

Major pharmaceutical company adopts Red Hat OpenShift Platform Plus on Nutanix as a highly available DevOps platform



Healthcare and
life sciences

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This win with a large European pharmaceutical manufacturer resulted in the company deploying Red Hat® OpenShift® Platform Plus on Nutanix hyperconverged infrastructure (HCI) for a fully integrated, configured, and tested solution built on a security-focused, automated platform. Read the rest of the Win Wire to discover why the pharmaceutical company chose OpenShift on Nutanix and how they have benefited.

About the pharmaceutical company

- Anonymized European pharmaceutical firm.
- Major global manufacturer of pharmaceuticals.
- Involved in research and development (R&D) as well as production of significant medicines and vaccines.

Provincial's challenges

The pharmaceutical company was looking for:

- A feature-rich, scalable, and manageable DevOps platform.
- A highly available architecture for hosting their newest containerized applications alongside traditional applications running on virtual machines (VMs).
- A more cost-effective platform for VMs.
- A standardized and integrated platform covered by industry standard support.
- A security-focused and automated platform.

Choosing Red Hat OpenShift Platform Plus on Nutanix

This customer had been running VMs on Nutanix HCI since 2018. Most of these started as VMware ESX clusters on Nutanix, but over time the customer has migrated most of the VMs to Nutanix Acropolis Hypervisor (AHV). They were drawn to Nutanix because of its space-efficient hyperconverged footprint as well as the REST APIs for integration with their automation scripts. All critical open systems workloads run on Nutanix today, with eight clusters spanning a total of 70 nodes.

While the customer had gained experience with open source community software like CentOS Linux® and Red Hat Ansible®, they found they spent a lot of time figuring out how to integrate and connect all the community packages. It was also difficult to get support and advice in case of problems. Much community knowledge was held by contractors, and the customer was afraid that they wouldn't be able to handle the environment by themselves when those resources left.

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After discussing the customer's requirements for a DevOps platform, Nutanix and its partners Neoria and Piros advised them to consider Red Hat OpenShift. The customer opted for Red Hat OpenShift Platform Plus for its extra security features, including secure registry, and the ability to manage multiple clusters. The customer also standardized on Red Hat Enterprise Linux and Red Hat Ansible Automation Platform. They now run Red Hat OpenShift across three sites with high availability for Redundancy Factor 2 (RF2) with disaster recovery mechanisms in place for both planned and unplanned outages.

With the solution, the pharmaceutical company achieved:

- A resilient and cost-effective virtualization platform for Red Hat OpenShift with Nutanix HCI and AHV.
- Time savings because OpenShift Platform Plus is a fully integrated, configured, and tested solution.
- More than just an integrated and security-focused software solution; with Red Hat they found a trusted partner who adds value by proactively sharing best practices and roadmaps, offering help when needed, opening up its network, and being an impactful partner within the open source community.

Why is this an important win for Red Hat?

- Showcases the value of OpenShift for the pharmaceutical industry and for applications directly related to the manufacture of critical vaccines.
- Demonstrates how Red Hat can be an enabling force for containers and DevOps.
- Positions Red Hat as a trusted advisor in support of modernization.
- Provides an example of how Red Hat and Nutanix teams can work together to demonstrate the value of the joint solution and close the opportunity.
- Provides an example of successfully moving Karbon to OpenShift to provide the additional functionalities required.
- Shows that partnership announcements have a very positive impact on the business; in this case the Red Hat and Nutanix partnership triggered the customer to move forward with Red Hat.

About Nutanix

Nutanix is a global leader in cloud software and a pioneer in hyperconverged infrastructure solutions, making clouds invisible, freeing customers to focus on their business outcomes. Organizations around the world use Nutanix software to leverage a single platform to manage any app at any location for their hybrid multicloud environments.



Why is this an important win for Nutanix?

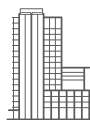
- Proves the value of Nutanix HCI for virtualized and containerized workloads on Red Hat OpenShift.
- Showcases the success of Red Hat and Nutanix teams working together closely to demonstrate the value of the partnership and close the opportunity.
- Demonstrates the value of AHV for hosting important workloads, such as containerized applications managed by Red Hat OpenShift, on its HCI infrastructure.

What is the benefit for you?

- Demonstrates a highly available environment for a large pharmaceutical company and positions Red Hat and Nutanix as an optimal solution pairing for life sciences organizations.
- Demonstrates applications controlling critical manufacturing processes that run in containers as well as on AHV.
- Extends your footprint and sets the stage for follow-on sales as customers grow and Red Hat releases new products.
- Builds a long-term, trusted customer relationship.

About Piros

Piros is a reliable open source partner that covers the full Red Hat product portfolio. The Piros team combines the experience of world-leading platforms and open source technologies with best practices in mobile, commerce, and cloud infrastructure. As the one and only Belgian Red Hat Premier Business partner and recently named Belgium's Red Hat Services partner of the year, Piros is your partner of choice when it comes to adopting open source technology.



About Red Hat

Red Hat is the world's leading provider of open source solutions, using a community-powered approach to provide reliable and high-performing cloud, virtualization, storage, Linux, and middleware technologies. Red Hat also offers award-winning support, training, and consulting services. Red Hat is an S&P company with more than 80 offices spanning the globe, empowering its customers' businesses.



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