The Nutanix Cloud Platform

The balance between cloud efficiency and sovereignty

Luc Prenen
luc.prenen@nutanix.com
Enterprise Sales Executive – EU
+31 683 041 285

Julien Varela
julien.varela@nutanix.com
Principal Systems Engineer
+352 661 862 602

Darren McDonagh
darren.mcdonagh@nutanix.com
Principle Solutions Architect
+44 7834 321753
Current Nutanix EU Customers

- DIGIT
- TAXUD
- EUROCONTROL
- emcdda
- European Council
  Council of the European Union
- European Union
  External Action
- EUROPEAN CENTRAL BANK
  EUROSYSTEM
- European Commission
  Directorate-General for Energy
- EMSA
Cloud computing is **not just a technology**, it's a **business model** that **enables innovation and agility**.

---

Satya Nadella, CEO of Microsoft
A Cloud Operating Model Enables...

A Hybrid Multi-Cloud that delivers IaaS & PaaS to support all types of workloads in multiple locations, including private data centers.
The Modern Operating Landscape

**Was**

- On-Premise
- Cloud

**Now**

- Data Center(s)
- Edge(s)
- Branch(es)
- Co-Location(s) (Colo.)
- Infrastructure(s) as a Service (IaaS)
- Platform(s) as a Service (PaaS)
- Software Defined Networking
- Cross Platform Security/Governance
The Answer: A Hybrid Multicloud Platform

Operate a single platform using consistent constructs and skillsets

Move apps and data with ease based on business requirements

Manage data centers, clouds, and edge as one

Maintain control over sensitive data and workload placement
Nutanix Unified Hybrid Multi-Cloud

Same people tools, processes & governance across all deployment planes

Private Cloud - On-Prem’

Public Cloud

Edge & Colo
Making a difference in cloud

**Business Challenge**

- Hybrid multi-cloud strategy to avoid cloud lock in, provide self service for developers and location flexibility for data hosting according to classification
- Require a scalable platform for databases, virtual desktops, containers and general server workloads
- Flexible hosting platform with the ability to be managed by citizens of the sovereign state

**The Nutanix Value**

- **Unified Hybrid Multi-Cloud**
  Single operating model and governance, ITSM integration and workload placement flexibility

- **Nutanix Private Cloud**
  Deploy a flexibility, easy to use extensible platform on premises, integrating with multiple supporting solutions

- **Choice of Provider**
  Select from on premises or cloud service provider deployment models, with additional security built in

**Directorate**

- Directorate-General for Informatics (DIGIT)

**Department responsible for Work and Pensions for a European country**

**Multiple Defense Organisations**
Hybrid Multi-Cloud Simplified

Simplify IT operations with a single software-defined cloud platform deployed on-premises and in the public cloud. This enables intelligent workload placement of your apps and data with zero code changes.

Consistent IT operations
A simpler IT ops model with common UI, CLI and APIs across all on-premises and public clouds

Intelligent workload placement
Move apps and data quickly, with minimal risk, bidirectional portability and no costly app refactoring

Increased cost-efficiency
Bare metal nodes increase workload density with full app rightsizing flexibility to reduce public cloud cost
Hybrid Cloud has lowest overall TCO

Workloads analyzed
- Suite of persistent enterprise apps and databases
- Persistent and seasonal (30% of year) VDI users
- All service/support included in the workloads
- 5-year TCO using all list and on-demand pricing

Source: IDC White Paper, sponsored by Nutanix, Workload and TCO Considerations When Choosing Between Private, Public, and Hybrid Cloud
Business Benefit - Simplify Cloud Migration

**Faster Time to Value**
- Eliminate re-factoring and re-platforming – No Change!
- Meet tight deadlines

**Reduced Risk**
- Extend on prem governance to the cloud
- Consistent operational and compliance model

**Stepping Stone to Cloud Native**
- Migrate workloads to cloud with low impact
- Refactor benefitting from adjacency to PaaS services

**Less Cost**
- Predictable performance and cost for compute and storage
- Save on re-factoring and re-platforming costs
Start Your Free Trial Today!

Learn More
www.nutanix.com/nc2
www.nutanix.com/trust

Luc Prenen
luc.prenen@nutanix.com
Enterprise Sales Executive – EU
+31 (6) 83041285

Julien Varela
julien.varela@nutanix.com
Principal Systems Engineer
+352 (661) 862602

Darren McDonagh
darren.mcdonagh@nutanix.com
Principal Solutions Architect
+44 7834 321753