



MOVING BEYOND VMWARE:

GUIDING A LOCAL MUNICIPALITY THROUGH A SEAMLESS VMWARE MIGRATION

For many municipalities, VMware has been the trusted foundation for virtualization. But in recent years, licensing changes, escalating costs, and vendor lock-in have created real challenges for IT teams tasked with keeping critical city services online. A local municipality faced exactly that situation. After years of relying on VMware, rising costs and increasing complexity made it clear they needed a new direction.

The Challenge:

VMware's Growing Burden

The customer's IT department came to us with three pressing issues:

- ✓ Costs that kept rising with VMware licensing and support contracts
- ✓ Administrative complexity as their staff struggled to manage a layered and time-consuming environment
- ✓ Limited flexibility for expanding infrastructure and connecting to cloud-based services

They needed a solution that would reduce costs, simplify management, and support the city's growing digital services without risking downtime for essential operations.

The Solution:

Migrating to Nutanix with Dell PowerEdge Hardware

After carefully reviewing their environment, we recommended **Nutanix hyperconverged infrastructure** as the best path forward. Nutanix would give them a unified platform for compute and storage, along with an intuitive interface that would ease the workload for their IT team.



"Helping the city modernize their infrastructure was about more than just moving off VMware. By working side by side with their IT staff and Nutanix engineers, we delivered a complete solution—from hardware procurement to implementation—that will serve the city for years to come."

Paul Palazzolo

Director of Sales and Lifecycle Services at ServerMonkey



Backed by TekShield Onsite Warranty & Support

To build this new foundation, ServerMonkey sourced **Dell PowerEdge XC740xd 12x3.5" servers**, which became the backbone of the Nutanix deployment. From **procurement to configuration**, we made sure the city had the right hardware in place to support both current needs and future growth with the inclusion of our TekShield warranty and support.

This was not a quick, one-off project. Over several months, we worked closely with the city's IT staff, coordinating directly with Nutanix engineers, holding joint **planning** sessions, and aligning every detail of the **migration**. By working hand in hand from hardware **sourcing to implementation**, we created a holistic transition plan that balanced both immediate performance and long-term reliability.

OUR GOALS WERE STRAIGHTFORWARD:



Keep critical city applications running without disruption



Minimize downtime throughout the migration



Deliver measurable cost savings that could be reinvested into other IT initiatives

THE PROCESS

PLANNING



SOURCING



CONFIGURATION



MIGRATION

worked hand in hand with their IT and Nutanix engineers

Ready to explore VMware alternatives?