How a Global Data Company Achieved Scalable Security with Accops & Nutanix

CASE STUDY

About the Client

A global data intelligence company delivering end-to-end data harvesting, transformation, and analytics services. With 1,500+ professionals across Chennai, Mumbai, and London, the company empowers clients worldwide with data-led insights and customised solutions.

The company's rapid global expansion and commitment to providing cutting-edge data solutions created a significant challenge for its IT infrastructure. With a growing team of data professionals and increasing client demands, the company needed a robust, secure, and scalable digital workspace to support its operations.

INDUSTRY	**DATA INTELLIGENCE**
PRODUCTS DEPLOYED	**ACCOPS ZTNA GATEWAY, ACCOPS VDI, NUTANIX HCI, DELL INFRASTRUCTURE**

Business Environment

Prior to engagement with Accops and Nutanix, the data company was operating a 9-year-old server setup, supported by VMware's hypervisor stack for basic server virtualisation. There was no VDI (Virtual Desktop Infrastructure) in place, and endpoint devices across the organisation were managed locally, resulting in high maintenance overheads and inconsistent performance.

The IT team faced multiple challenges:

- **End-of-life infrastructure:** Critical hardware components had reached the end of their support cycle.
- **Data stored locally:** Employee devices held sensitive project data, increasing exposure to loss and breach.
- **Device sprawl:** Managing configurations, policies, and application updates across distributed user machines created operational inefficiencies.
- **Licensing Complexity:** Recent market shifts, including the acquisition of VMware by Broadcom and formation of Omnissa, raised concerns about OEM alignment and future licensing models.
- **Budget Escalation:** Commercials for continuing with legacy platforms had increased substantially, prompting the team to explore alternatives that offered stability and long-term value.

Transition Strategy

The data firm initiated a full-scale infrastructure upgrade and began evaluating modern alternatives. This included:

- **Server Refresh:** Replacement of the ageing servers with Dell hardware to improve reliability and performance.
- **Data Centre Modernisation:** Deployment of Nutanix Hyperconverged Infrastructure (HCI) for streamlined management and resilience across both the primary data centre (DC) and disaster recovery (DR) environments.
- **Virtual Desktop Rollout:** Planning to onboard around 700 users to a centralised virtual desktop setup using Accops HyWorks (VDI) and HySecure (ZTNA gateway), with the objective of improving control, security, and service delivery.

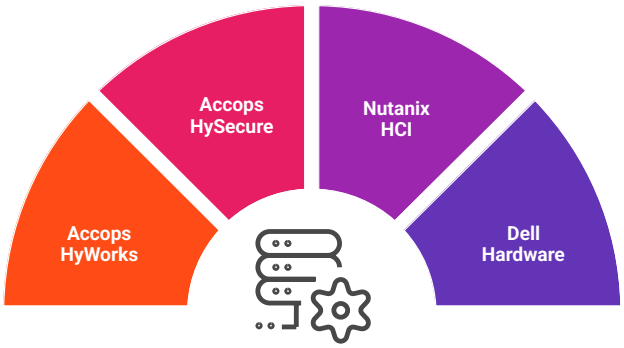
Use Case Breakdown

Focus Area	Details
Data Centre Upgrade	The existing physical infrastructure had reached technical limitations. Nutanix was chosen for its ability to combine compute, storage, and virtualisation on a single stack, reducing administrative effort and improving operational predictability.
Desktop Infrastructure Refresh	The data company planned to modernise nearly 700 desktops. Instead of procuring new hardware for each user, the organisation opted for virtual desktops to reduce capital expenditure and improve lifecycle control.
Data Security and Access Control	With sensitive project data previously stored on local drives, the data company sought to enforce centralised data residency and apply role-based access policies. Accops' DWS platform offered the required flexibility through its policy engine and device control framework.
Commercial Feasibility	A comprehensive TCO and ROI study highlighted that a virtual desktop model using Accops on Nutanix infrastructure would lower cost over a 7-year period, especially when factoring in device refresh cycles, software licensing, and IT support costs.

Solution Architecture:

The architecture was designed to ensure minimal disruption during rollout and to allow staged expansion over time.

- **Accops HyWorks (VDI):** Virtual desktops were provisioned for project teams, with profiles and applications managed centrally.
- **Accops HySecure (ZTNA Gateway):** A secure gateway controlled all remote and internal access. Traffic segmentation and policy enforcement were managed from a single interface.
- **Nutanix HCI:** The DC and DR setup was built on Nutanix's platform, with storage and compute resources pooled across nodes.
- **Dell Hardware:** Used for physical infrastructure refresh, ensuring compatibility with both Accops and Nutanix.



The integration of Accops VDI with Nutanix provided a seamless user environment that could scale on demand without requiring additional virtualisation layers or complex licensing from various OEMs.

Forward Outlook

The team at the data company plans to expand the virtual desktop footprint beyond the initial 700 users. The IT department has developed internal governance around application access, endpoint hygiene, and workload allocation—all of which are now easier to enforce using the Accops platform.

By adopting a unified strategy for infrastructure and user access, the data company is reducing fragmentation and setting the stage for a modern, secure, and scalable digital workspace model.

Accops enables secure and instant remote access to business applications from any device and network, ensuring compliant enterprise mobility for business users while keeping governance with the organization.

Discover how Accops can transform your remote and hybrid work strategies. Reach us today at contact@accops.com for a free consultation.