

## The Situation

Very few people like doing paperwork, but [Acumen Fiscal Agent](#) does paperwork for others. They provide payroll and other fiscal services to people living with disabilities. Around 2012, they realized that their cumbersome technology was starting to weigh them down. It was time to embark on an overhaul of their IT infrastructure. And with the coming shift to working from home, their overhaul came at an opportune time.

## The Problem

- VMware was **prohibitively expensive**
- Existing **systems were cumbersome and difficult to manage**
- **Updating software was disruptive**
- **No reporting capabilities** or ability to scale
- **Troubleshooting was time-consuming** and tedious

## Nutanix to the Rescue

Reasons **Acumen** chose Nutanix:

- Nutanix had a **built-in hypervisor**
- Could **update without affecting anyone**
- Nutanix Files offered **impressive reporting and analytics**
- **Built-in disaster recovery functionality**

## The Impact

- They're **saving between \$70,000–\$80,000 a year** by switching to Nutanix
- Infrastructure **supported an 80% increase in the number of remote workers**
- **Saving time** on both tickets and maintenance
- IT team **regained their weekends**

Through Nutanix, Acumen was able to simplify their business. Although nothing has changed on the front end for their customers, the positive feedback from Acumen employees ultimately translates to an improved customer experience. Files enables them to streamline document management and reporting, and Frame prepares them for whatever may come next—so they can keep their focus on helping people who need it the most.



**Ryan Arnold**  
IT Director at Acumen LLC

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**“**

The truth is, you can't put a dollar figure on giving your IT team back their weekends. It's easier to talk hard numbers about what we are saving from not having VMware, VMware SRM, and all our old storage and network contracts. All told, we are saving between \$70,000 and \$80,000 a year by switching to Nutanix.

**“**

More than what Nutanix has helped us do in the past, I'm excited by the future.



**Ryan Arnold**  
IT Director at Acumen LLC

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