



NexaVM vs Nutanix: Competitive Battlecard

Executive Overview

NexaVM - The Cost-Effective and Flexible HCI Solution

NexaVM delivers a comprehensive stack for enterprise virtualization and cloud, designed for mission-critical production environments. With over 4,000 customers in 30+ countries and regions, NexaVM offers a complete solution for virtualization, cloud management, and hyperconvergence.

Nutanix - Explosive Costs and Growing Vendor Lock-in

Nutanix has transformed from a "simple" solution to an expensive and complex platform, with mandatory subscription licensing, increasing vendor lock-in, and hidden costs that make the solution unsustainable for many enterprise organizations.

Critical Comparison: Where NexaVM Triumphs Over Nutanix

1. Licensing Model and Costs - The Nutanix Problem

NexaVM - Transparent Economic Model

- Perpetual licenses available without forced subscription
- 70-80% TCO reduction vs Nutanix in real deployments
- No hidden costs for enterprise features
- Transparent pricing without surprise fees



✗ Nutanix - Cost Explosion and Licensing Trap

- Portfolio 2.0 eliminates perpetual licenses**
- Licensing incompatibility** between P1.0 and P2.0 creates issues
- Forced vendor lock-in** with proprietary ecosystem
- Hidden costs** for security add-ons

2. Management Simplicity vs Nutanix Complexity

NexaVM - Unified Simple Management

- Single pane of glass** for complete infrastructure management
- 30-minute setup** time for basic deployment
- Rolling upgrades** without business disruption
- Linux-based platform** friendly with existing skills
- Everything is API** for complete automation

✗ Nutanix - Management Complexity and Operational Issues

- Separate Prism Central/Element** with inconsistencies
- LCM (Lifecycle Manager)** slow and problematic
- Multiple interfaces** required for complete management
- CVM (Controller VM)** complexity for troubleshooting
- Manual processes** for hardware replacement and maintenance



3. Performance and Database Workloads

NexaVM - Optimized Enterprise Performance

- 100,000+ VMs** supported per cluster without degradation
- VM creation:** 100 VMs in 11 seconds, 1000 VMs in 103 seconds
- Linear scaling** without performance bottlenecks
- Native SSD/NVMe optimization** without overhead

Nutanix - Documented Performance Issues

- Database performance degradation** vs bare metal documented
- 600k IOPS workloads** require expensive specific hardware
- CVM CPU consumption** grows over time without explanation
- Hybrid cluster performance** insufficient for critical databases
- Storage performance degradation** with scaling beyond thresholds

4. Vendor Independence vs Nutanix Lock-in

NexaVM - Multi-Hypervisor and Vendor Independence

- Native VMware compatibility** with seamless migration tool
- KVM, VMware, Hyper-V** native support
- Complete multi-vendor hardware support**
- Open architecture** for easy integration
- Standard protocols** avoid vendor lock-in



✗ Nutanix - Growing Ecosystem Lock-in

- AHV-only advanced features** (Flow, Karbon) force migration
- Proprietary formats** complicate exit strategy
- Hardware vendor restrictions** for optimal performance
- Documented third-party integration** limitations
- Nutanix Foundation** required for VMware node addition

5. Enterprise Support vs Nutanix Support Issues

✓ NexaVM - Dedicated Enterprise Support

- 24/7 enterprise support** with clear SLAs
- 1000+ documented VMware migration** success cases
- Regional support presence** with local expertise
- Professional services** for migration and optimization

✗ Nutanix - Inconsistent Support Quality

- Support ticket complexity** with multiple contact requirements
- Variable technician quality** according to user feedback
- Third-party hardware support** through partners
- Premium support necessity** for reasonable response times



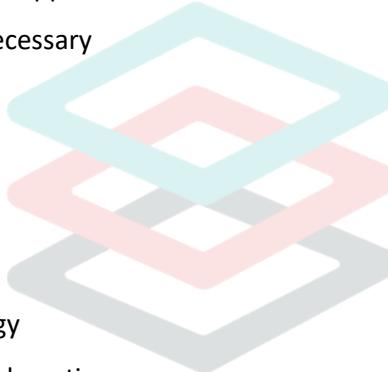
Strategic Recommendation

Choose **NexaVM IMMEDIATELY** for:

- Nutanix replacement** for cost reduction
- VMware migration** with budget constraints
- Strategic vendor independence** necessary
- Predictable TCO** planning required
- Multi-hypervisor environment** support
- Genuine enterprise support** necessary

Avoid Nutanix if:

- Budget constraints** exist
- Vendor lock-in** not acceptable
- Multi-vendor hardware** strategy
- Complex licensing** models problematic
- Database performance** critical for business
- Consistent support quality** required



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