

NUTANIX™

Build an Enterprise Cloud with Nutanix

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Nutanix Customer Journey



Modernize IT
with HCI



Build an Enterprise
Cloud



Multi-Cloud Services
for Apps and Data

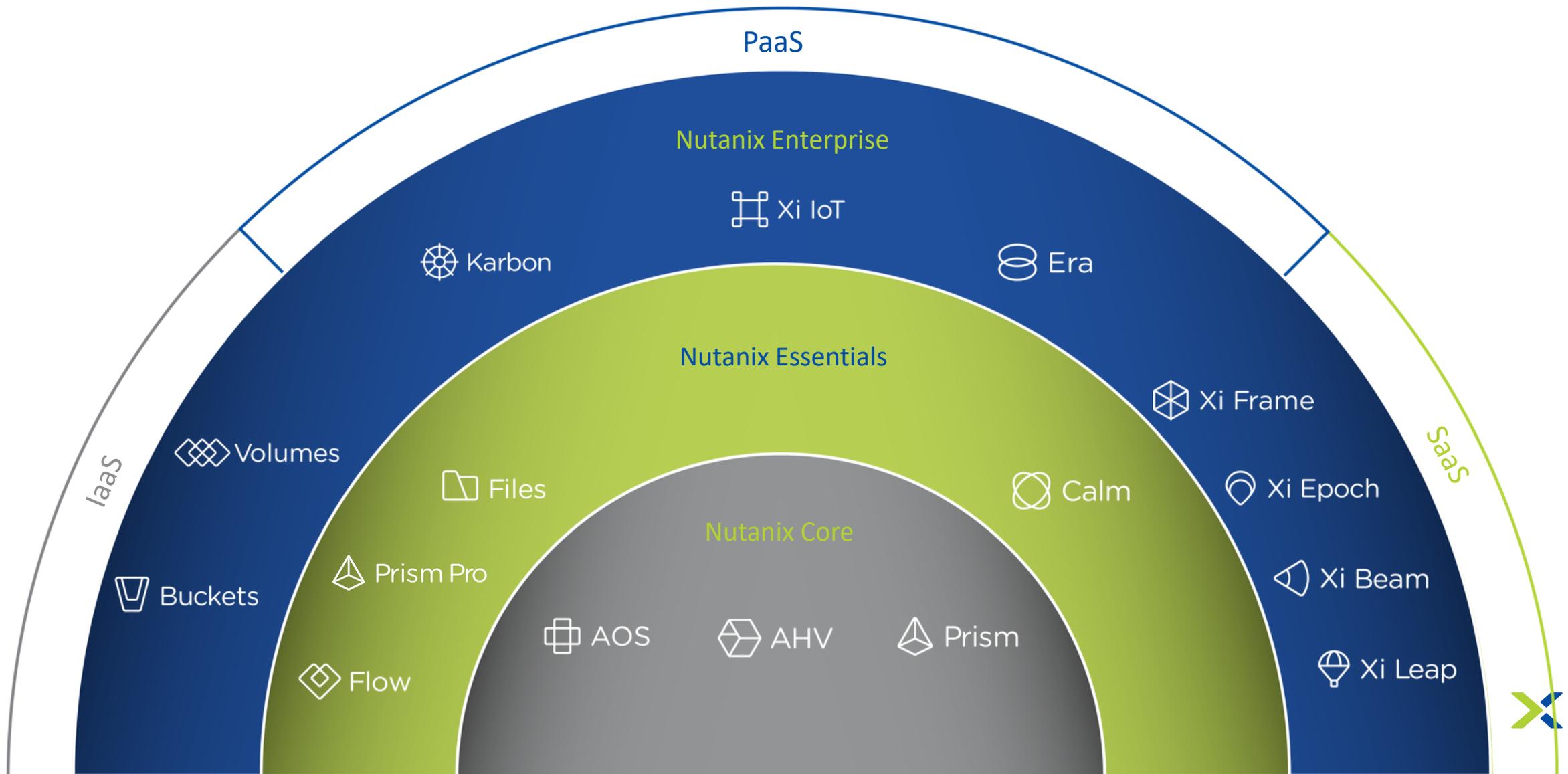
Unify operations across
public and private clouds

Secure and automate
applications, and consolidate
storage

Deliver enterprise apps
and VDI from any site



Nutanix Customer Journey

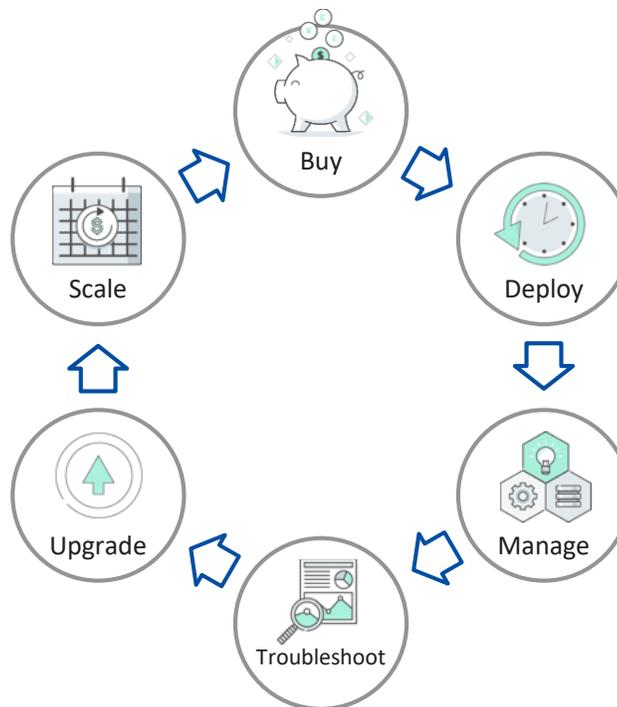


IT Complexity Is Hurting Business



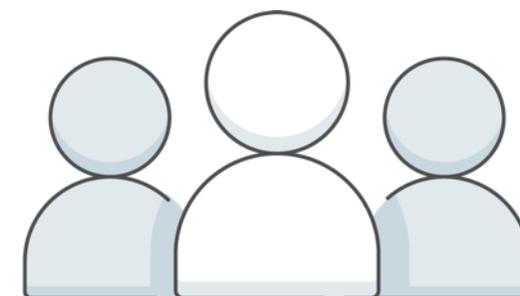
Infrastructure

Time consuming to provision
Multiple points of failure



Process

Difficult to scale and upgrade
Large upfront CapEx

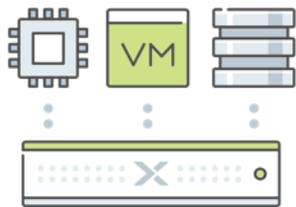


People

Little time for innovation
Requires IT specialists



Slows Application Delivery



Enterprise Applications

- Different workload characteristics
- Varied availability demands
- Demands agile rollout, upgrades and expansion



Virtual Desktops

- Scaling is difficult
- Inconsistent user experience
- Multiple layers to manage



Remote & Branch Offices

- Islands of infrastructure increase administration demands
- Lack of local IT expertise
- Need reliable data protection and security



Bring the Cloud Inside

Software-defined
Everything

Machine Learning
Automation

Self-healing
Systems

Web-scale
Engineering

Off-the-Shelf
Hardware

Built for Hybrid

No Single Point of
Failure

You Get:

Rapid Time to Market

Pay-as-you-Grow

One-Click Operations

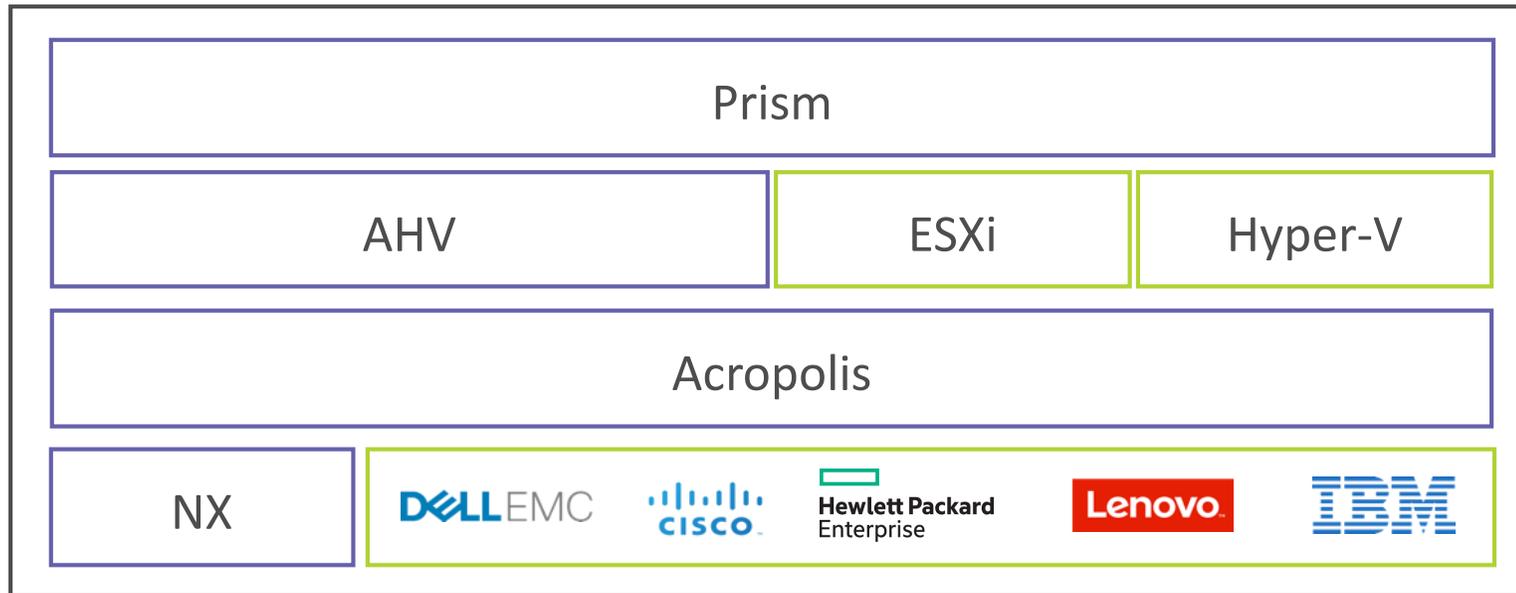
Continuous Innovation

Google **facebook.**

 **amazon**
web services



Introducing a Fully Integrated HCI Solution



One-Click HCI Management

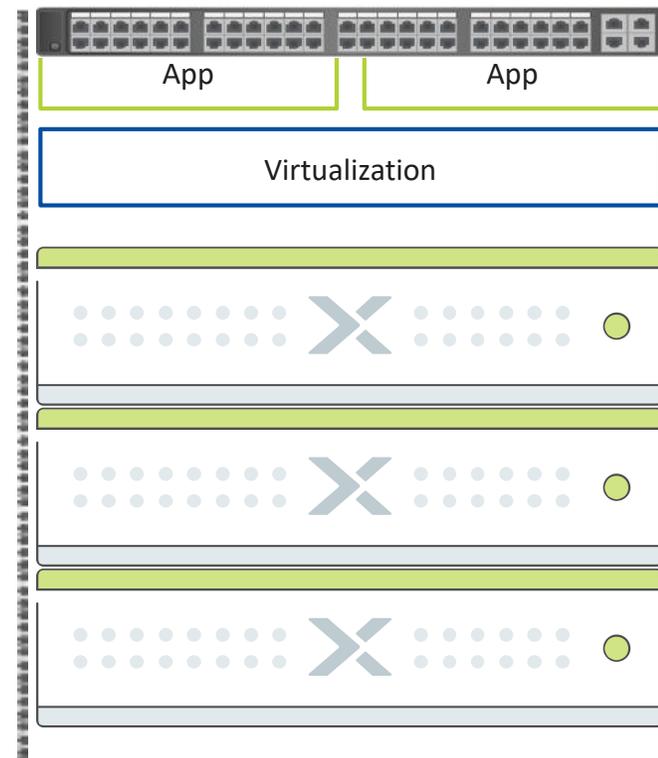
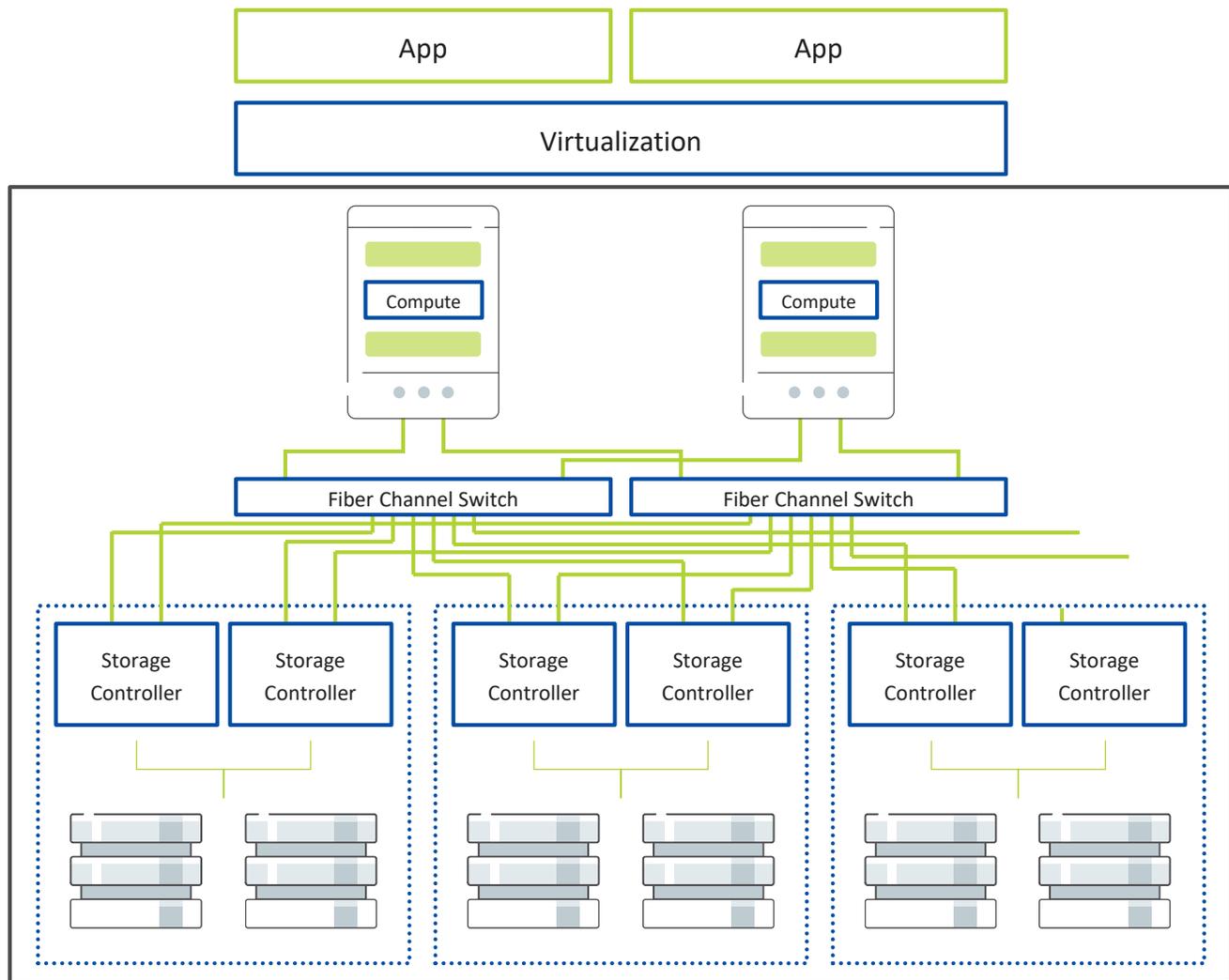
Virtualization Choice

HCI Software

Hardware Platform Choice



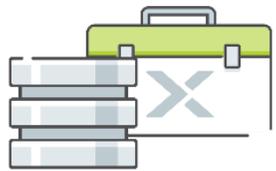
Re-Platforming IT



Integrated compute, storage, virtualization, network, and security



Nutanix Powers All Workloads and Use Cases



Enterprise Applications



VDI



Remote and Branch Office



Collaboration, Messaging, & UC



Dev/Test



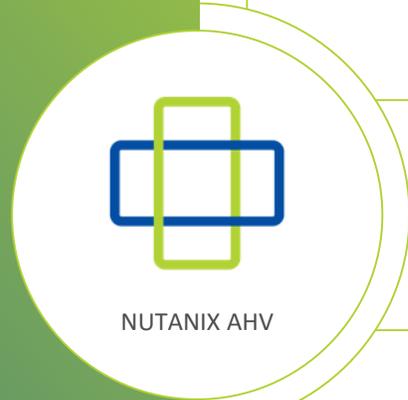
Big Data



Mission-Critical Workloads



Built-in Virtualization



Native high-performance hypervisor

Integrated management and monitoring

Secure; trusted by global companies

Microsegmentation & service chaining

Less Operational Complexity

Integrated Management

License Free



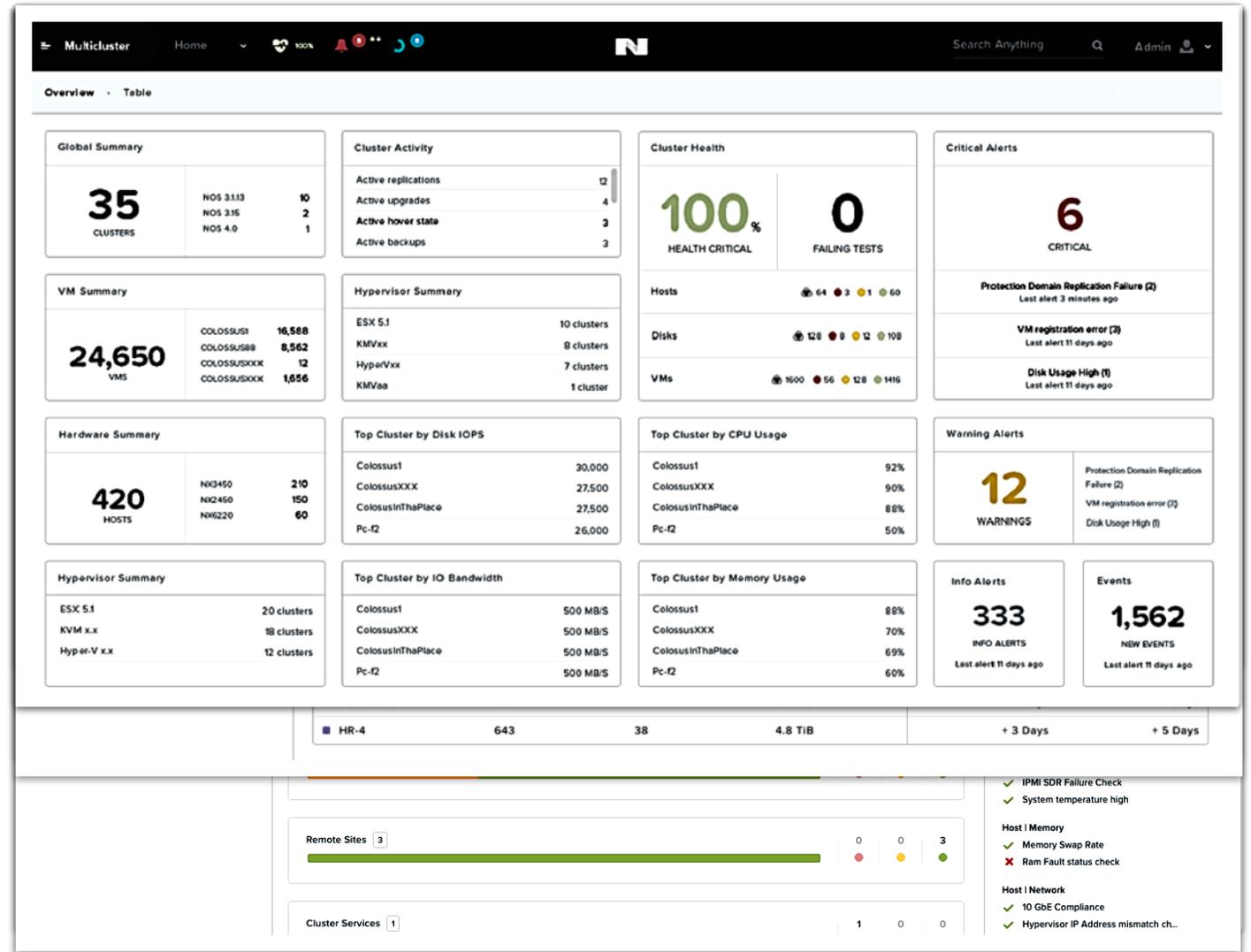
Prism: Full-Stack Management & Analytics

Compute, Storage, Networking,
Data Protection Management

Virtualization Management

Operational Analytics

Cluster Health



Nutanix Customer Journey



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Multi-Cloud Services
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Unify operations across
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Secure and automate
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Deliver enterprise apps
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One-Click Operations



Infrastructure Management



- Provisioning of storage, VMs, networking policies and data protection
- Cluster scale-out and scale-in

Application Automation and Orchestration



- Self-service provisioning
- App deployment and governance
- Multi-cloud visibility and control

Operational Insights



- Behavior-based alerting
- Intelligent remediation
- Consumer-grade search and dashboards

Planning



- Capacity planning
- One-click infrastructure optimization
- Just-in-time forecasting

App Mobility



- Migration of Application & VMs across infrastructure
- Hypervisor conversion
- Archiving of data to cloud



Flow: Native Networking Services



- Built-in virtual networking
- App-centric network visualization
- VM microsegmentation
- Network automation and service insertion



File Services for the Cloud Era



Native architecture

Built-in file storage powered by Nutanix distributed storage fabric



Software-defined

100% software-driven for platform independence



Flexible scaling

On-demand scale-up and scale-out for precise capacity planning



Reduced management

One-click administration with built-in data analytics and auto-tuning

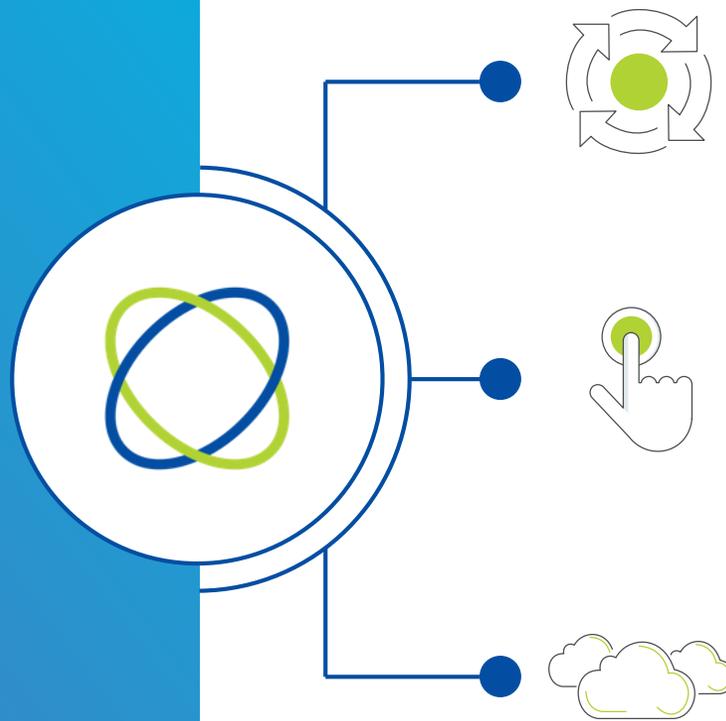


Cloud flexibility

with the efficiency of NAS



Automate IT Workflows with Nutanix Calm



Application Lifecycle Management

End-to-end automation of application provisioning, scaling and management

Self-Service and Governance

One-click self-service with centralized role-based IT governance

Multi-Cloud Orchestration

Deployment of apps and centralized visibility across private and public clouds



To summarize

Nutanix Customer Journey

Nutanix Core

■  **AOS**
The industry's most popular hyperconverged infrastructure (HCI) solution.

■  **AHV**
Powerful, secure built-in virtualization that eliminates expensive hypervisor lock-in

■  **Prism**
Simplify infrastructure management with one-click operations

Nutanix Essentials

■  **Files**
Simple, scalable and reliable file storage for the cloud era.

■  **Flow**
Advanced Networking and Application Centric Network Security

■  **Calm**
Application Lifecycle Management and Cloud Orchestration

■  **Prism Pro**
Simplify infrastructure management with one-click operations

Nutanix Enterprise

■  **Era**
Automates and simplifies database operations

■  **Karbon**
Simplifies the provisioning, operations, and lifecycle management of Kubernetes.

■  **Volumes**
A native scale-out block storage solution.

■  **Buckets**
Scalable, secure, enterprise-grade, S3-compatible object storage in a multi-cloud era

■  **Xi IoT**
Simple, Scalable, Secure Edge Intelligence for Real-time Analysis

■  **Xi Leap**
Disaster Recovery Service delivered by Xi Cloud

■  **Xi Frame**
Run Full Desktops and Applications in Your Browser

■  **Xi Epoch**
Observability and Monitoring for Multi-Cloud Applications

■  **Xi Beam**
Multi-cloud optimization service to reduce costs & enhance cloud security compliance.

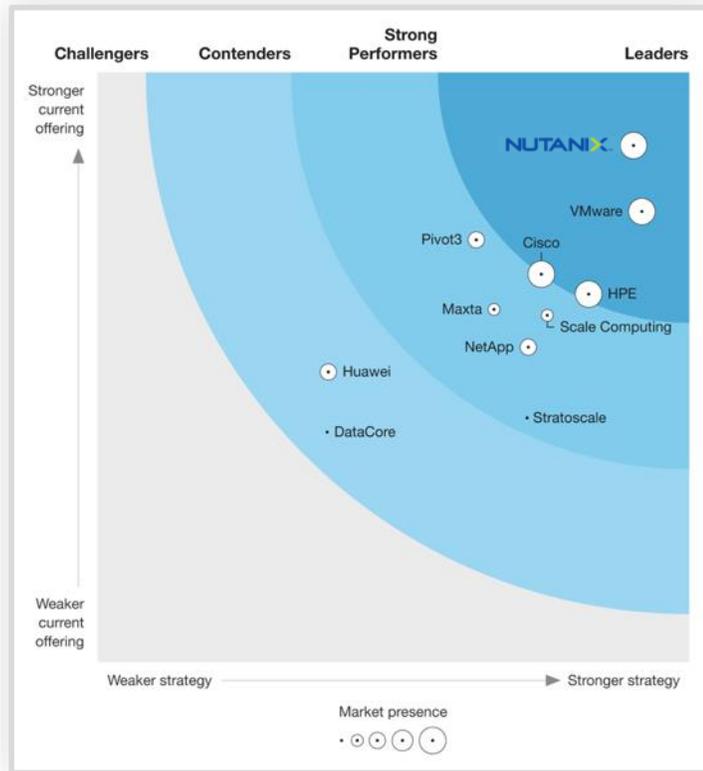
- IaaS
- PaaS
- SaaS



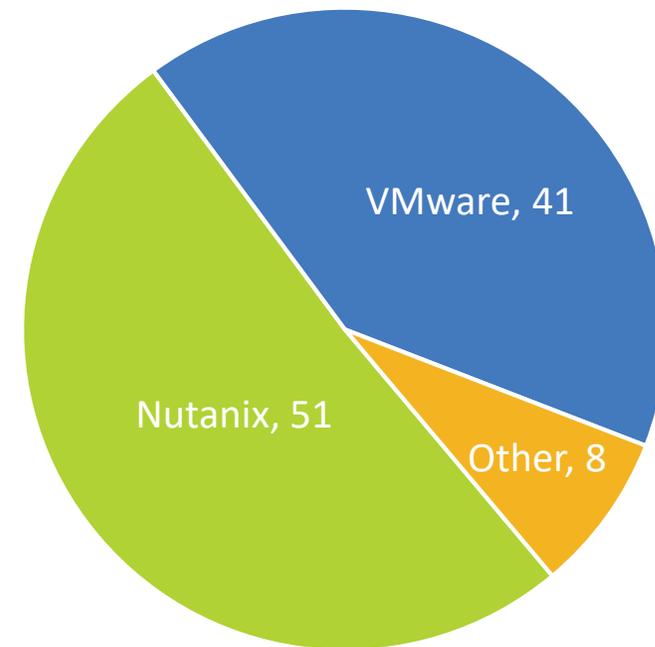
Undisputed Leader



Gartner Magic Quadrant for HCI, 2018



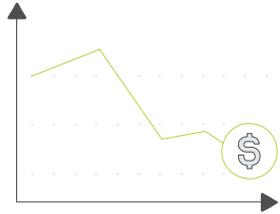
The Forrester Wave Hyper-Converged Infrastructure, 2018



IDC's Competitive Landscape of HCI Software Only, 2018

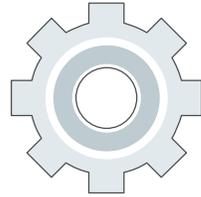


Nutanix Beats Three-Tier Architectures



60%

lower TCO



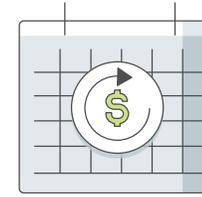
97%

fewer unplanned outages



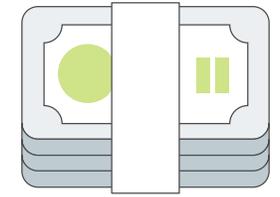
534%

five-year ROI



7

months to payback



\$10.56M

additional revenue per year



Industry's Best Support



★ Support Centers ● NBD Depots

Over 100 Countries

7 WW Support Centers

24x7x365

“Follow the Sun” Support

Proactive Support with Pulse

<30 min Mission Critical Support Response Time

97% Customer Satisfaction

+90 Net Promoter Score for > 4 Years



The image features a background with a blue-to-green gradient. A large, faint, stylized 'X' shape is formed by four overlapping, rounded rectangular shapes. The top-left and bottom-right shapes are a lighter blue, while the top-right and bottom-left shapes are a lighter green. Centered in the middle of the 'X' is the Nutanix logo and the text 'Thank You'.

NUTANIX™

Thank You