

The Nutanix logo is positioned inside a cloud-shaped graphic. It consists of the word "NUTANIX" in a bold, white, sans-serif font.A smaller version of the DataCanopy logo is located inside the cloud graphic, to the right of the Nutanix logo. It includes the stylized grid icon and the text "DataCanopy" in white.

The Smart Move

A Practical Overview of Migrating to Nutanix

As Broadcom reshapes the VMware landscape, many organizations are rethinking their cloud and virtualization strategy. This guide offers a practical look at why so many are moving to Nutanix—and how Data Canopy makes that move faster, simpler, and more cost-effective. Whether you're an MSP looking to support your clients or an enterprise exploring alternatives, this overview covers key considerations, common concerns, and how our proven migration methodology ensures a smooth transition.



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Why Businesses Are Leaving VMware

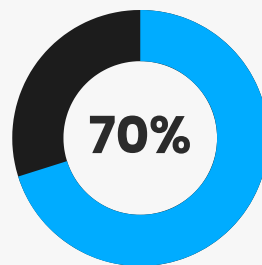
The acquisition of VMware by Broadcom has triggered significant changes across the virtualization landscape, leaving many organizations reconsidering their infrastructure strategy. These changes include:

- **Bundled licensing requirements** – Similar to Microsoft's approach with Office 365, VMware now requires customers to purchase all features and functionalities rather than selecting only what they need.
- **Substantial price increases** – Many organizations are facing significant cost hikes when renewing their VMware licenses.
- **Support model changes** – Alterations to VMware's support structure have raised concerns about long-term reliability.
- **Uncertainty around product roadmaps** – Questions remain about which VMware products will continue to receive development resources.

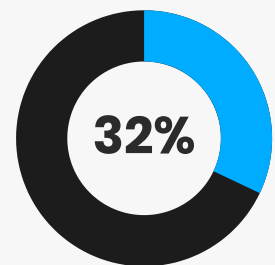
For many businesses, these changes have created the perfect opportunity to evaluate alternatives. Companies that have traditionally defaulted to VMware are now conducting thorough assessments of other platforms, with Nutanix emerging as a leading contender.

Industry Insight:

According to recent surveys...



Channel Features says: 70% of VMware partners are actively turning to competitors as Broadcom reshapes VMware.

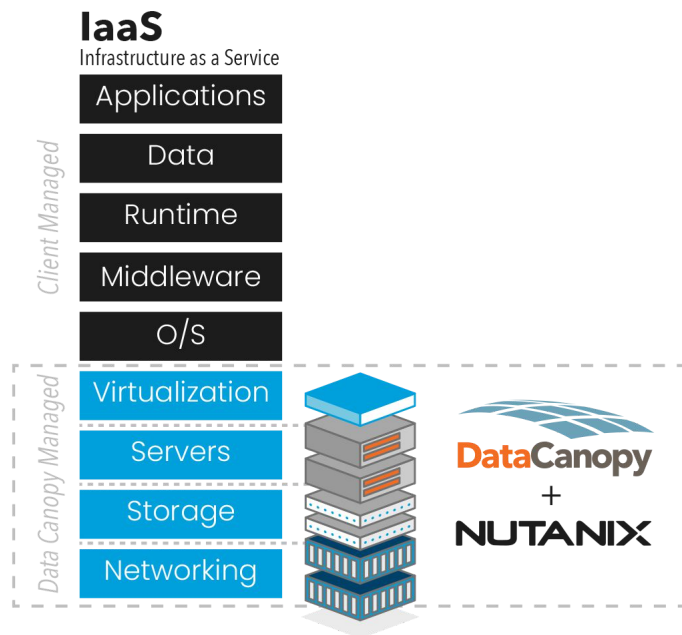


CloudBolt says: 32% of people are considering leaving VMware due to Broadcom's history with big acquisitions.

Data Canopy + Nutanix: A Unique Cloud Solution

Data Canopy is uniquely positioned in the market as **one of the first providers to offer a managed cloud solution built on Nutanix technology**. This distinction is significant for several reasons:

- **Breaking down traditional barriers** – Nutanix was originally designed as enterprise software requiring a full cluster deployment, making it cost-prohibitive for many organizations.
- **Enabling MSP success** – Our managed architecture allows MSPs to offer enterprise-grade Nutanix solutions without the traditional high barrier to entry.
- **Industry recognition** – Nutanix has recognized Data Canopy as a top partner due to our unique cloud offering.
- **Specialized expertise** – With hundreds of successful VM migrations completed, Data Canopy has developed a proven methodology that minimizes risk and downtime.



Our approach allows MSPs to effectively build their own managed cloud environments for their customers while leveraging Data Canopy's infrastructure, expertise, and support. This model dramatically reduces the capital expenditure required (easily six figures for a standard three-node cluster) while providing the performance and reliability benefits of Nutanix technology.

Client Concerns

FAQs

When considering a migration to Nutanix, clients typically express several common concerns. Based on our experience with numerous successful migrations, here are the real answers to these questions:

"How much will it cost?"

Many organizations experience overall cost reductions when migrating from VMware to Nutanix through Data Canopy. While specific pricing depends on your unique requirements, our clients typically benefit from:

- Lower barrier to entry compared to traditional VMware environments.
- Reduced storage costs through hyperconverged infrastructure.
- Opportunity to right-size resources and eliminate waste.
- Predictable, static costs instead of the variable pricing models common with public cloud providers.
- Cost savings through infrastructure optimization.

"How much access will I have?"

Clients maintain the same or better control over their environment post-migration. The Data Canopy team is building user-friendly interfaces that simplify management tasks, even for those without deep Nutanix expertise.

"How long will the migration take?"

With proper preparation, the actual cutover for most migrations can be completed in **less than an hour** for environments with up to 50 VMs. Larger environments can be migrated in planned stages, with each stage typically requiring about an hour of downtime.

"Will migration be complex and disruptive?"

With Data Canopy's proven migration methodology and tools like Nutanix Move, the process is significantly less complex than many expect. Our team handles the technical aspects while keeping you informed at every step.

Data Canopy Migration Methodology



Discovery and Assessment

- Comprehensive analysis of your current environment.
- Documentation of all workloads, dependencies, and requirements.
- Identification of optimization opportunities.
- Clear recommendations for your target environment.



Migration Planning

- Development of a detailed migration strategy.
- Scheduling of migration windows to minimize business impact.
- Resource allocation and technical preparation.
- Establishment of testing and validation protocols.



Pre-Migration Optimization

- Right-sizing of resources based on actual utilization.
- Identification of legacy systems that may require updates.
- Remediation of any compatibility issues.
- Review and optimize storage capacity.



Migration Execution

- Utilization of Nutanix Move for seamless VM transition.
- Incremental synchronization to minimize cutover time.
- Structured approach for environments without hypervisor access.
- Real-time monitoring and issue resolution.



Post-Migration Validation & Support

- Systematic testing of all applications and services.
- Performance validation and optimization.
- Knowledge transfer and training.
- Ongoing support and monitoring.

What to Expect During Migration

Migration Tools and Approaches

Data Canopy primarily utilizes **Nutanix Move**, a purpose-built migration tool that dramatically simplifies the transition process. This tool:

- Connects directly to source hypervisors (VMware, Hyper-V, AWS, Azure, or Google Cloud).
- Creates copies of VMs and synchronizes them to Nutanix.
- Performs incremental syncs to minimize cutover time.
- Enables migrations with minimal disruption.

For environments where direct hypervisor access isn't available (such as managed environments where you don't control the infrastructure), we utilize alternative approaches:

- Agent-based backup and restore methodologies.
- Data migrations with new server deployments.
- Custom migration strategies based on your specific requirements.

Timeline and Downtime

A well-planned Nutanix migration using the Nutanix Move tool typically takes **less than an hour of downtime**, especially for clients migrating fewer than 50 virtual machines (VMs). Larger migrations can be staged to maintain minimal disruption.

Our methodology is designed to minimize disruption to your business:

- Most migrations require less than an hour of actual downtime.
- Migrations can be scheduled during maintenance windows or off-hours.
- Larger environments can be migrated in phases to limit impact.
- Thorough testing ensures applications function properly after migration.



Pre-Migration to Nutanix

Preparation Checklist

Proper preparation is the key to a successful migration. Use this checklist to ensure you're ready:

Environmental Documentation

- ☐ Complete inventory of all virtual machines.
- ☐ Documentation of application dependencies.
- ☐ Current resource allocation (CPU, RAM, storage).
- ☐ Actual resource utilization metrics.
- ☐ Network configuration details.
- ☐ Backup and disaster recovery requirements.

Technical Readiness

- ☐ Ensure operating systems are supported.
- ☐ Identify any unique licensing and application requirements.
- ☐ Ensure appropriate access is available for the migration tools.
- ☐ Review and remediate any custom configurations.
- ☐ Document custom scripts or automation that may need adjustment.
- ☐ Verify backup solutions are compatible with Nutanix.

Optimization Opportunities

One of the most commonly overlooked benefits of migration is the opportunity to optimize your environment. Consider:

- **Right-sizing resources:** Many VMs are over-provisioned. Analyze actual utilization and adjust allocations to match real-world needs.
- **Consolidating servers:** Identify opportunities to combine functions and reduce VM count.
- **Updating legacy systems:** Use migration as an opportunity to modernize outdated operating systems and applications.
- **Reviewing licensing:** Assess whether you can reduce licensing costs by optimizing resource allocation.

Case Study: A customer with a 16 vCPU SQL server (paying for both Microsoft and VMware licensing) discovered through utilization analysis that they were only using half of those resources. Right-sizing during migration saved thousands of dollars annually in licensing costs.

Post-Migration Benefits

Organizations that migrate from VMware to Nutanix through Data Canopy consistently report several key benefits:

1. Enhanced Performance

- **Data locality:** Unlike traditional architectures where storage is separated from compute, Nutanix's hyperconverged approach keeps data on the same physical host as the VM, dramatically reducing latency.
- **Reduced network overhead:** With storage traffic staying local to each host, network congestion is reduced, improving overall performance.
- **Modern hardware:** Many clients see performance improvements simply from running on newer, more efficient hardware.

2. Simplified Management

- **Unified interface:** Manage compute, storage, and networking through a single, intuitive interface.
- **Reduced complexity:** Elimination of separate storage arrays and complex storage networking.
- **Automation capabilities:** Robust API-driven platform enables advanced automation and orchestration.

3. Cost Optimization

- **Lower licensing costs:** Nutanix's licensing model is typically more cost-effective than VMware's, especially post-Broadcom.
- **Resource efficiency:** Hyperconverged infrastructure reduces wasted resources.
- **Predictable scaling:** Add resources incrementally as needed without large upfront investments.

Many organizations overlook optimization, focusing purely on "apples-to-apples" migrations. Identifying resource optimization opportunities early can lead to significant long-term savings.

4. Improved Reliability

- **Native replication:** Built-in data protection without third-party tools.
- **Self-healing architecture:** Automated detection and resolution of many common issues.
- **Simplified disaster recovery:** Native DR capabilities that are easier to implement and test than VMware's Site Recovery Manager.



Partner Enablement: How We Help MSPs Succeed

Organizations that migrate from VMware to Nutanix through Data Canopy consistently report several key benefits:

Infrastructure as a Foundation

- **Managed architecture:** Partners can leverage our infrastructure without the significant capital expenditure typically required for Nutanix deployments.
- **White-label options:** Maintain your brand identity while leveraging our technical capabilities.
- **Flexible resource allocation:** Scale resources up or down based on your clients' needs.

Technical Expertise and Support

- **Migration assistance:** Our team provides comprehensive support throughout the migration process.
- **24/7 infrastructure monitoring:** We manage the underlying platform, allowing you to focus on your clients.
- **Technical consultation:** Access to Nutanix-certified experts for complex scenarios.

Sales and Marketing Support

- **Co-branded collateral:** Customizable marketing materials to help you promote Nutanix solutions.
- **Sales enablement:** Training and resources to help your team effectively sell Nutanix-based services.
- **Joint go-to-market opportunities:** Collaborative approaches to target specific industries or use cases.

Competitive Advantage

- **Early market position:** Get ahead of competitors by offering Nutanix solutions now.
- **Differentiated offering:** Stand out from the crowd of traditional VMware providers.
- **Higher-value services:** Move up the value chain with advanced cloud solutions.

Next Steps To Migrate to Nutanix

Ready to explore how Data Canopy can support your migration to Nutanix? Here's how to get started:

1. **Schedule a consultation:** Our team will assess your current environment and provide tailored recommendations.
2. **Request a demo:** See the Nutanix platform in action and understand how it compares to your current solution.
3. **Develop a migration roadmap:** We'll create a customized migration plan that aligns with your business objectives.

Migrating to Nutanix doesn't have to be complicated.

With Data Canopy, it becomes a strategic move that drives efficiency, performance, and growth.

Trust the experts.
Trust Data Canopy.

Call **703-594-5200** or email **sales@datacanopy.com** to get started.

For MSPs

If you're an MSP looking to offer Nutanix-based solutions to your clients, we provide:

- **Partner program details:** Learn about our tiered partner program and associated benefits.
- **Technical training:** Get your team up to speed on Nutanix technology and our platform.
- **Go-to-market strategy:** Develop an effective approach for helping clients adopt modern infrastructure solutions.