



SOUTHWEST ELECTRONIC
ENERGY GROUP

Oil & Gas Equipment Manufacturer Builds Out Private Cloud with Nutanix Complete Cluster

Highlights | Industry: Manufacturing

Business Needs

Private cloud infrastructure that delivers the performance needed for mixed server and desktop workloads, including a production critical Enterprise Resource Planning software (Infor10 ERP Express VISUAL), back office file servers, and virtual desktops

Solution

Nutanix Complete Cluster with Arista 7124SX
10GigE switch

Benefits

- **Manageability:** Nutanix' converged platform allowed the IT team at SWE to avoid having to deal with multiple interfaces, vendors, and hardware warranties
- **Cost Savings:** Hardware costs for the traditional SAN + server architecture were much more and did not have the 25K random IOPS performance offered by Nutanix
- **Increased business agility:** With Nutanix, the IT team can quickly address customer needs with more time spent working on business critical projects and less time on administration - now being proactive instead of reactive



"Other infrastructure products cost more and did not offer the same benefits as Nutanix, for example the high performance Fusion-io drives with tiering to hard drives. Even if the alternative blade solution had been the same cost, I would still choose Nutanix simply for the ease of manageability. I don't have multiple warranties and support contracts to worry about and can call one number for support of my virtualized infrastructure."

-Richard Draut, IT Manager
Southwest Electronic Energy Group

Company Background

Southwest Electronic Energy (SWE) is a 70-employee firm that has been in business for over 45 years designing and building custom battery packs, battery chargers, and electro-mechanical assemblies. Focused on building long-lasting relationships with customers, SWE has formed partnerships across a range of industries, including oilfield services, medical, military, remote monitoring and process control, subsea, aerospace, telecommunications and homeland security. To maintain their competitiveness in the manufacturing industry, the lean IT team at SWE looks to innovative technologies, and chose Nutanix to build their private cloud.

Business Needs

SWE began their virtualization journey on a legacy 8 TB direct-attached storage and 10 server system from IBM. Realizing their hardware was reaching its 5 year refresh cycle and that they would need a high performance platform to host their Infor10 ERP Express VISUAL, an ERP software that converts customer requirements to manufacturing ones, they first looked at IBM blade solutions. In keeping with the SWE IT philosophy to constantly look for new and innovative technologies, Richard Draut, IT Manager at SWE, was fortuitously introduced to the Nutanix offering by a colleague. Intrigued by the radically different approach to traditional servers and SAN/NAS, he dug deeper.

Draut quickly calculated that the hardware costs alone for the IBM blade solution with a traditional SAN, before factoring in the software costs, would have equated to more than a Nutanix Complete Block that delivered an equivalent configuration.



Competitive Advantage with Mission-Critical ERP

To maintain its competitive advantage, SWE strives to optimize manufacturing workflows on their production floor by integrating the tracking of time clock systems, documentation, testing data sheets, and databases in their ERP system, removing all paper from the process. The challenge posed to Nutanix was to ensure that the virtualized infrastructure would deliver sufficient horsepower to this critical workload, while also supporting backend SQL database and file servers alongside virtual desktops. Weighing the performance advantages offered with the four built-in Fusion-io cards and converged architecture of the Nutanix box, Draut concluded that choosing the Nutanix offering would offer SWE the right price and performance for its current and future virtualization plans.



"SWE focuses on delivering top quality battery solutions with leadership service. We are excited about leveraging Nutanix Complete Cluster advanced IT technology to efficiently increase the performance and improve the up-time of our ever improving quality control and customer service applications."

-Leon Adams, CSMO of SWE Group

Working Smarter, Not Harder

As a technology-driven company, SWE built up an extensive list processes and technologies patents over its 45 years. Draut saw building a private cloud with Nutanix as a way to deliver the key applications needed by the business in a more cost-effective way while keeping data on-site to ensure security of this intellectual property. Because the Nutanix solution delivers key features for private clouds, including high availability, fault-tolerance, and modular scalability, Draut knew he could meet the internal service level agreements to keep up with the business requirements.

Streamlining the management required to meet these service levels was a key factor in choosing Nutanix. With the converged compute and storage architecture of Nutanix, Draut realized to meet his private cloud goals with a single appliance solution, explaining "I didn't have to hire more people or learn SAN management. The Nutanix console was easy and intuitive to use, easily delivering my company the ROI in year because of the manageability benefits alone." By implementing the Nutanix Complete Cluster, the small IT team at SWE was able to spend more time developing in-house software and contributing to core business services such as data mining rather than spending time on hardware and network administration of their virtualized infrastructure.

Virtualizing High Performance Desktops

"SWE has built its reputation on using technology to innovate, so a key part of the decision between our IT team and the upper management of SWE in choosing Nutanix was the recognition that they were bringing the innovation from Google's datacenters to the average business looking to virtualize their datacenter. We truly believe in that vision and are proud to be part of this new movement of datacenters going to a converged storage and compute model."

-Richard Draut, IT Manager, SWE

As part of its future virtualization plans, SWE will be transitioning everyone in the company to virtual desktops. Draut is looking forward growing his Nutanix Complete Cluster and making full use of the built-in Fusion-io ioDrives to support these high performance desktops.



Nutanix Private Cloud

