

Property Management Organization

# Navigating the Post-VMware Landscape with Fsas Technologies and Nutanix



**Faced with untenable VMware cost hikes, a prominent property management organization collaborated with Fsas technologies, Nutanix and an implementation specialist to successfully implement a high-performance Nutanix hyper-converged infrastructure, powered by PRIMERGY servers.**

## Challenge

A prominent public sector property management organization encountered significant challenges with its existing virtualization infrastructure. Following significant industry changes and licensing model alterations, the organization was confronted with projected cost increases of up to 100% and a reduction in critical functionalities from their incumbent virtualization platform. This situation threatened both their financial stability and their operational agility, necessitating a strategic re-evaluation of their IT infrastructure.

## Solution

After evaluating alternatives, the organization strategically decided to transition to a Nutanix hyper-converged infrastructure (HCI) solution, chosen for its strong support and competitive pricing. This implementation was a collaborative effort with Fsas Technologies, who supplied robust PRIMERGY servers for the new Nutanix environment. An implementation specialist also facilitated the process, deploying six server nodes to replace the previous virtualization.

## Outcomes

- **Significant Cost Savings & Efficiency:** Avoided a projected 100% cost increase from previous platform licensing.
- **Rapid, Low-Downtime Migration:** 90% of critical applications migrated to Nutanix in just two weeks, with minimal disruption.
- **Improved Agility & Management:** Enhanced IT operational agility and simplified management.
- **Seamless Hardware & Deployment:** Fsas Technologies facilitated rapid migration with efficient hardware procurement and deployment.



**Customer:**  
**Property Management**  
**Organization**

## **The Challenge: VMware's Shifting Landscape and Escalating Costs**

For this property company, a pivotal moment arrived when their virtualization vendor underwent significant changes, including product streamlining, a focus on larger customers, and altered licensing models. The head of IT infrastructure at the organization faced a potential 100 percent cost increase and the removal of essential modules. This was not just a financial burden; it posed a serious threat to operational agility and future IT strategy.

### **The Decision: Embracing Nutanix as the Strategic Alternative**

With the former virtualization platform deeply integrated into their operations, any exit path was a complex undertaking. The IT team meticulously evaluated various alternatives. The strategic decision was to transition to Nutanix, which was considered to meet their requirements with good support and competitive pricing, setting the stage for a crucial transformation.

### **A Collaborative Solution: Fsas Technologies Hardware and Partnership**

Rather than absorbing soaring costs, the organization opted for a transition. The chosen Nutanix solution offered strong support and competitive pricing. This complex migration was underpinned by a long-standing partnership with Fsas Technologies. Recognizing the shift to hyper-converged infrastructure, Fsas Technologies had proactively discussed Nutanix since 2020. This collaboration resulted in Fsas Technologies supplying robust PRIMERGY servers to power the new Nutanix environment. The organization's IT leadership highlighted the role of Fsas Technologies, noting the timely procurement and installation of new hardware, which occurred in early 2025 respectively.

### **Smooth Migration and Positive Outcomes**

The migration commenced in the first quarter of that year, with an implementation specialist acting as a key partner. With their expertise, 90 percent of critical applications were moved in just two weeks with minimal downtime. Despite some complex appliance systems taking longer, the process was described as having gone more smoothly than expected, and the goal of being ready by the end of the first quarter was largely achieved.

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