

The Nutanix Cloud Platform

The balance between cloud efficiency and sovereignty



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NUTANIX

Current Nutanix EU Customers

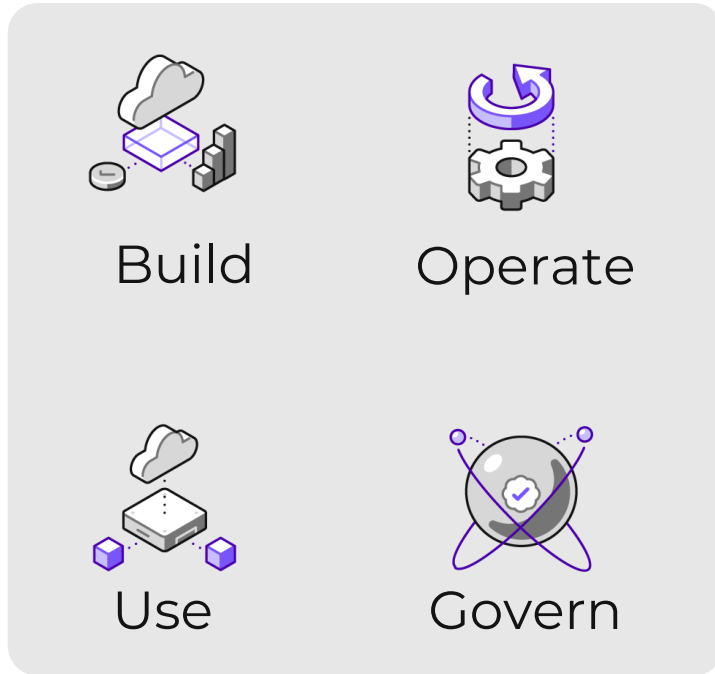


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Cloud computing is **not just a technology**,
it's a **business model** that *enables*
innovation and **agility**.

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)

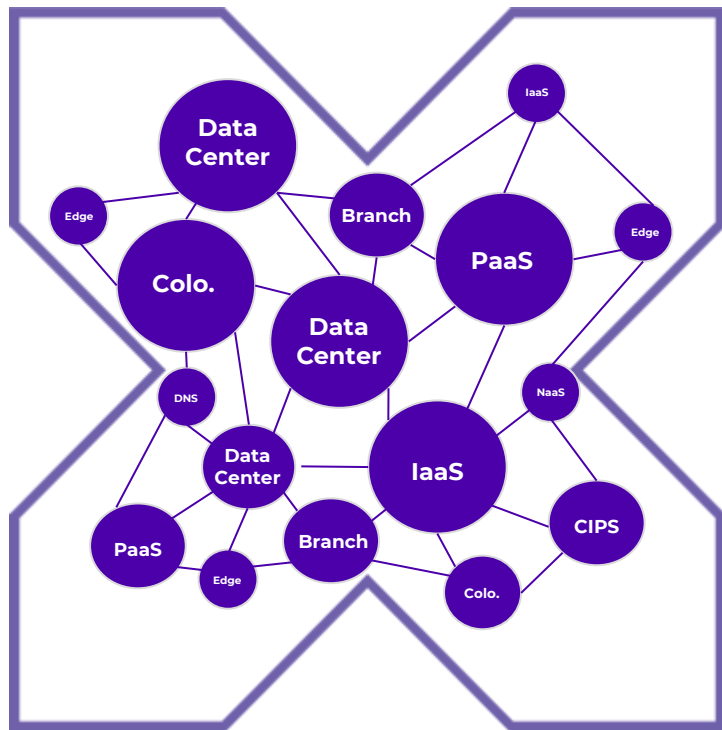


Software Defined Networking



Cross Platform Security/Governance

The Answer: A Hybrid Multicloud Platform



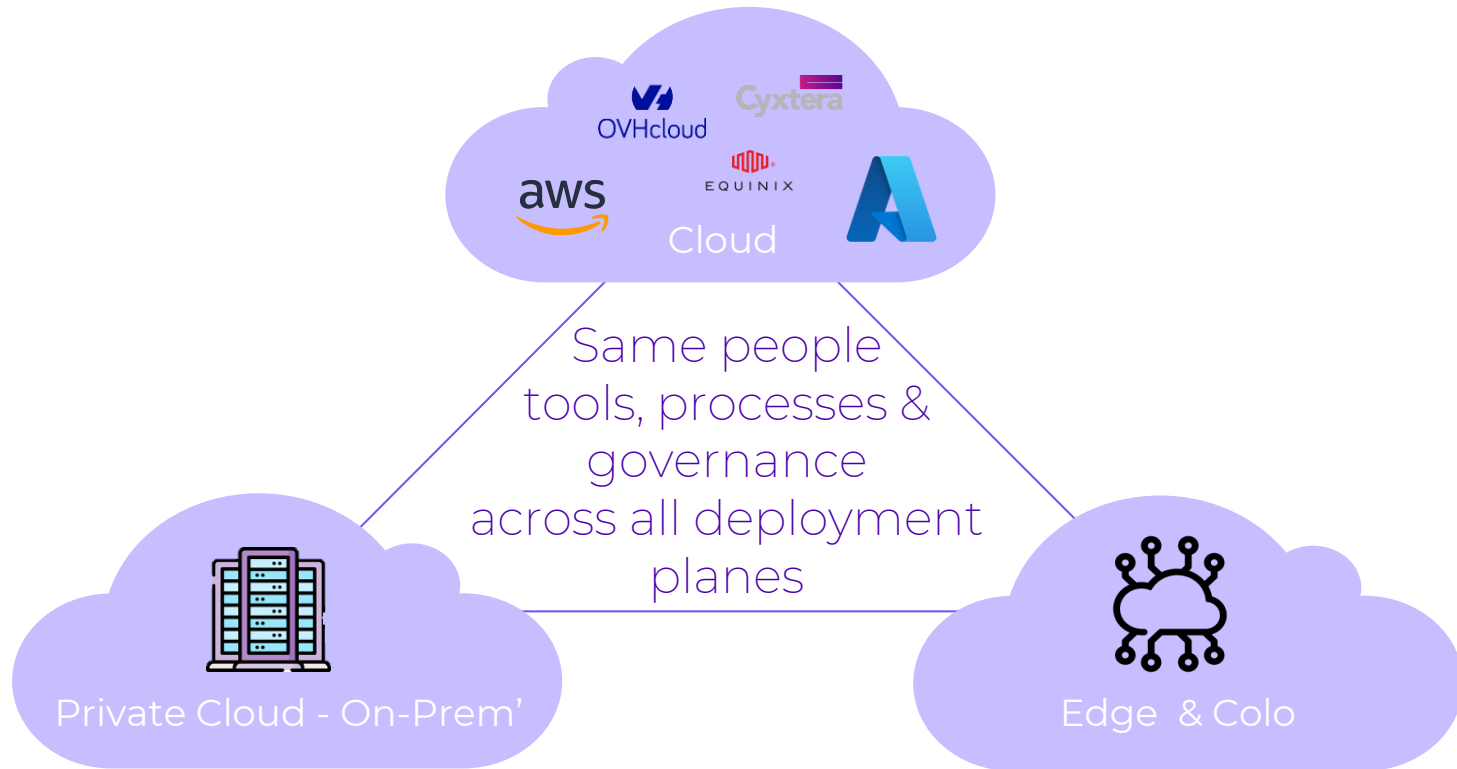
Operate a single platform using consistent constructs and skillsets

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



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

Department responsible for Work and Pensions for a European country

Directorate-General for Informatics (DIGIT)

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

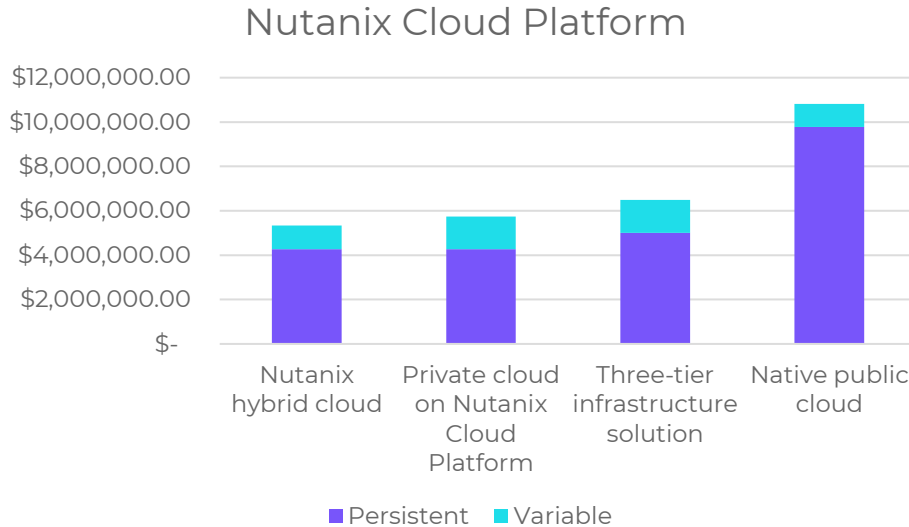
Intelligent workload placement

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

TCO Comparison – 5 Years



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



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