



NexaVM vs Sangfor HCI: Competitive Battlecard

Executive Overview

NexaVM - The Enterprise HCI Leader

NexaVM delivers a comprehensive stack for enterprise virtualization and cloud, designed for mission-critical production environments. With many enterprise customers in 30+ countries and regions, NexaVM offers a complete solution for virtualization, cloud management, and hyperconvergence.

Sangfor HCI - Limitations for Critical Deployments

Sangfor HCI is a hyperconverged solution primarily oriented toward the SMB and mid-market, with significant limitations for mission-critical enterprise environments and large-scale international deployments.

Critical Comparison: Where NexaVM Surpasses Sangfor HCI

1. Enterprise Scalability and Architecture

✓ NexaVM - Unlimited Enterprise Scalability

- 100,000+ VMs** supported per cluster
- 10,000+ hosts** manageable from single management node
- Distributed architecture** without single point of failure
- Linear scale-out** without performance degradation
- Native multi-datacenter** deployment



✗ Sangfor HCI - Enterprise Scale Limitations

- 4PB storage maximum** per cluster (3 nodes minimum)
- Limited scalability** beyond 1000 VMs per deployment
- Performance issues** with high-density workloads
- Limited storage tiering** compared to enterprise solutions
- Multi-site complexity** for distributed deployments

2. Global Ecosystem and Partners

✓ NexaVM - Mature Enterprise Ecosystem

- 1000+ certified** VMware migration implementations
- Consolidated global** partner ecosystem
- Complete multi-vendor** hardware support
- 24/7 global support** presence

✗ Sangfor HCI - Limited Ecosystem

- Limited geographic presence** primarily APAC
- Reduced partner ecosystem** vs enterprise competitors
- Limited certifications** for international markets
- Hardware compatibility** primarily commodity x86
- Support timezone** limited for global deployments



3. Performance and Optimization

✓ NexaVM - Optimized Performance

VM creation: 100 VMs in 11 seconds, 1000 VMs in 103 seconds

Superior IOPS performance with enterprise storage

Advanced NUMA optimization for critical workloads

Complete GPU/vGPU support for AI/ML

✗ Sangfor HCI - Performance Bottlenecks

1 million IOPS only under ideal conditions (3 nodes)

Storage performance degradation with scale

Limited SPDK optimization to specific configurations

Basic GPU support without enterprise features

Strategic Recommendation

Choose NexaVM for:

- ✓ **Enterprise deployments** with >500 VMs
- ✓ **Multi-datacenter** requirements
- ✓ **Strict compliance** (SOX, GDPR, HIPAA)
- ✓ **Planned VMware migration**
- ✓ **Strategic vendor independence**
- ✓ **Integration** with existing enterprise ecosystem



Sangfor HCI appropriate only for:

- ✗ **SMB deployments** <100 VMs
- ✗ **Single site deployment**
- ✗ **Basic compliance** requirements
- ✗ **Greenfield deployment** without legacy
- ✗ **Single vendor strategy** acceptable



NEXAVM