Making IT Infrastructure Invisible

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About Nutanix

Make datacenter infrastructure invisible, elevating IT to focus on applications and services

2100+ customers

Over **70** countries

6 continents

Founded in 2009

1,500+ employees
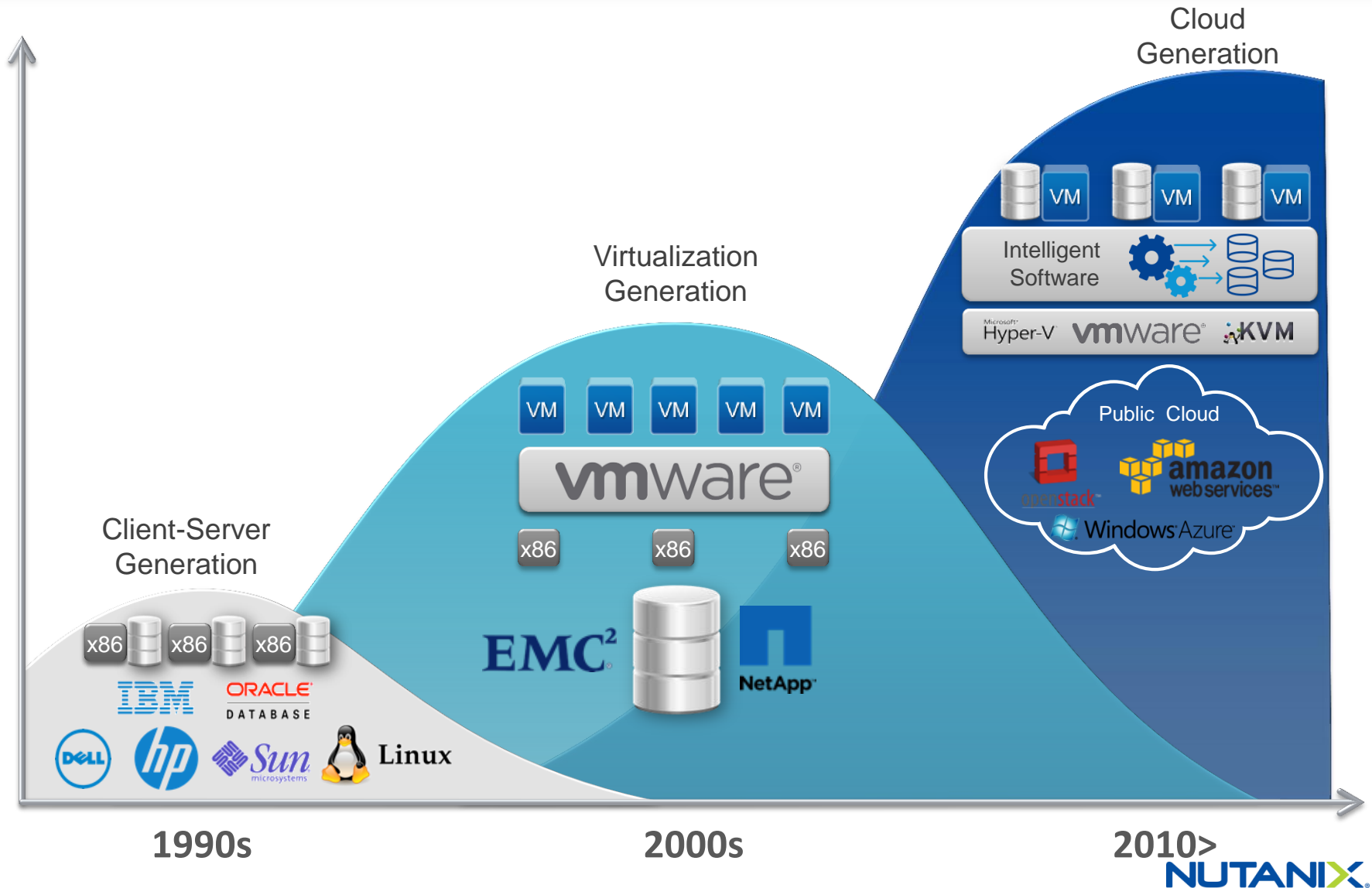
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Gartner

Strengths

Nutanix is a complete infrastructure solutions company, providing its customers flexibility in their choice of hypervisors and cloud usage
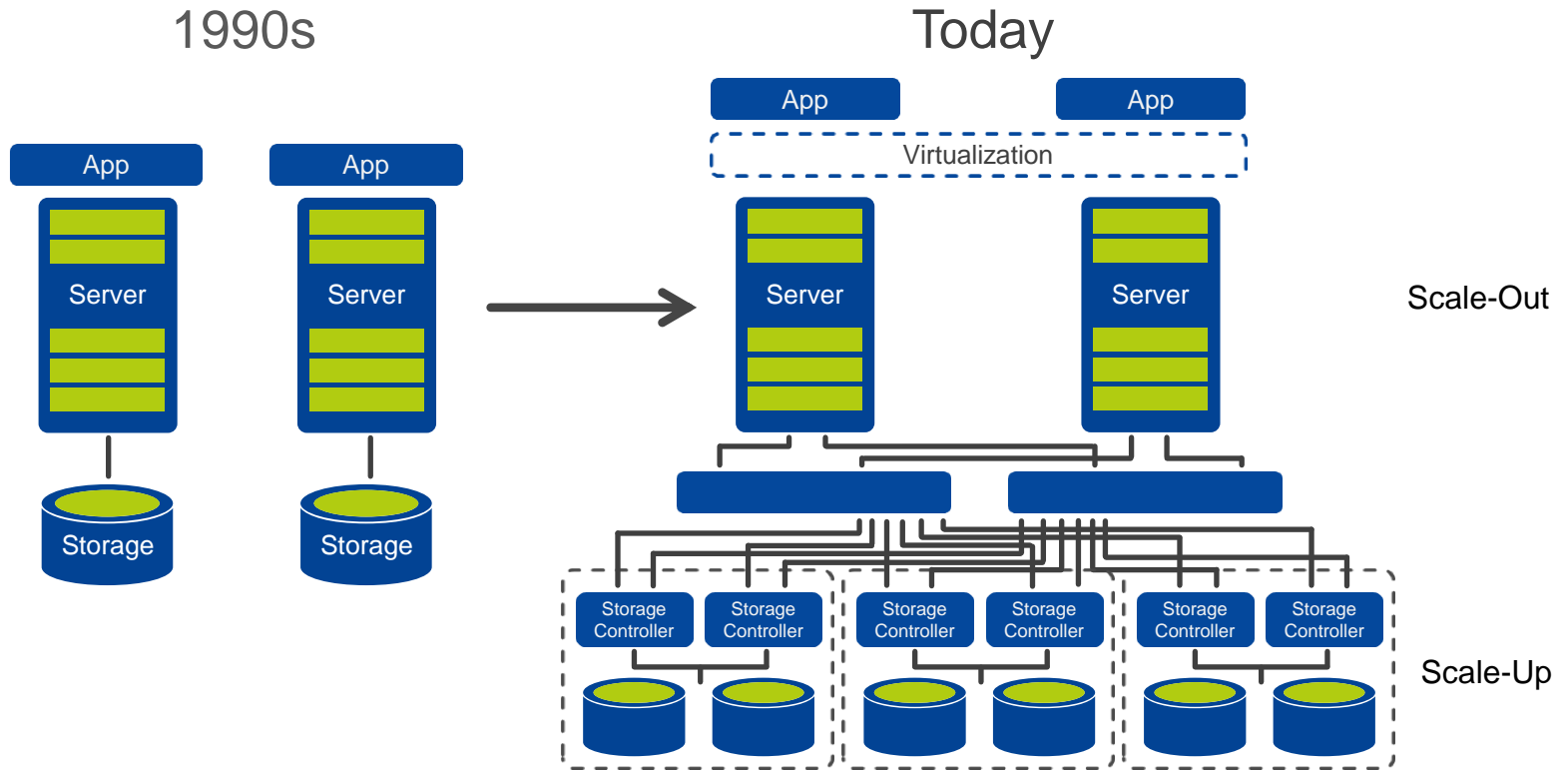
Nutanix has gained market credibility and established a worldwide presence

The Acropolis scale-out architecture, along with the ability to scale compute and storage independently, enables users to grow Nutanix deployments incrementally to meet application needs.
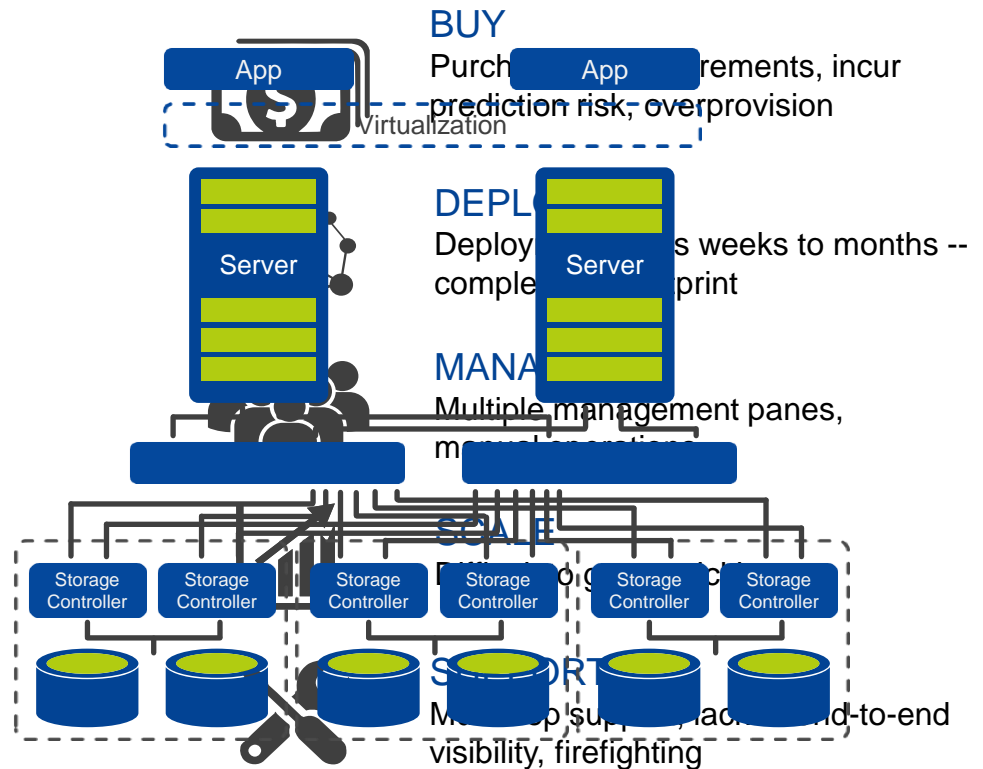
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Evolution of Datacenter Infrastructure

Cloud Generation

Virtualization Generation

Client-Server Generation

Public Cloud

Intelligent Software

Microsoft Hyper-V   vmware®   KVM

VM   VM   VM   VM   VM

vmware®

x86   x86   x86

EMC²   NetApp

x86   x86   x86

IBM   ORACLE DATABASE

DELL   hp   Sun microsystems   Linux

1990s   **2000s**   **2010>**

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4

Evolution of Enterprise Infrastructure

BUY
Purch... ...rements, incur prediction risk, overprovision

DEPL...
Deploy... ...s weeks to months -- comple... ...print

MANA...
Multiple management panes, ...

SCALE
... ...o g... ...ch...

S...ORT
M... ...p sup... ...lac... ...d-to-end visibility, firefighting

App
App
Virtualization
Server
Server
Storage Controller
Storage Controller
Storage Controller
Storage Controller
Storage Controller
Storage Controller

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It's Time for a New (Software-Based) Approach

Bundled "converged" is out…

Software is in…

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The Solution: Hyperconverged Infrastructure
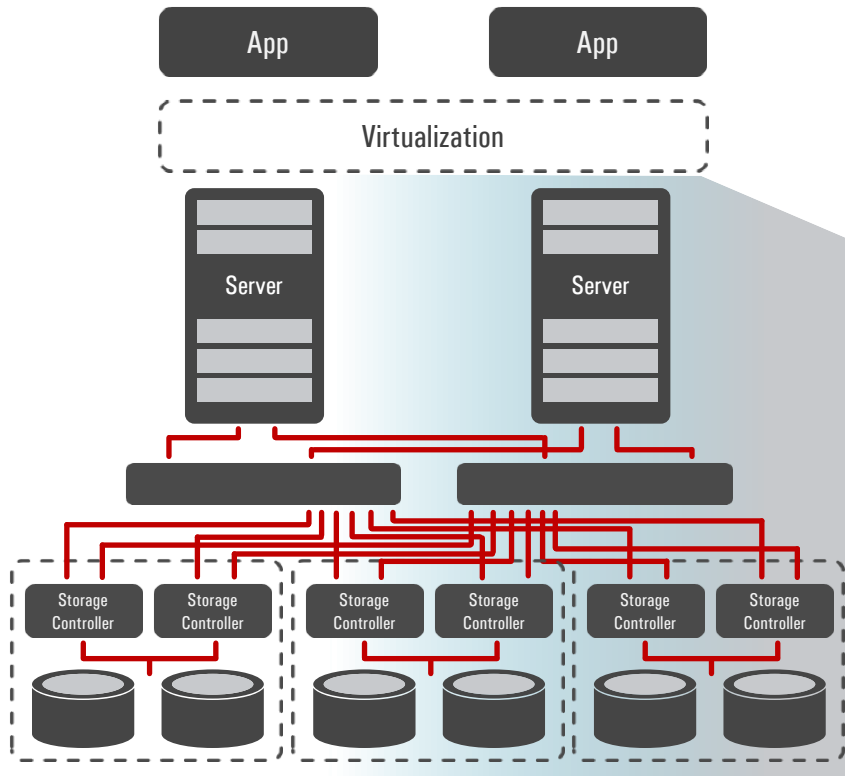
✓ **Compute**   ✓ **Storage**   ✓ **Virtualization**

Integrated compute and storage for virtualized environments

Datacenter Stack

		Apps
vmware, MSFT, Redhat	ESX-i Hyper-V **AHV**	Virtual Infra
NetApp, EMC		
Cisco, Brocade	**Nutanix**	Physical Infra
Qlogic, Emulex HP, Dell, Cisco		
Cisco, Arista, Juniper	Cisco, Arista, Juniper	

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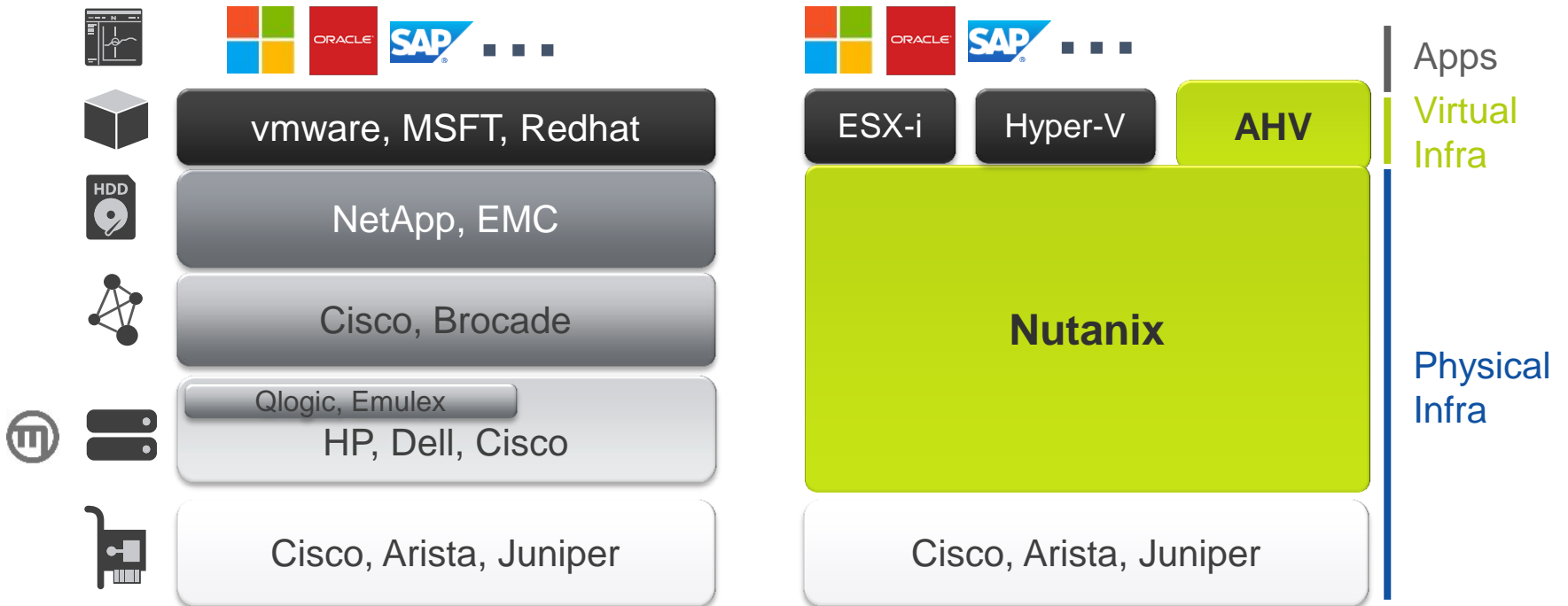
How We Built It: Web-Scale Engineering

Commodity x86 servers for compute and storage

All intelligence in software

Scale-out architecture

Self healing systems

Rich automation and analytics
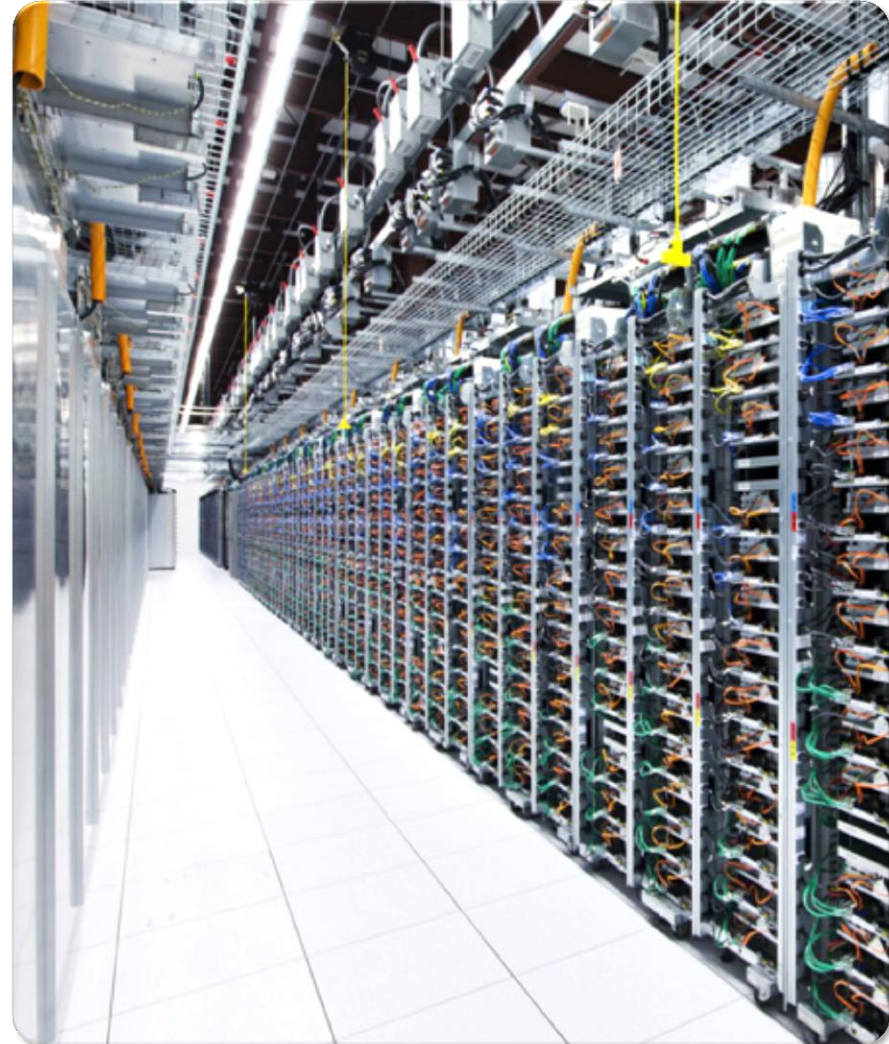
Nutanix Web-Scale Architecture
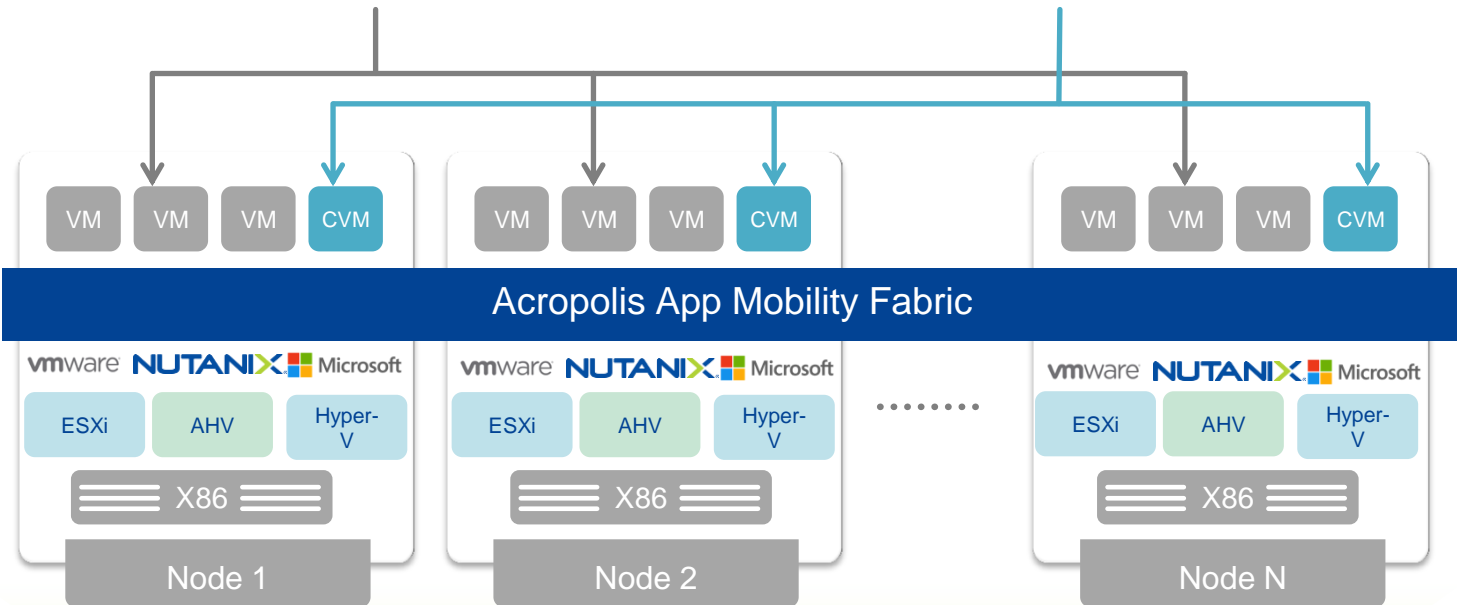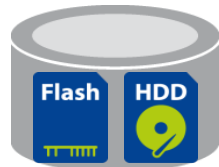
Linear Scale-Out

SINGLE NODE
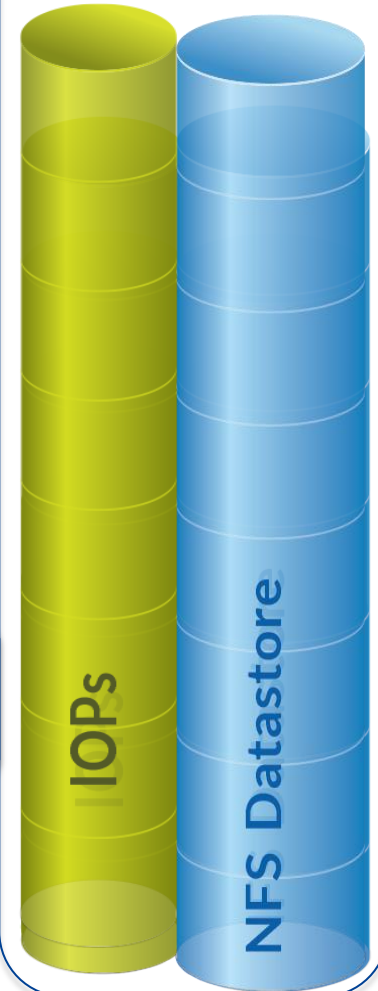**Compute:** 16 Cores
Storage:
Flash: 800GB SSD
HDD: 4TB
Controller: Nutanix Storage controller
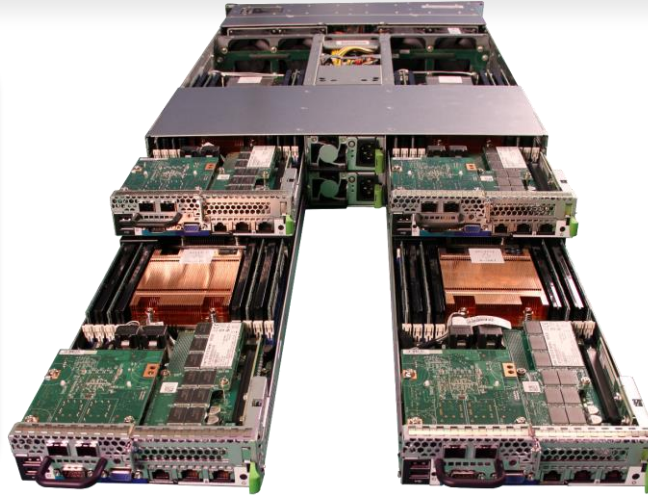
NDFS
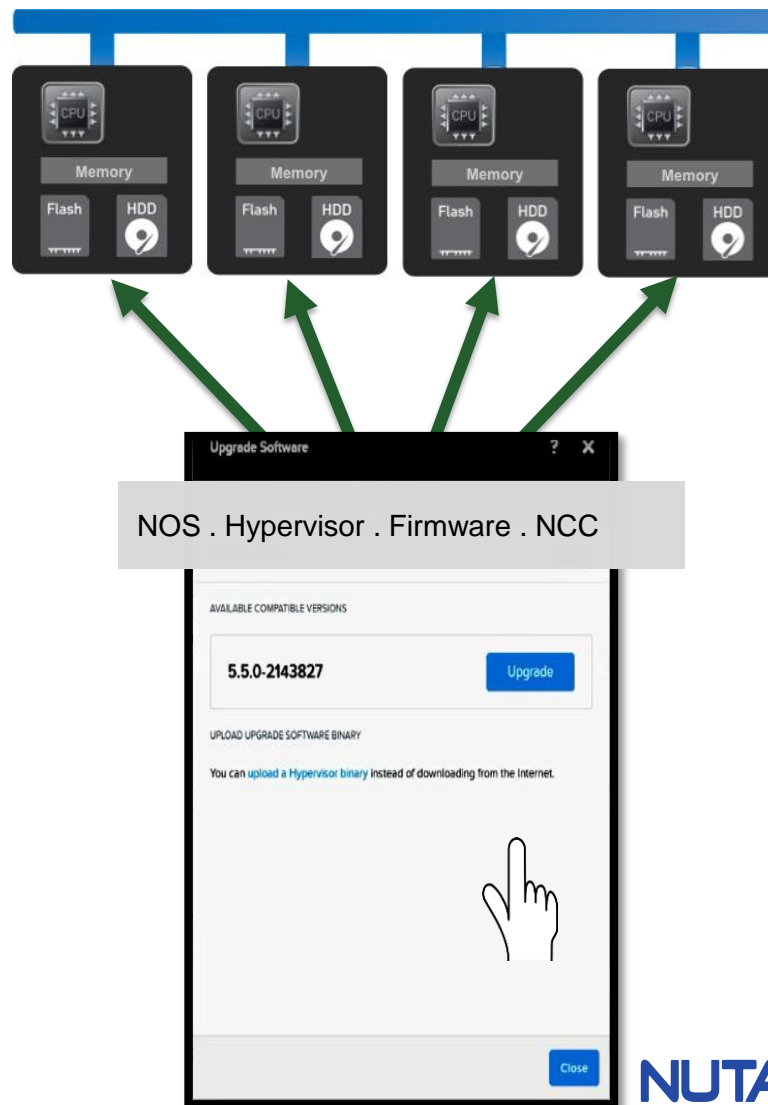Pooled resources
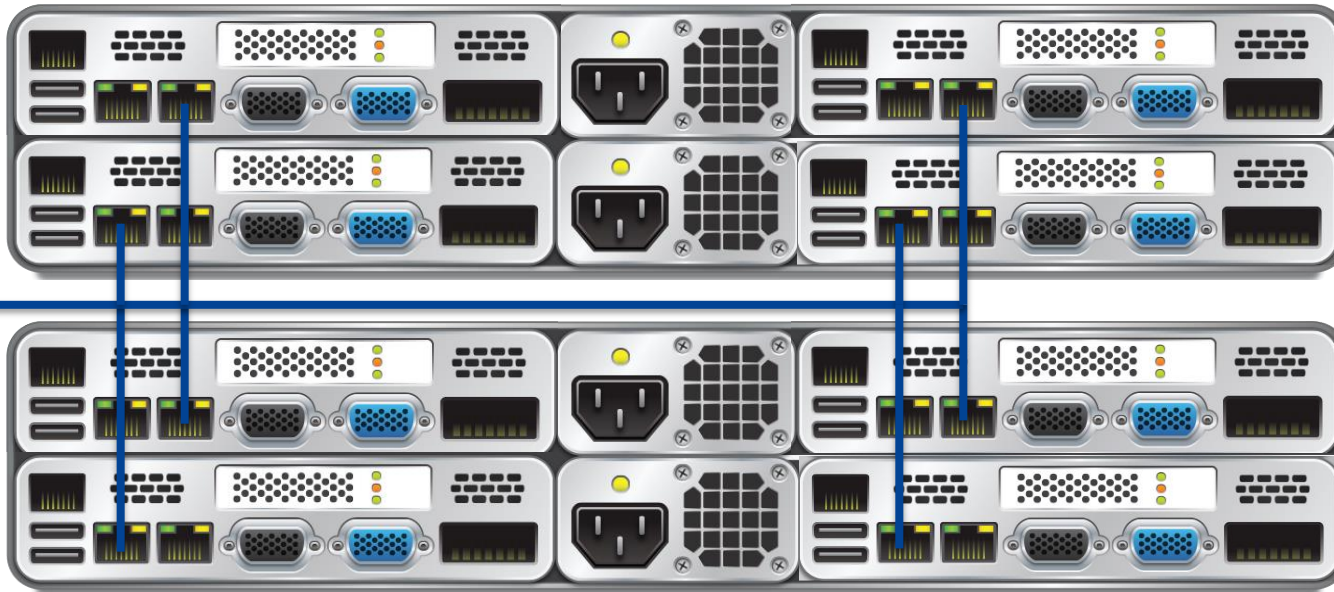
10Gbps Ethernet

NDFS

IOPs

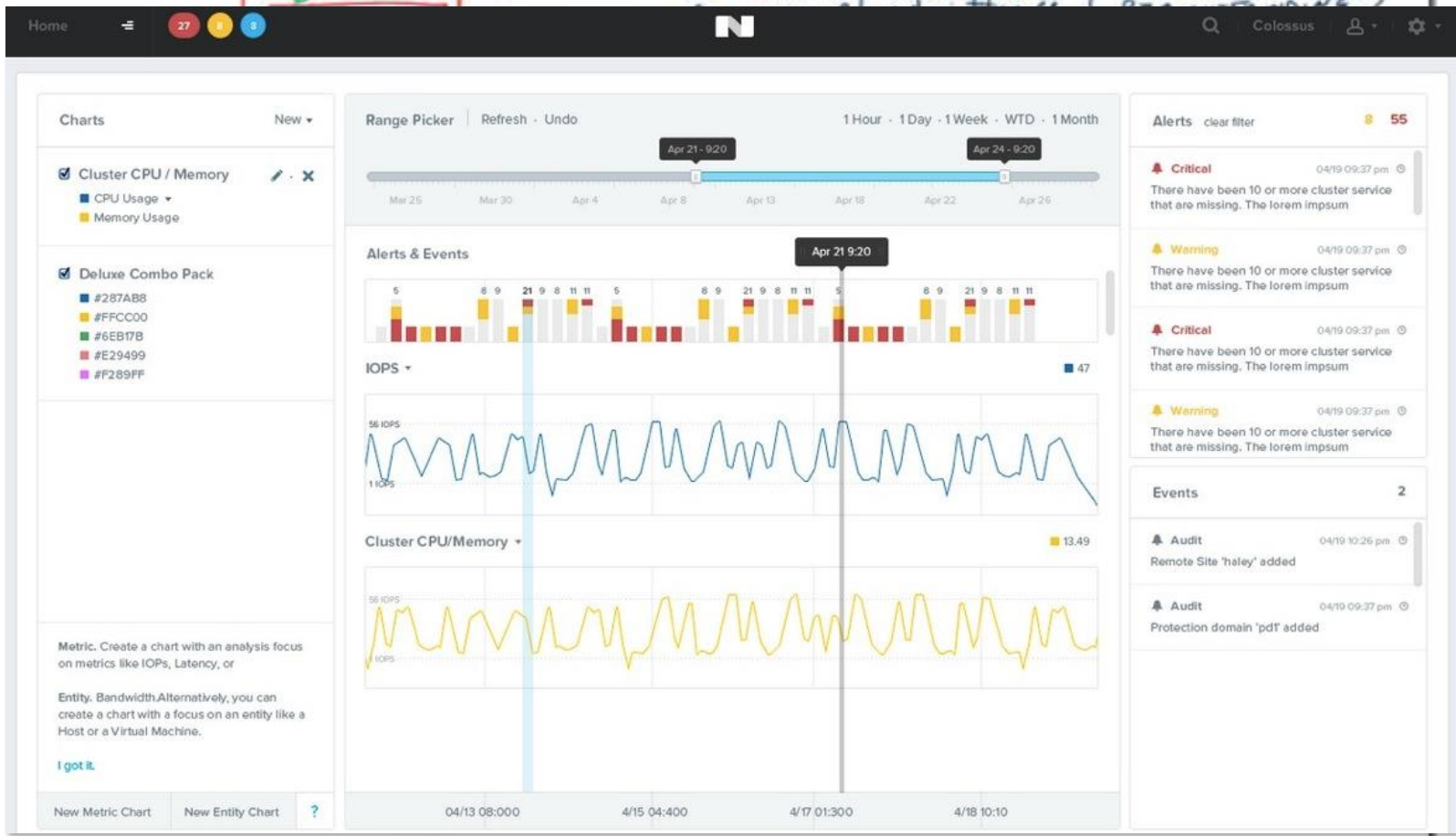NFS Datastore

Intelligence And Automation Thru Analytics
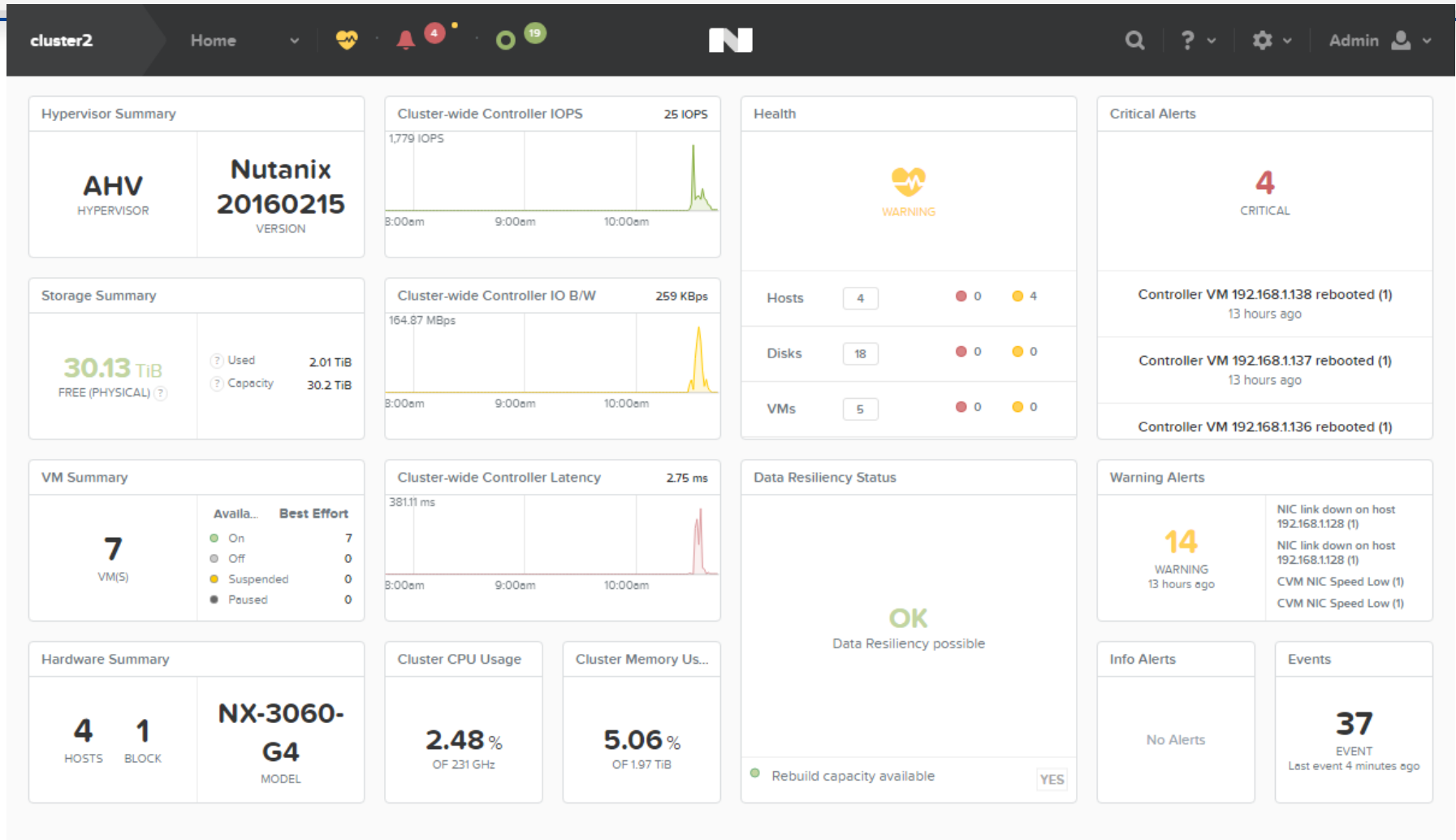
1-Click Upgrades
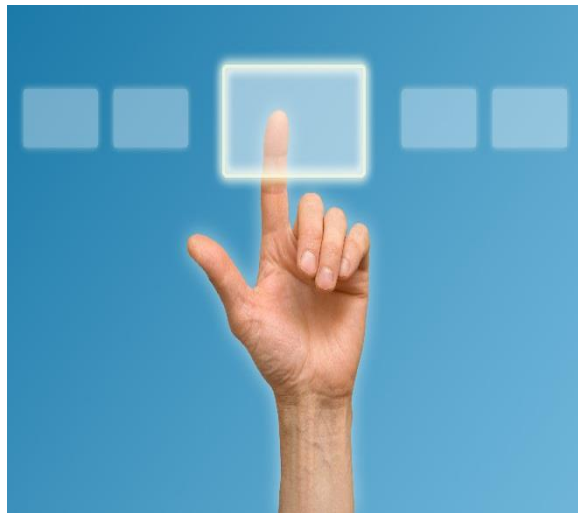
Automatically upgrade **Hypervisor, Nutanix OS, Firmware & Health Suite** non-disruptively with no manual intervention

NOS . Hypervisor . Firmware . NCC

Upgrade Software

AVAILABLE COMPATIBLE VERSIONS

5.5.0-2143827   Upgrade

UPLOAD UPGRADE SOFTWARE BINARY

You can upload a Hypervisor binary instead of downloading from the Internet.

Close

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2X faster time to issue resolution than legacy

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Prism - Capacity planning

Nutanix delivers lower TCO than legacy Infrastructure

TCO: Nutanix vs. Legacy

3 Year TCO Millionen

Legacy

>60% savings

Nutanix

$12
$8
$4
$-

Number of Virtual Machines
50   1000   2000   3000   4000

OpEx Savings vs. Legacy

3 Year TCO Millions

>80% OPEX savings

$3
$2
$1
$-

Nutanix   Legacy

■ Facilities
■ Management
■ Support
■ CAPEX
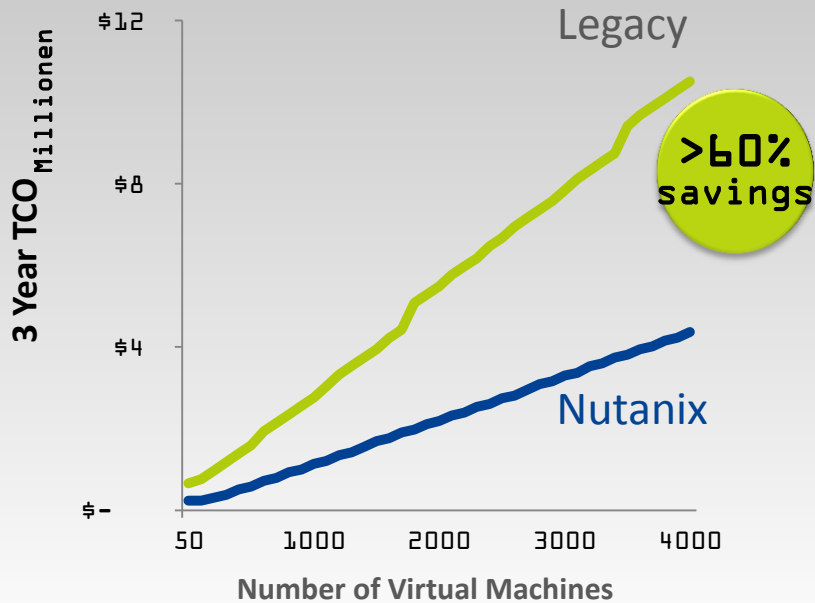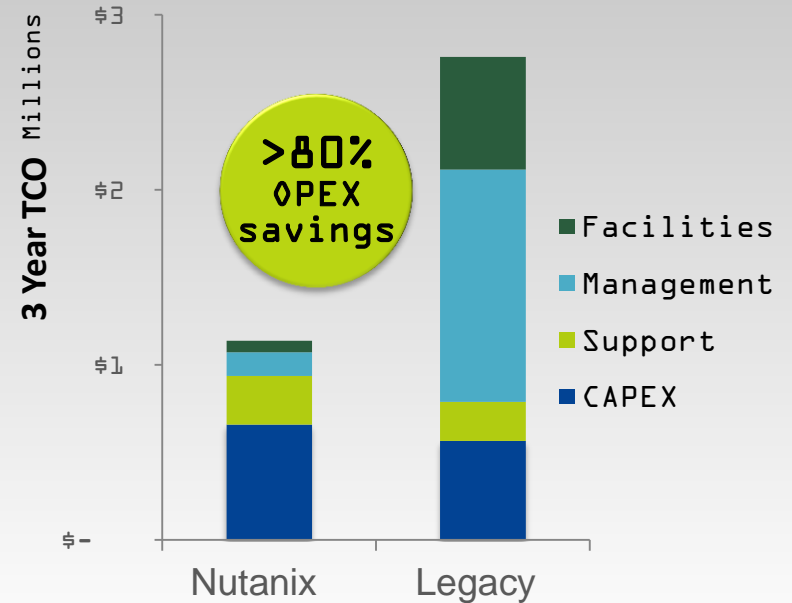
Nutanix

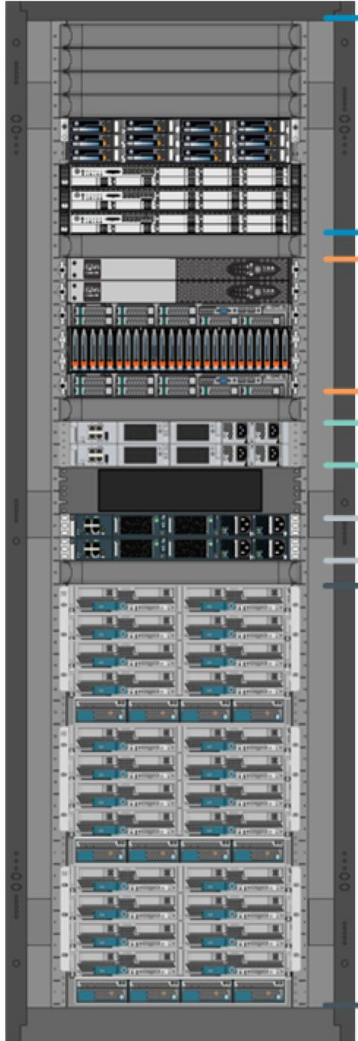5-10x less time | 5-10x times less space | 5-10x times less power & cooling

Notes: 3-Year TCO for medium type, server VM. Legacy includes: EMC VNX and Cisco UCS
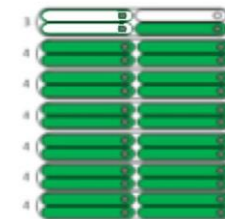Opex Savings @ 1000 VMs

17

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VCE vBlock (VMWare, Cisco & EMC) vs Nutanix
2500 users , 100% VDI

	vBlock	Nutanix	Difference
Power (Watt)	19510	7987	**11523**
Heat (BTU)	51223	31432	**19791**
Rackspace (RU)	35	20	**15**
Cost to run ($/yr)	$50,707	$20,759	**$29,949**
Cost to cool ($/yr)	$39,007	$23,930	**$15,078**
Total cost ($/yr)	$89,714	$44,688	**$45,026**
Per user ($/yr)	$36	$18	**$18**
% costs saved			**50%**

Source: Vblock Specialized System for Extreme
Applications with Citrix XenDesktop 7.1, page 28
Released: april 2014

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Why virtualize with Nutanix?

> **Uncompromisingly simple**

30 to 60 minute deployment. No storage expertise required.

> **Rapid and seamless scalability**

Scale datacenters one server at a time with zero downtime

> **Predictable performance**

Fast and linear performance at any scale

> **Lower TCO**

No more IT silos → 40-60% management savings

5 to 10 times less space, power and cooling

> **Better Business agility**

Fastest time to value. Pre-validated solutions.

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Thank You