

# Global Retailer Reduces Costs Massively with HyperCloud

Enterprise Cloud-as-a-Service replaces hyper-converged infrastructure



HyperCloud Enterprise Cloud-as-a-Service enables IaaS with high performance, massive scalability and built-in IT governance and control to simplify application delivery and reduce costs

## Customer Overview

Customer has a huge worldwide market presence with 2,300 stores in 33 countries. To help meet their business needs across such a large geographic footprint, the customer was an early adopter of hyper-convergence and supported a very large multi-site deployment of Nutanix and VMware which was the operating environment for almost all internal applications and databases throughout the organization.

## Customer Challenges

**Complexity.** Provisioning of services was not simple and it lacked application-centricity since the solution was infrastructure-centric. Much like other private cloud solutions, customer has to integrate, build and test out all the platform and application service themselves, which is complex and delays time to value for IT and the business

**Costs.** Customer was facing enormous software and support renewal cost and wanted to reduce the overall CapEx and OpEx associated with their infrastructure

**Performance.** As the customer scaled their environment, the existing solution was unable to keep up with the performance requirements. As a result, business productivity was suffering

**Scalability.** The hyper converged infrastructure solution was unable to scale linearly with the increasing demands of their applications, requiring more nodes and therefore greater capital expenditure

**Lack of integrated networking.** Lack of integrated networking was a major source of frustration since the customer needed to provision networking separately from the core infrastructure

## Why HyperCloud Enterprise Cloud-as-a-Service

HyperCloud Enterprise Cloud-as-a-Service is a full stack on-premises cloud service for the enterprise. It includes application, platform and infrastructure services tightly integrated with its infrastructure fabric built on industry-leading platforms for virtualization, compute, storage and networking. All this is

## HIGHLIGHTS

- **Industry:** Retail
- **Size:** 2,300 stores in 33 countries
- **Revenue:** \$4B
- **Problems:** Lack of performance and scale, increasing software and support costs
- **Solution:** HyperCloud Enterprise Cloud-as-a-Service that delivers high performance IaaS, linear performance scaling and full-stack solution with governance and control
- **Benefits**
  - Massive cost reduction from Nutanix
  - Linear performance scaling with QoS
  - Rapid network provisioning
  - Cost control by eliminating resource wastage
  - Complete IT governance over user workflows
  - Consumption economics

delivered in a purely consumption model, just like a public cloud but within the data center.

**Consumption model.** With HyperCloud, customer moved away from large-scale budget allocations to a consumption-based approach. Since HyperCloud delivers a complete cloud service, customer no longer has to buy infrastructure separately and integrate multi-vendor point solutions to complete the IT stack


**Simplicity.** HyperCloud is really simple to install. With integrated networking, the customer does not need to rely on additional networking capacity to deploy the solution


**Performance.** With a high performance IaaS, HyperCloud can scale linearly as customer requirements increase for applications. HyperCloud IaaS is based on an all-flash storage infrastructure that delivers exceptional performance for throughput and latency allowing the customer to deploy a wide range of applications – both existing and new


**Integrated networking.** HyperCloud has integrated networking with 10G interconnects and 40G uplinks. This eliminates bottlenecks and delays in provisioning since customer has a dedicated, highly available network for its infrastructure fabric


**Quality of Service (QoS).** For the various customer applications, HyperCloud also provides fine-grained performance controls like QoS on its infrastructure fabric that comprises all-flash storage. It is not just best-effort like public cloud services. This means IT can deliver performance guarantees to applications based on specific requirements


### Benefits of HyperCloud Enterprise Cloud-as-a-Service


 **Massive cost reduction:** With HyperCloud, customer had a massive cost reduction with the deployment of Enterprise Cloud-as-a-service; \$50K per hyper-converged node from Nutanix. The customer no longer has to pay for software and support services separately, costs that can become prohibitive as the business continues to grow

 **Linear performance scaling:** HyperCloud IaaS was able to scale linearly to help meet the performance needs for applications. With QoS, HyperCloud allows SLA-based performance delivery for SQL and a host of other applications that were previously running on Nutanix. HyperCloud IaaS is highly efficient and delivers higher network bandwidth, utilization and overall resiliency for applications

 **Rapid provisioning:** HyperCloud IaaS provisioning includes the networking fabric. This integrated approach eliminated several additional network provisioning dependencies, allowing the customer to minimize the time taken to use HyperCloud for production

 **Resource sprawl avoidance:** HyperCloud prevents sprawl of resources like VMs and containers by tracking and automatically removing dormant or orphaned VMs. Lack of manual intervention ensures that there is no friction in developer workflows

 **IT governance:** With HyperCloud, customer IT has complete control over all deployments by associating user entitlements, quotas, leases and role-based access to application deployment workflows. Most importantly, the governance and control layers are built-in and hidden so that there is no friction in user deployment or life cycle management

 **Consumption economics:** Since HyperCloud is delivered with pay-as-a-you-grow (PAYG) economics, customer IT has much more flexibility to take on new projects quickly and scale on-demand. Innovation is no longer gated by unending budget planning cycles

### About HyperGrid

HyperGrid is a market leader in Enterprise Cloud-as-a-Service. It delivers HyperCloud, which is the only consumption-based, full-stack, on-premises cloud service for the enterprise. HyperCloud provides on-demand infrastructure, platform and application services that are tightly integrated with its industry-leading infrastructure fabric. HyperCloud makes any application deployment and management incredibly simple and secure by tightly integrating self-service user provisioning and IT governance. HyperGrid is IT Simplified for the Business and brings unprecedented agility, simplicity and scale to help IT drive business growth and success. HyperGrid is headquartered in Mountain View with sales throughout the world. For more information, please visit [www.hypergrid.com](http://www.hypergrid.com).



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