

# eGroup Enabling Technologies & Nutanix Secures Customer Confidence

Close Date	OU	Industry	Org Size	Deal Highlight	Products & Services	Partner	Customer	Competition
Oct 2024	SMC	Manufacturing	700 employees	Support & Perseverance Lead to Win	NX-8170s, Core, & NCI Ultimate Licensing	eGroup Enabling Technologies	FN America	Cisco/VMware
CHALLENGE		SOLUTION		OUTCOMES		TEAM		
<p>FN America planned a Nutanix refresh (P1) and had recently broken ground on a new manufacturing facility in Greenville, SC (PF2). The company was managing both the refresh and several high priority projects, including disaster recovery for SAP and the PF2 build-out.</p> <p>The deal experienced significant delays due to challenges obtaining approval for the substantial capital expense. The teams at both eGroup Enabling Technologies &amp; Nutanix worked diligently with the customer &amp; their CFO to resolve budgetary issues and secure the necessary funding.</p>		<p>The solution implemented was a refresh for their existing Columbia location, moving from Cisco servers on Nutanix to the NX models.</p> <p>The customer is also looking to completely move off of VMware and will use Nutanix AHV as the landing zone for their environment. FN was hit last year with a 4x increase on VMware, so they are looking to build AHV as the standard for their HV platform moving forward.</p> <p>The customer is getting new hardware and is excited to make the change from VMware to AHV without losing any existing capabilities they currently use.</p>		<p>FN America worked closely with eGroup Enabling Technologies to justify this purchase to the CFO &amp; explain how this would assist with keeping their organization flexible while driving costs down.</p> <p>The company is now looking at additional solutions with Nutanix to set up their new PF2 facility and disaster recovery for their SAP environment in Belgium (FN Herstal).</p>		<p><b>Account Executive</b> Emily Coxen</p> <p><b>Account Executive</b> Jesse Jolly</p> <p><b>Sales Engineer</b> Tim Fort</p> <p><b>Partner</b> Seth Green, Account Executive</p> <p><b>Contractual Value</b> <b>-\$305,000 for core increase over 5-year term</b></p>		