



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

