




# Guilford County Government Running 100% Nutanix Acropolis Hypervisor across all County IT Services, including Law Enforcement

Close Date	OU	Industry	Org Size	Deal Highlight	Products & Services	Partner	Customer	Competition
Jan 2023	N/A	SLG	500 employees	100% AHV across County, including Law Enforcement	(2) NX-8035N-G8 nodes, eGroup PSA	eGroup   Enabling Technologies	Guilford County Government	Dell
CHALLENGE		SOLUTION		OUTCOMES		TEAM		
 <p>Guilford County Government was seeking increased efficiency, simplicity, and consolidation of shared services for the Law Enforcement Division.</p>		 <p>Guilford County Government wished to add additional nodes to their existing Nutanix HCI2 Production Cluster. Two additional NX-8035N-G8 nodes will be added, expanding the cluster for additional capacity and workloads.</p>		 <p>eGroup   Enabling Technologies assisted Guilford County Government with consolidating all the Law Enforcement's workloads into the centralized and simplified Nutanix HCI Cluster. This led to an increase with efficiency, reduction in overhead, and increased security.</p>		<p><b>Partner</b> Chad Lanman, Account Executive Mike Dent, Dir. – Datacenter Architecture Dave Strum – Datacenter Engineer Lead</p> <p><b>Contractual Value</b> <b>Total Product Gross Margin ~\$37k.</b> <b>Total eGroup PS ~ \$10k</b></p>		