Bringing Web-Scale IT to Enterprise Datacenters
Business Imperatives Driving IT

Legacy

- 1 change takes 100 days
- 10s of nodes, 100s VMs, terabytes of data
- $0.50/GB
  1:450 servers

Modern

- 100s changes take 1 day
- 1,000s nodes, 10,000s VMs, petabytes of data
- $0.01/GB
  1:10,000 servers

Enhance Agility

Shift focus from keeping lights on to innovation
Infrastructure Roadblocks

1. Inherent Complexity
2. Inefficient Silos
3. Forklift Scaling
Web-Scale Datacenters Are Simple, Scalable and Efficient

Design Principles
- x86 servers: fail-fast systems
- No special purpose appliances
- Intelligence and services in software
- Extensive automation/rich analytics
- Distributed everything

Benefits
- Linear, predictable scale-out
- Always-on systems
- Fast innovation in software
- Operational simplicity
- Lower TCO
What We’ve Learned From Web-scale IT

**Ingredients**

**Infrastructure Strategy**
- Intelligence in software layer
- Linear, predictable scale-out
- Fractional consumption

**People and Process**
- Culture as important as tech
- Launch first, optimize later
- No technology religion

**System Design**
- Non-disruptive rolling upgrades
- No single point of failure
- Minimal manual intervention

**Benefits**

- Radical Simplicity
  - Business Agility
  - Predictable Scale
  - Cost Efficiency
Why Web-Scale Is For Everyone

- Predictable Scale
- Cost Efficiency
- Business Agility

- Service Provider
- Large Enterprise
- Mid-Market Enterprise
- SMB
Web-scale Infrastructure for all Workloads

Business Applications

Big Data

Branch Office

Disaster Recovery

VDI
Enterprise Infrastructure
Built on Web-Scale Architecture

Web-scale infrastructure with all of the benefits of the cloud

Uncompromising Simplicity
Speed of Business
Unmatched TCO

Legacy Infrastructure

• SLAs
• Privacy and control
• Wide range of workloads

Cloud

• Agility
• Predictable scale
• Lower TCO
Nutanix Hyperconverged Infrastructure

Integrated compute and storage for virtualized environments
An 100% Software-based Architecture

Virtual desktops (running on all nodes)

Nutanix Controller VM (one per node)

NDFs
Eliminates separate SAN and NAS Arrays

Single Storage Pool

Local + Remote (Flash + HDD)
Natively Supports intelligent tiering and more...

- Snapshots
- Clones
- Compression
- De-duplication
Predictable Economics and Growth

Pay-as-you-grow

Number of Nodes

- Scale incrementally one node at a time
- Protect infrastructure investment by eliminating forklift upgrades
- Scale storage capacity & performance linearly
No More Overprovisioning

Add capacity and performance only when you need it. Maximize utilization. Scale-out beats scale-up.
Footprint Reduction

As much as 90% Less Power and Space
Manage at VM Granularity

Provisioning, protection, performance optimization, data services, analytics at VM granularity
Always-on Operation

Non-disruptive one-click upgrades
Continuous Availability
Redundancy

No disruption or downtime for planned or unplanned events
Total Cost of Ownership: Nutanix vs. Legacy

Notes: 3-Year TCO for medium type, server VM. Legacy includes SAN based architecture with servers and networking
Broad Customer Adoption

Financial Services
- AARP
- AfraC
- Bankadati
- Banca Mediolanum
- Empire Life
- Maybank
- New York Life
- TransGrid
- MAERSK
- bhp billiton
- Sempra Energy

Healthcare
- Affinity Direct Primary Care
- Bakersfield Memorial Hospital
- BlueCross BlueShield of Arizona
- Covance

Retail
- AMN Health
- Cisco
- Darden
- Dell
- IBM
- LVMH
- Nintendo
- Panasonic
- Toshiba

Public Sector
- Hanumal District Council
- Drachtsteden
- USDA
- United States Postal Service
- U.S. Air Force
- U.S. Army

Energy
- Énergie NB Power

Technology
- PwC
- Yahoo!
- Siemens
- SK telecom

Education
- Howard University
- Arizona State University

Manufacturing
- Toyota
- Jabil
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Thank You