



NexaVM vs H3C CAS: Competitive Battlecard

Executive Overview

NexaVM - The Global Enterprise Platform

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.

H3C CAS - Legacy Solution with Critical Limitations

H3C CAS (Cloud Automation System) is a traditional virtualization solution with legacy architecture, significant scalability limitations, and support primarily oriented toward the Chinese domestic market with gaps for international deployments.

Critical Comparison: Where NexaVM Dominates H3C CAS

1. Architecture and Technology Modernity

NexaVM - Modern Cloud-Native Architecture

- Cloud-native design from inception
- Scalable microservices architecture
- Native container integration
- API-first approach for complete automation
- Multi-cloud ready for hybrid deployment



✗ H3C CAS - Limiting Legacy Architecture

- Traditional architecture** based on legacy CVK/CVM
- Monolithic design** with scalability bottlenecks
- Limited container support** without native platform
- API limitations** for enterprise automation
- Single-cloud focus** without multi-cloud strategy

2. Critical Scalability and Performance

✓ NexaVM - Unlimited Enterprise Scalability

- 100,000+ VMs** per cluster demonstrated
- 10,000+ hosts** manageable from single management node
- Linear performance scaling** without degradation
- VM creation:** 100 VMs in 11 seconds, 1000 VMs in 103 seconds
- Zero single point of failure** distributed architecture

✗ H3C CAS - Critical Scale Limitations

- 128 physical servers maximum** per cluster
- 8,000 VMs maximum** in optimal scenarios
- Performance bottlenecks** with high-density workloads
- CVK hypervisor limitations** for scalability
- Management node** potential single point of failure



3. International Ecosystem and Partners

NexaVM - Global Enterprise Presence

- Enterprise clients** in over 30 countries
- Consolidated global partner ecosystem**
- 24/7 global support** multi-timezone
- Complete multi-language** documentation

H3C CAS - Geographic Limitations

- Primarily domestic presence** Chinese market
- Limited international partner network**
- Concentrated certifications** on domestic market
- Support timezone** limited for global deployments
- Documentation** primarily in Chinese/limited English

Enterprise Decision Matrix

Choose NexaVM for:

-  **Global multi-country deployment**
-  **Planned VMware migration**
-  **Modern cloud strategy required**
-  **Scalability beyond 1000 VMs**
-  **International compliance necessary**
-  **24/7 enterprise support critical**
-  **Strategic vendor independence**



H3C CAS appropriate only for:

- ✗ **Domestic deployment** China primarily
- ✗ **Legacy environment** without modernization needs
- ✗ **Limited scale** <500 VMs
- ✗ **H3C ecosystem** lock-in acceptable
- ✗ **Basic compliance** requirements
- ✗ **Regional support** sufficient
- ✗ **Traditional IT** approach preferred



NEXAVM