

BCNET

Shared IT Services for Higher Education & Research

Conference 2017



IT Infrastructure Consumption Model:

Should You Rent or Own?

Agenda

- Why Cloud?
- Why not Cloud?
- Enterprise Cloud
- About Nutanix
- Questions

The Cloud Era Is Well Underway

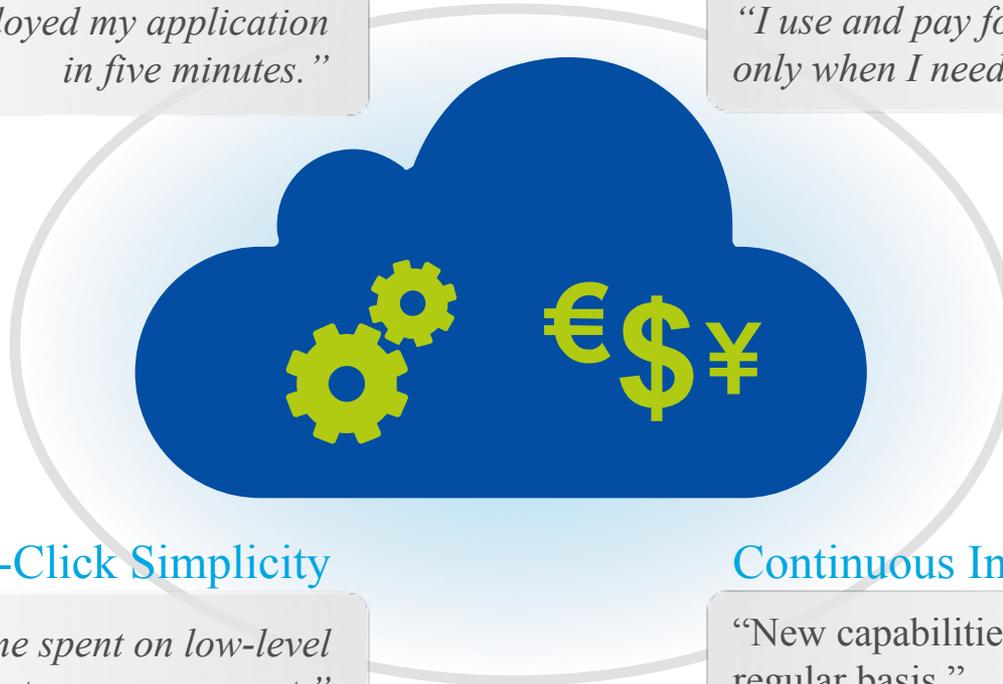


Rapid Time to Market

"I deployed my application in five minutes."

Fractional IT Consumption

"I use and pay for just what I need only when I need it."



One-Click Simplicity

"No more time spent on low-level infrastructure management."

Continuous Innovation

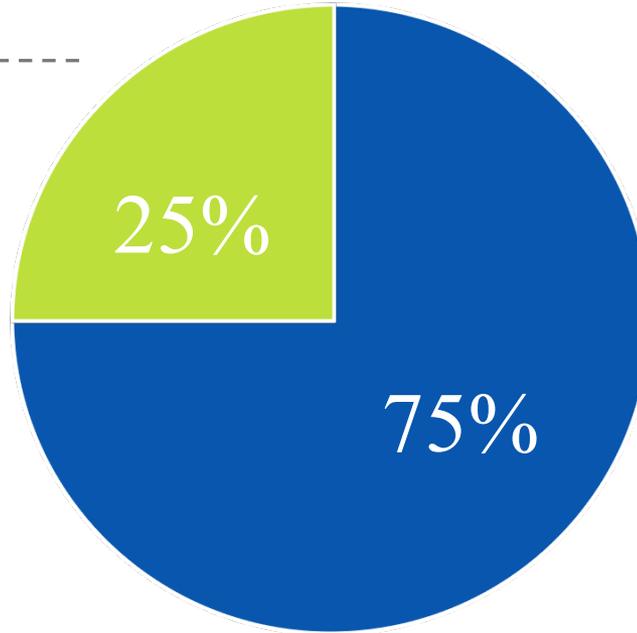
"New capabilities are available on a regular basis."

Why Not Cloud For All Workloads?



Elastic Workloads

Spin up and down resources on the public cloud



Predictable Workloads

Lower costs with private cloud infrastructure



Balance **Owning** and **Renting** For Today's Enterprise Workloads

Bringing The Cloud To The Enterprise Datacenter



Fractional Consumption



Instant Delivery



Invisible Operations



Continuous Innovation



Frictionless

Control



Balance Owning and Renting



Data Access and Governance

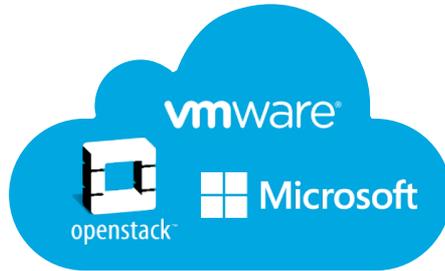


Tailored SLAs for Every App

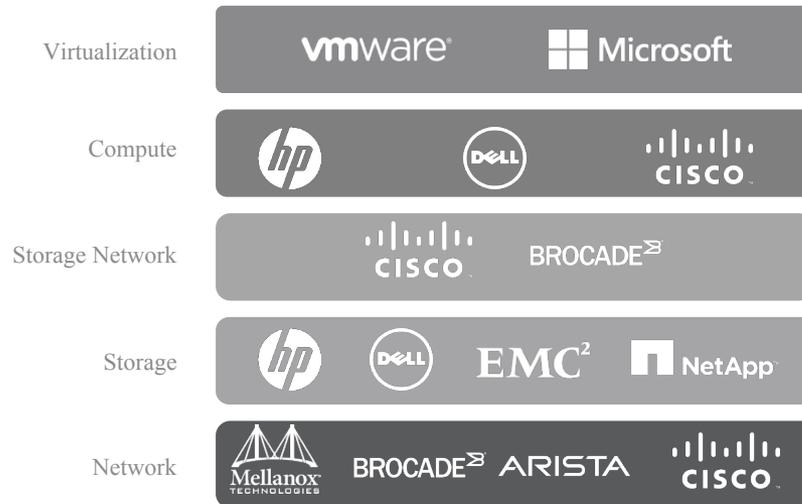


Choice and Freedom from Lock-in

Complexity with Legacy Infrastructure



- + Automated operations
- + Self-service provisioning
- + Monitoring and analytics



- x Lifecycle complexity
- x Resource silos
- x Support challenges
- x High costs

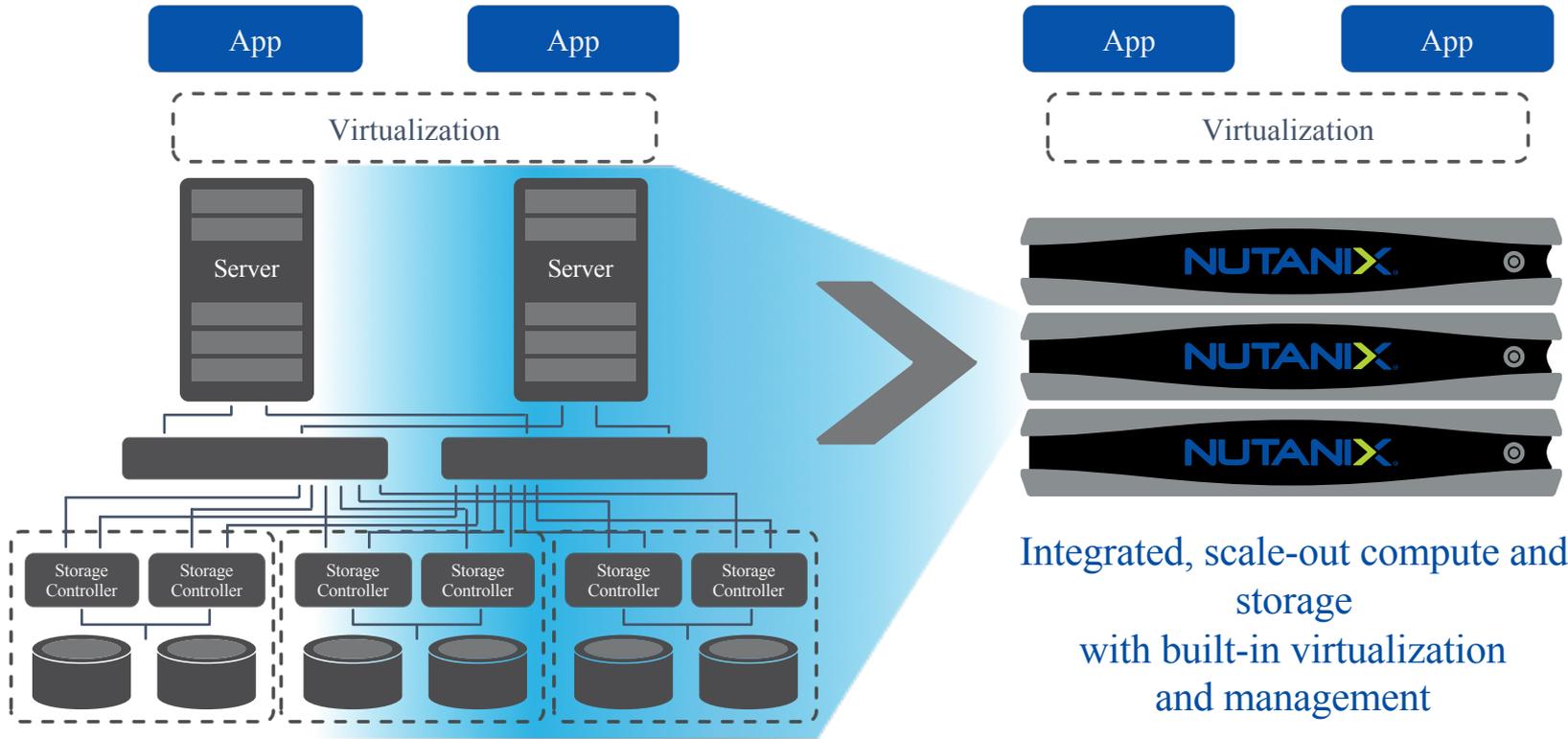


You needed VMware.
You want Amazon Web Services.

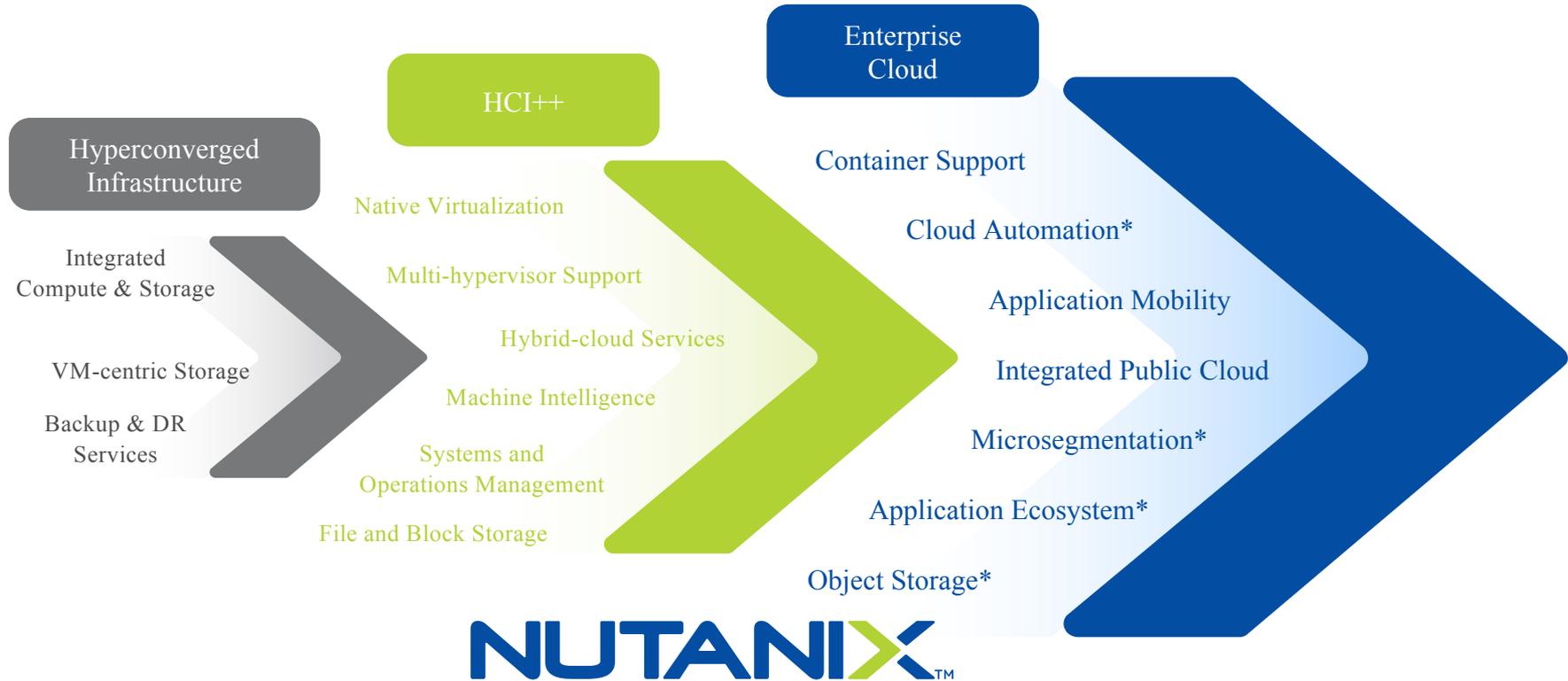
YOU'LL LOVE
NUTANIX.

"AWS (Amazon Web Services)" is a trademark of Amazon.com, Inc., and "VMware" is a trademark of VMware, Inc.

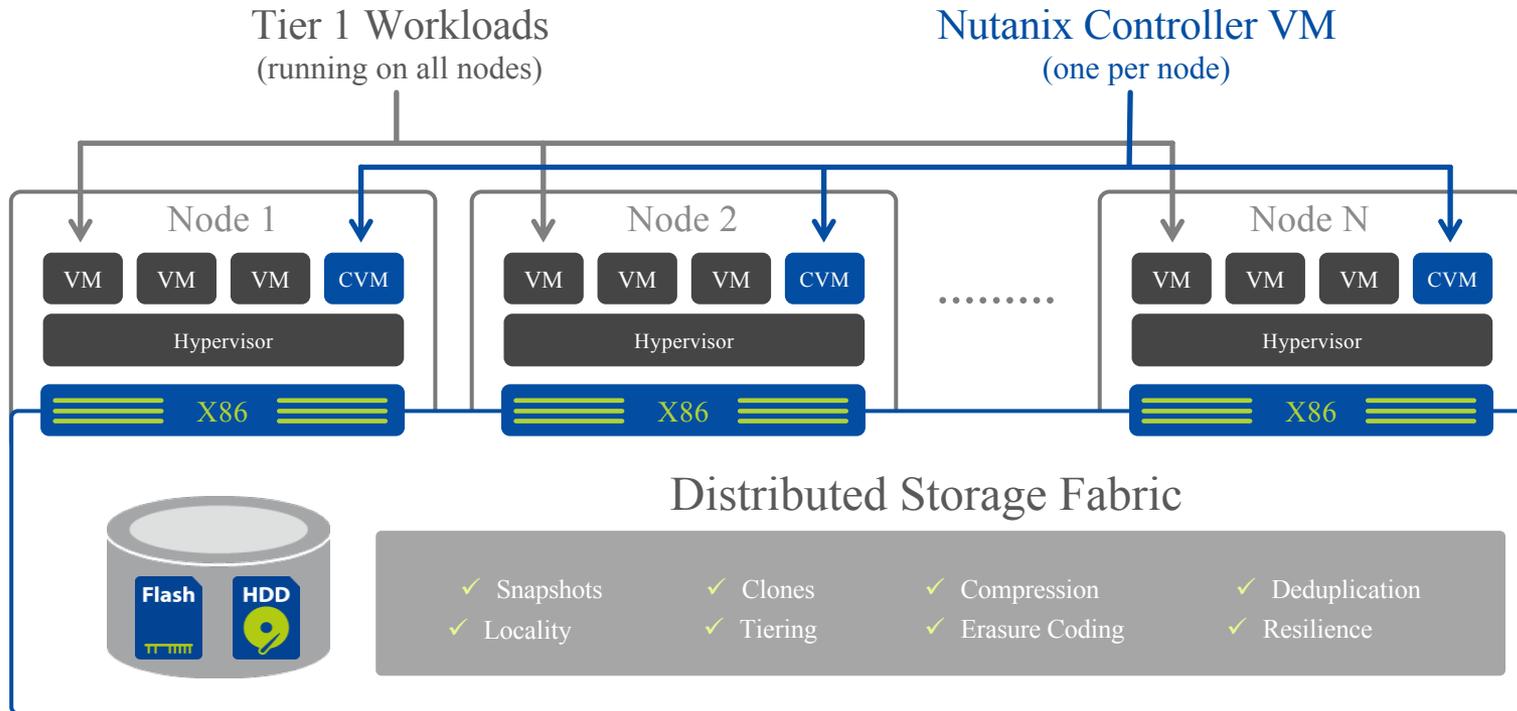
Re-Platforming the Enterprise Datacenter



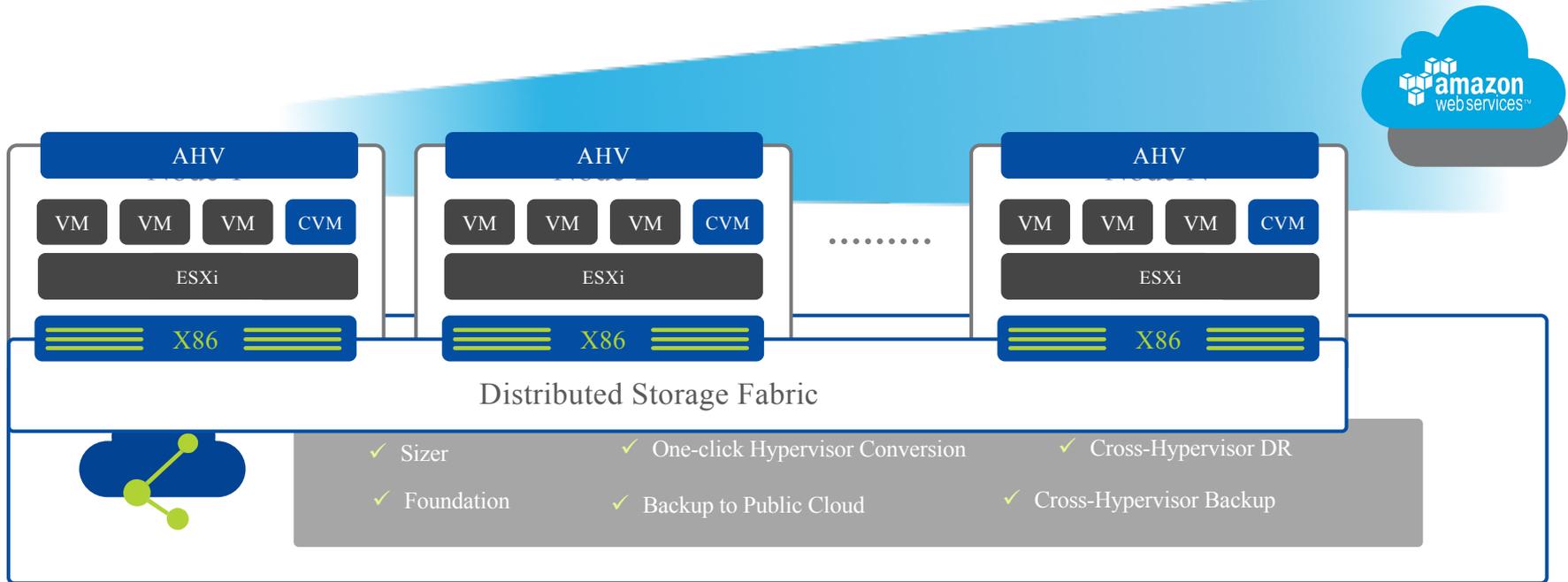
Pioneering the Enterprise Cloud OS



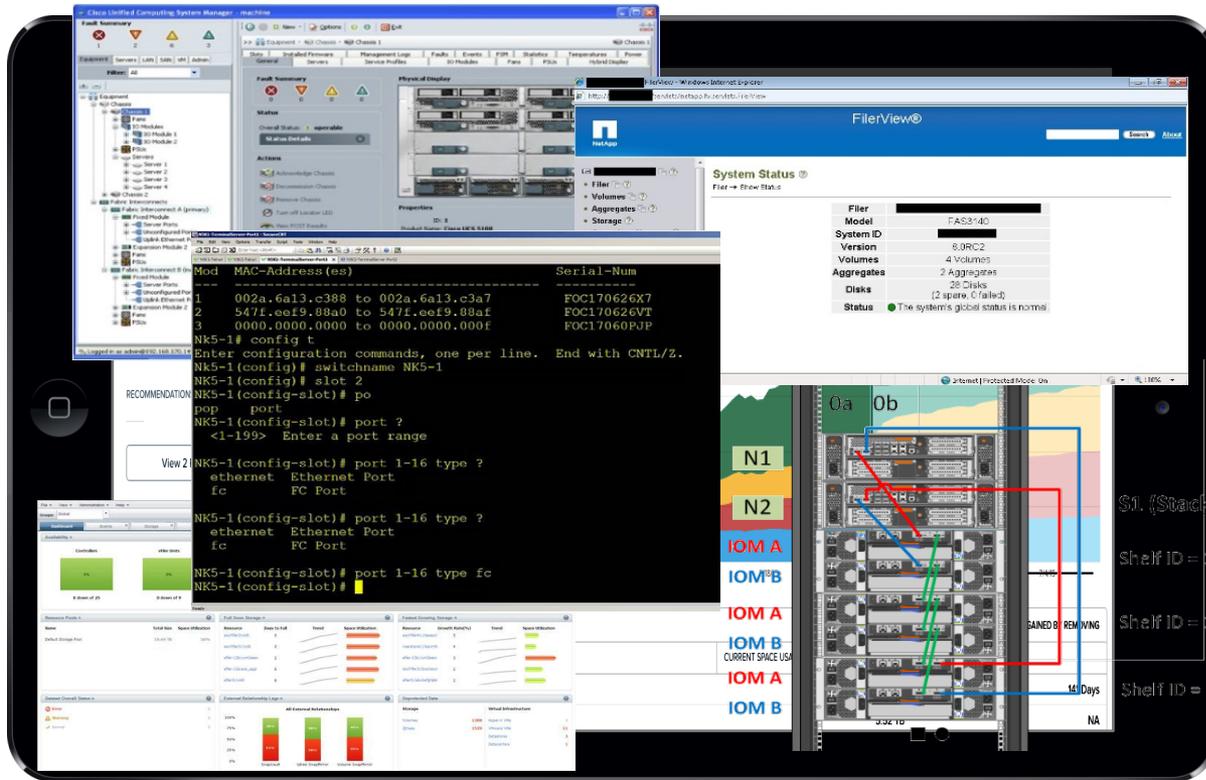
Scalable Distributed System Design



Seamless Application and Data Mobility



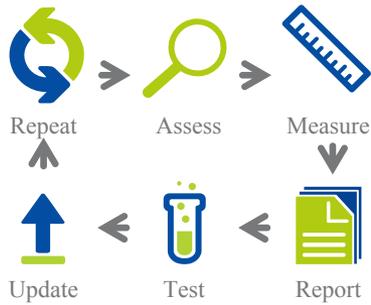
Integrated Consumer-Grade Management



Intuitive
Eliminate
Beautiful
Complexity...
Insightful



Full-Stack Security Development Lifecycle



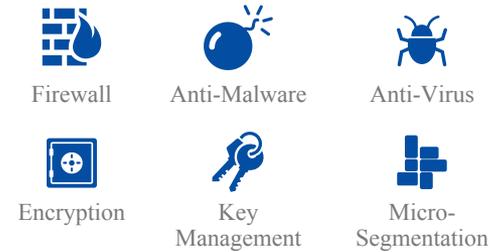
Automated Validation and Self-healing



Security Certifications

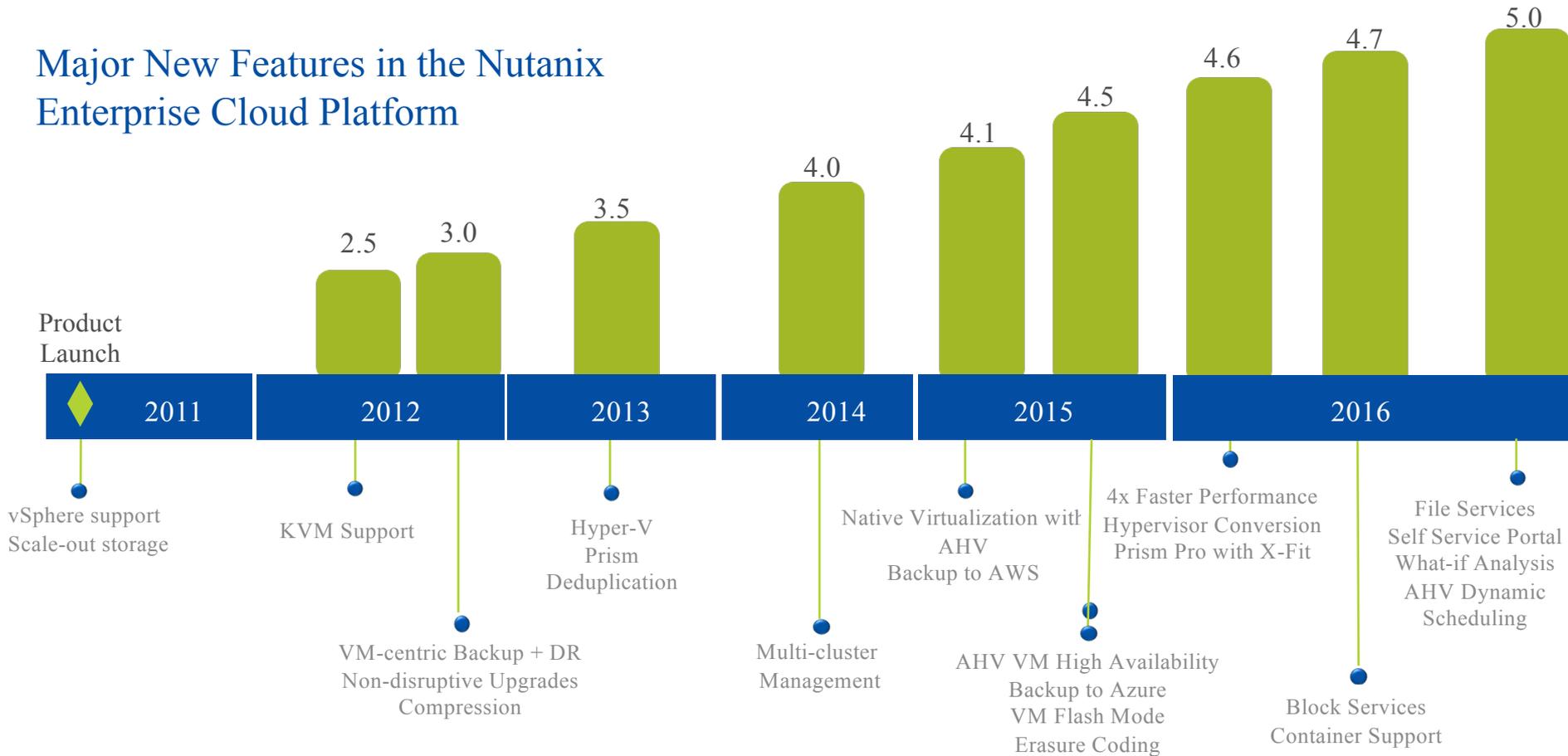


Ecosystem





Major New Features in the Nutanix Enterprise Cloud Platform





Business Value



5-Year
ROI

510%



Payback
Period

7.5
Months



5-Year TCO
Savings

58%

Key Performance Improvements



Deployment
of Storage

85%
Faster



Management
of Nutanix
Environment

71%
Less Time



Unplanned
Downtime

98%
Fewer Occurrences

Broad Ecosystem Support



Applications and Technology



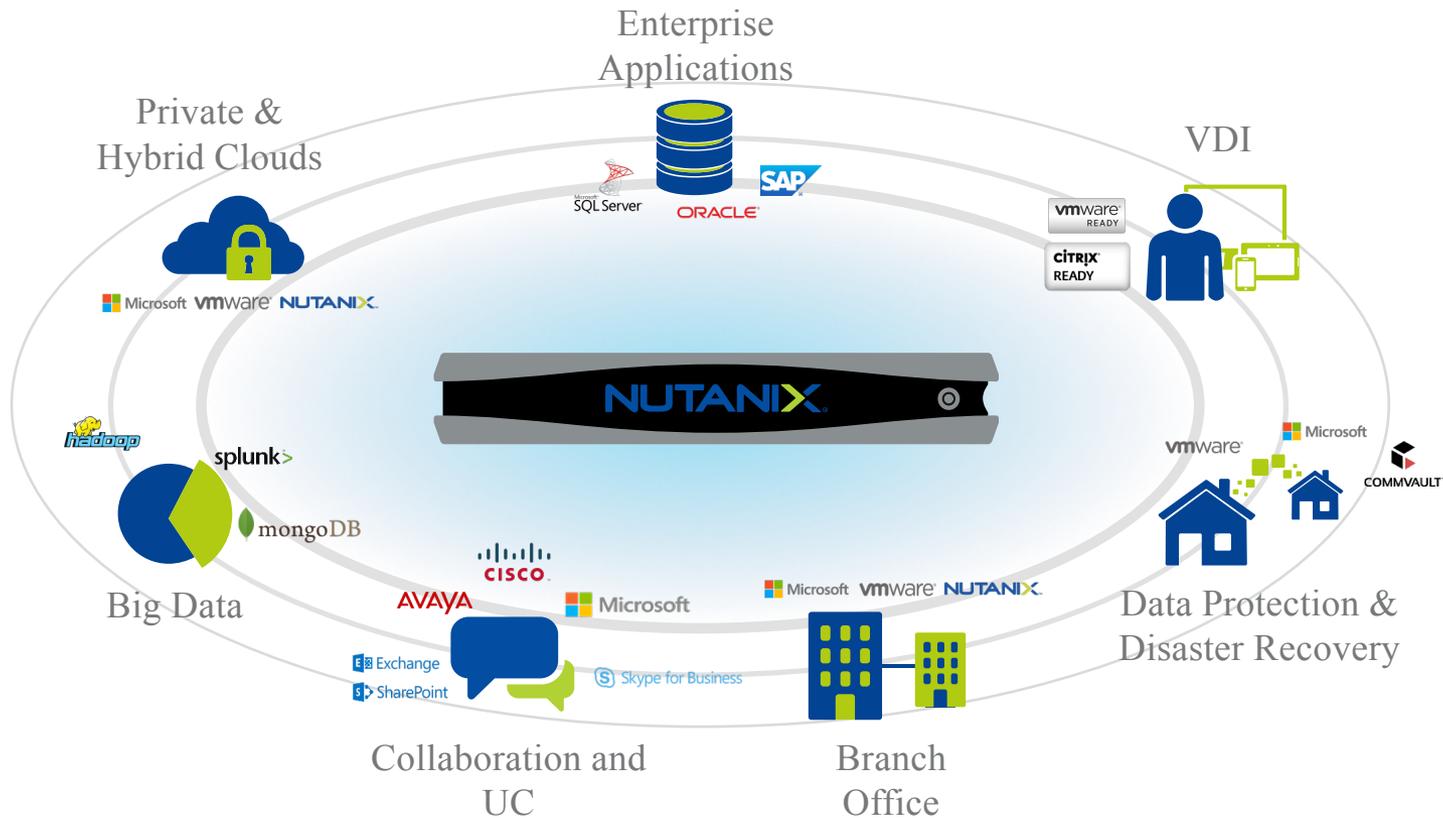
Guest Operating Systems



Hardware Platforms



Powering All Workloads and Use Cases





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



Founded in 2009



2,550+ employees



Broad Customer Adoption





Source: Gartner (October 2016)

Strengths

Aggressive product development and execution resulting in strong sales growth and larger overall deal sizes across top global enterprise accounts.

Support of multiple hypervisors, including one-click conversion and cross-hypervisor disaster recovery and backup.

Prism, a purpose-built management tool, provides users with a 'single pane of glass' for robust nondisruptive compute and storage operations.

Global Support Overview



24x7x365
“Follow the Sun” Support

7
WW Support Centers

80+
Countries

97%
Customer Satisfaction

+90
Net Promoter Score

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Thank You