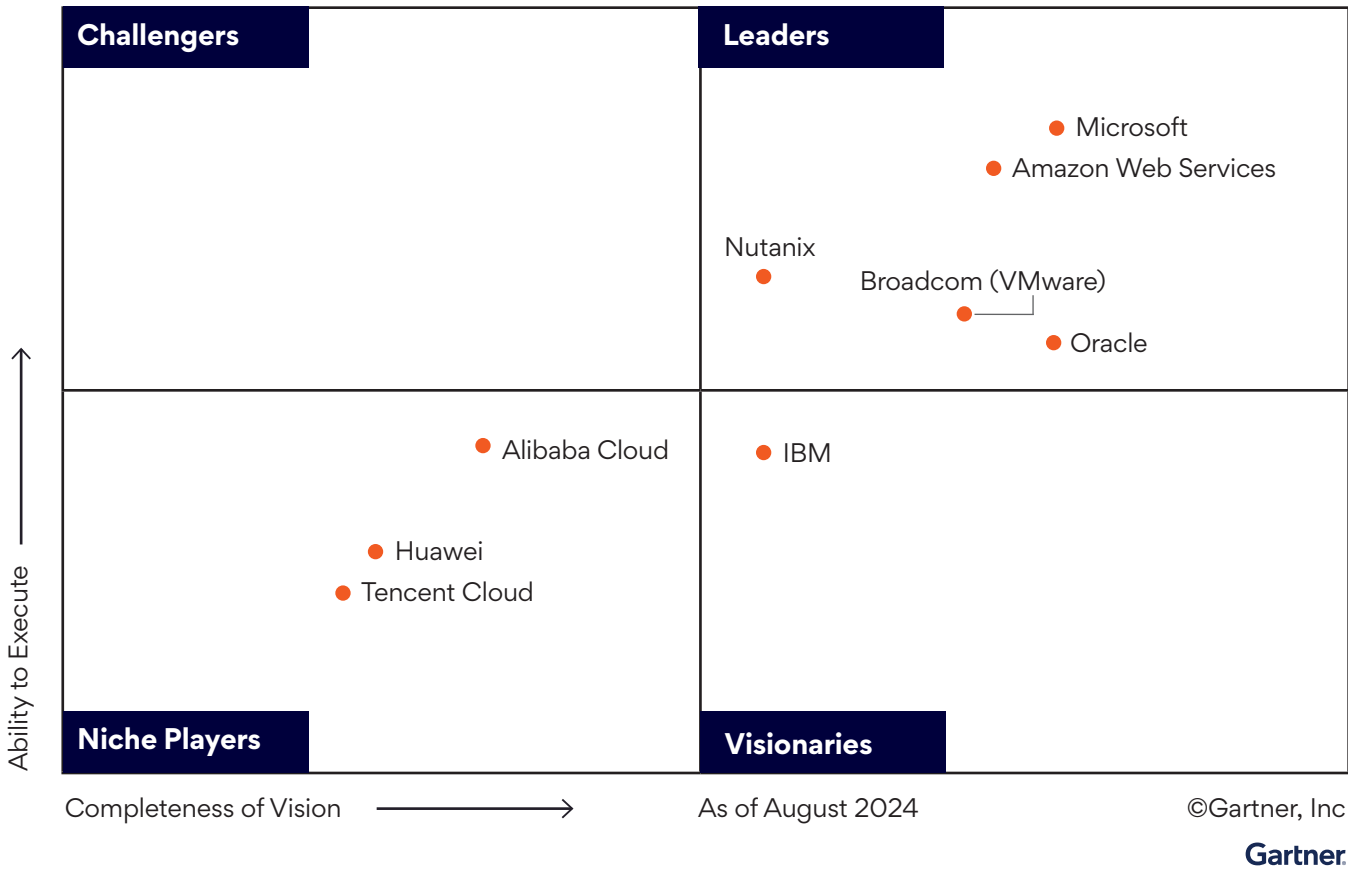
- Reduces the siloed infrastructure, interdependency mapping and management consoles.
- Offers built-in services including native file and object services, block storage capabilities, and containerization (K8s).
- Integrates automation, database-as-a-service (DBaaS), and backup workflows natively.



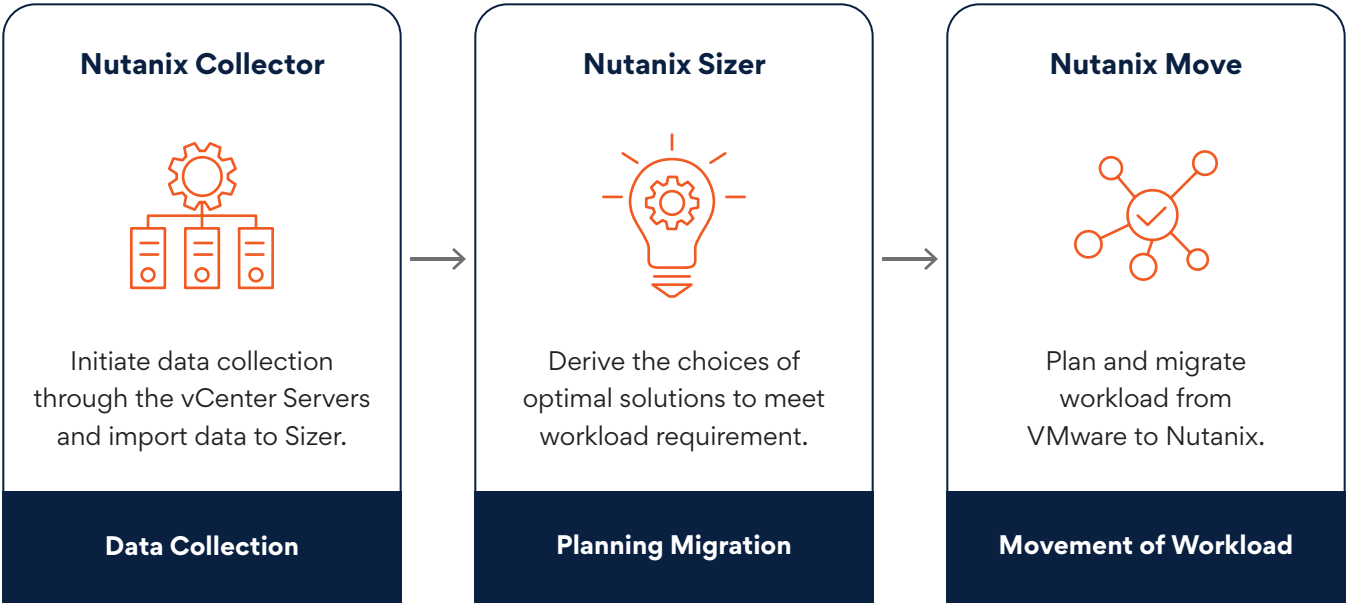
### Freedom and Choice

- Supports popular hypervisors including ESXi and AHV.
- Supports hardware infra like HPE, Dell, Cisco, Lenovo, etc.
- Runs anywhere across private and public clouds (AWS, Azure and GCP)

Nutanix named a leader in 2024 Gartner Magic Quadrant for Distributed Hybrid Infrastructure. Nutanix is recognized for its vision and execution.



**Nutanix Tools**



## Value to Customer Exec Leadership

### CIO

- Faster Time to Market: **8X**
- Faster Cloud Migration: **60%**
- Reduction in Unplanned Outages: **97%**

### IT Department

- Faster VM Provisioning: **42%**
- Efficient Management: **58%**
- Helpdesk Efficiency: **52%**

### CTO

- Faster App Dev: **27%**
- Productive Developers: **19%**
- Faster Feature Rollout: **9%**

### CFO

- OPEX Reduction: **60%**
- Less Expensive by 3T (over 5 years): **35%**
- Lower TCO than Cloud-Native: **45%**





## Benefits

### Financial Services

- 20% reduction in data center footprint cuts energy consumption costs.
- 16% efficiency increase frees IT personnel from time-consuming management tasks.
- Strengthened business continuity with instant failover capabilities.

### Healthcare

- Less time spent on administration and faster actions.
- Access to vibrant ecosystems to automate processes.
- Nutanix can act as a bridge between on-prem and Azure cloud deployments.

### Retail

- Can manage its infrastructure through simple clicks, preventing system failures in advance and tracking issues.
- Since deployment, IT has been stable to manage 10x burst in transactions.

### Manufacturing

- Increased business agility due to accelerated business operations.
- Cost savings from a predictable and secure deployment model.
- Risk reduction via granular visibility and control.

## About Nutanix

Nutanix is a global leader in cloud software and hyperconverged infrastructure solutions. Nutanix redefines enterprise IT with a next-generation cloud platform, helping businesses break free from legacy complexity and unlock new levels of speed, scalability, and efficiency.

Learn more at: <https://www.nutanix.com/>

## About Persistent

Persistent Systems (BSE & NSE: PERSISTENT) is a global services and solutions company delivering Digital Engineering and Enterprise Modernization to businesses across industries. With over 24,500 employees located in 19 countries, the Company is committed to innovation and client success. Persistent offers a comprehensive suite of services, including AI-enabled software engineering, product development, data and analytics, CX transformation, cloud computing, and intelligent automation. The Company is part of the MSCI India Index and is included in key indices of the National Stock Exchange of India, including the Nifty Midcap 50, Nifty IT, and Nifty MidCap Liquid 15 as well as several on the BSE such as the S&P BSE 100 and S&P BSE SENSEX Next 50. Persistent is also a constituent of the Dow Jones Sustainability World Index. The Company has achieved carbon neutrality, reinforcing its commitment to sustainability and responsible business practices. As a participant of the United Nations Global Compact, Persistent is committed to aligning strategies and operations with universal principles on human rights, labor, environment, and anti-corruption, as well as take actions that advance societal goals. With 327% growth in brand value since 2020, Persistent is the fastest-growing IT services brand in the 2024 Brand Finance India 100 Report.

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