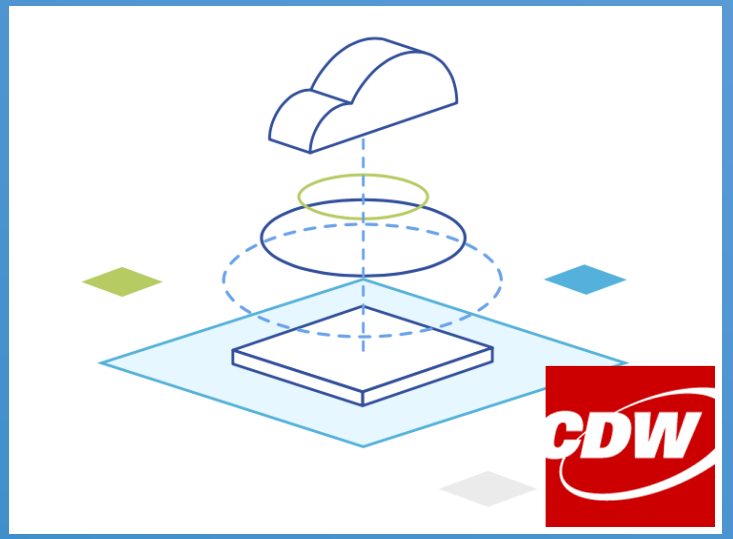
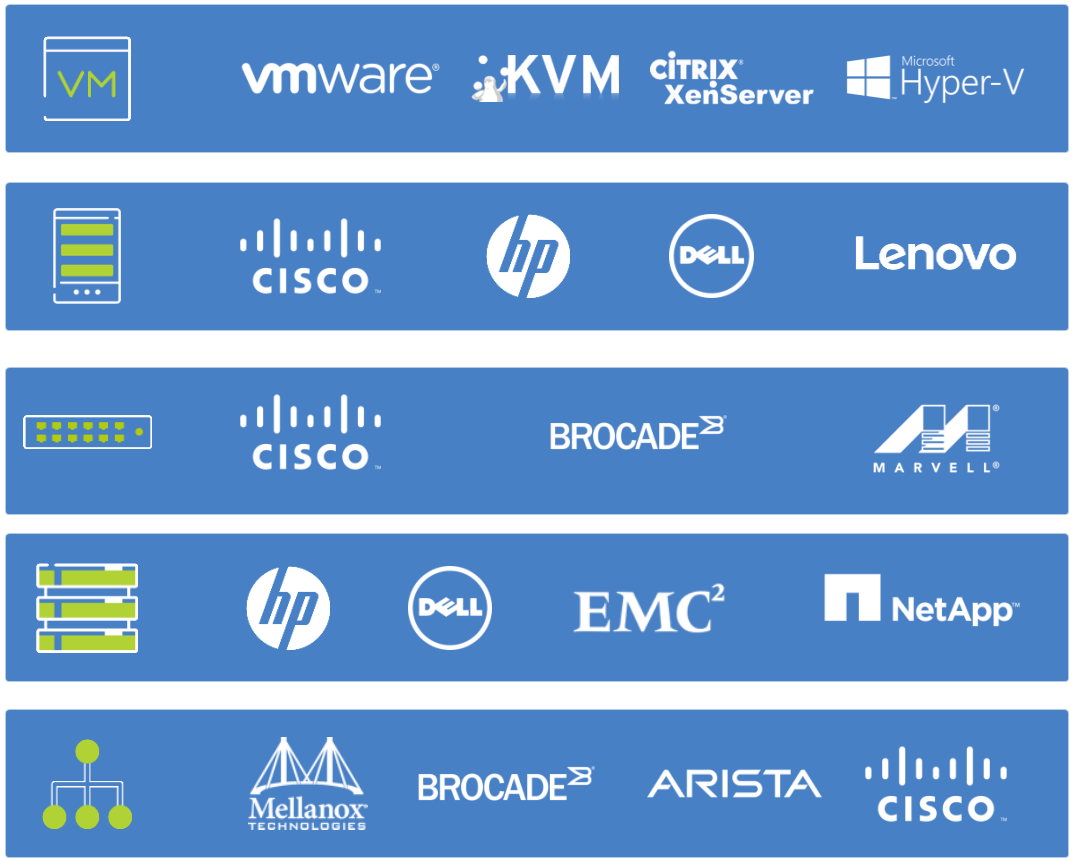


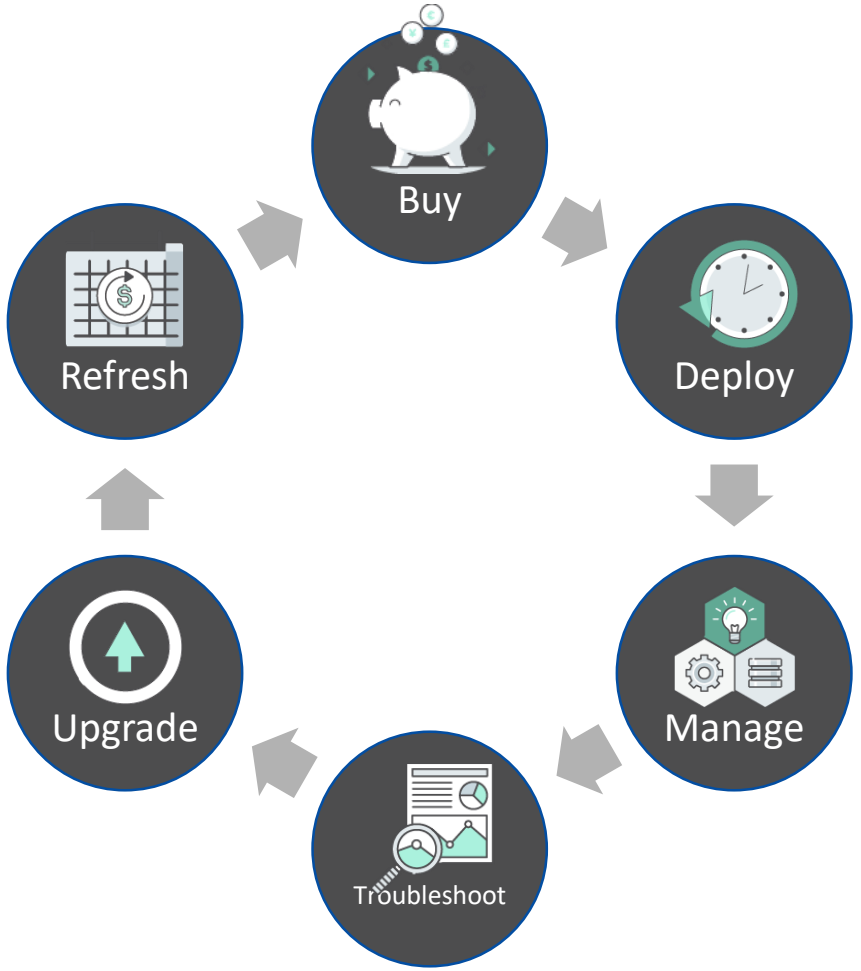
NUTANIX

Helping Create *your* (Multi)Cloud Strategy

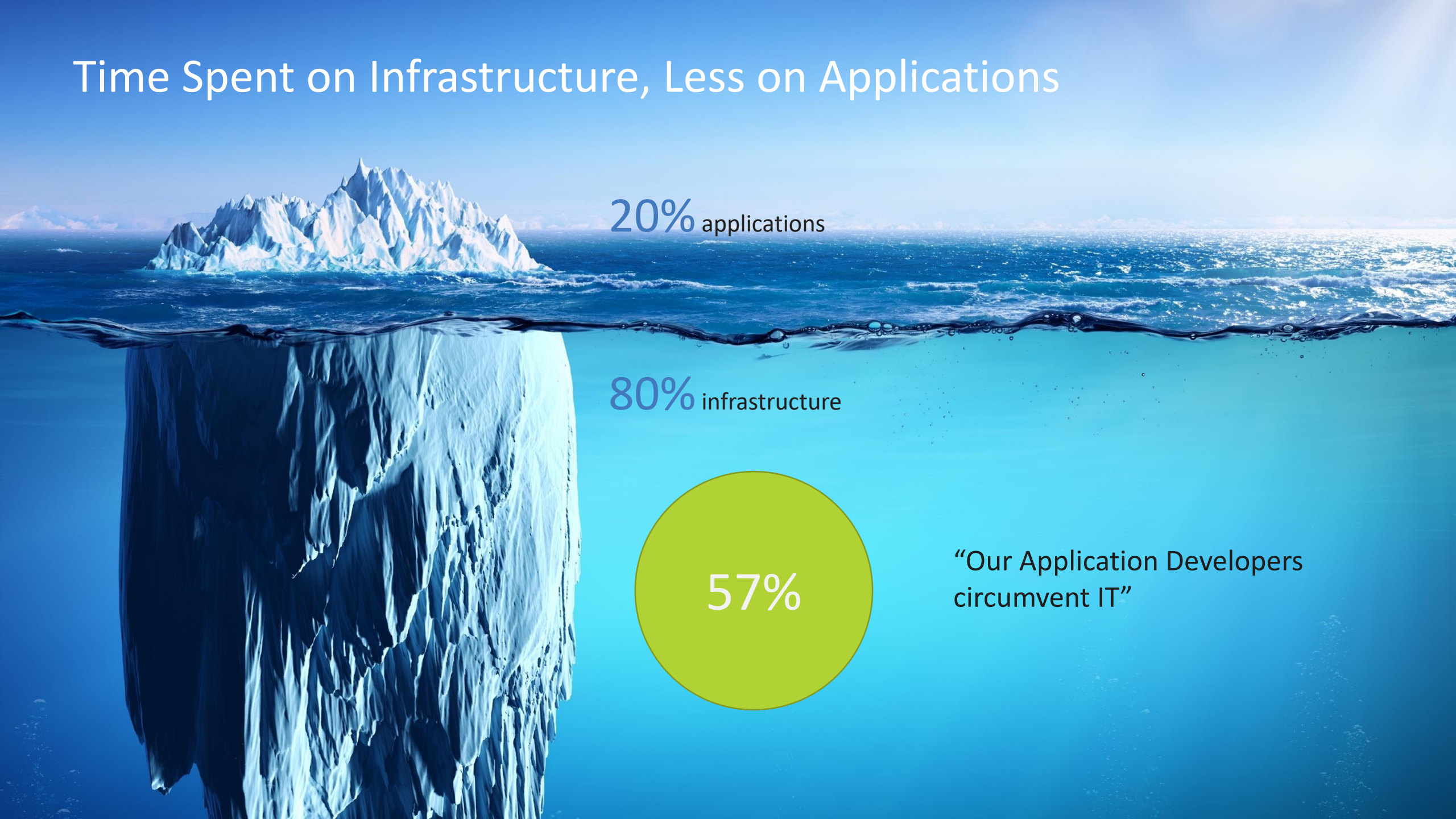
Sandeep
VP, Americas SEs

Siloed Infrastructure Cripples Agility & Innovation

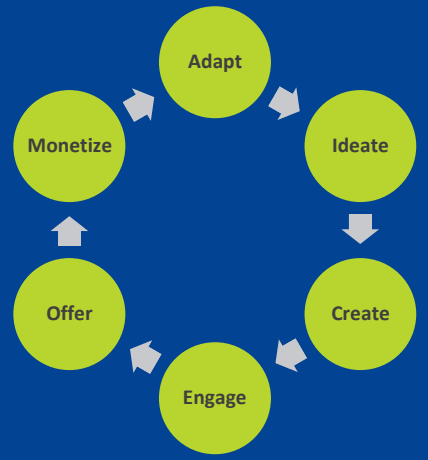




Time Spent on Infrastructure, Less on Applications



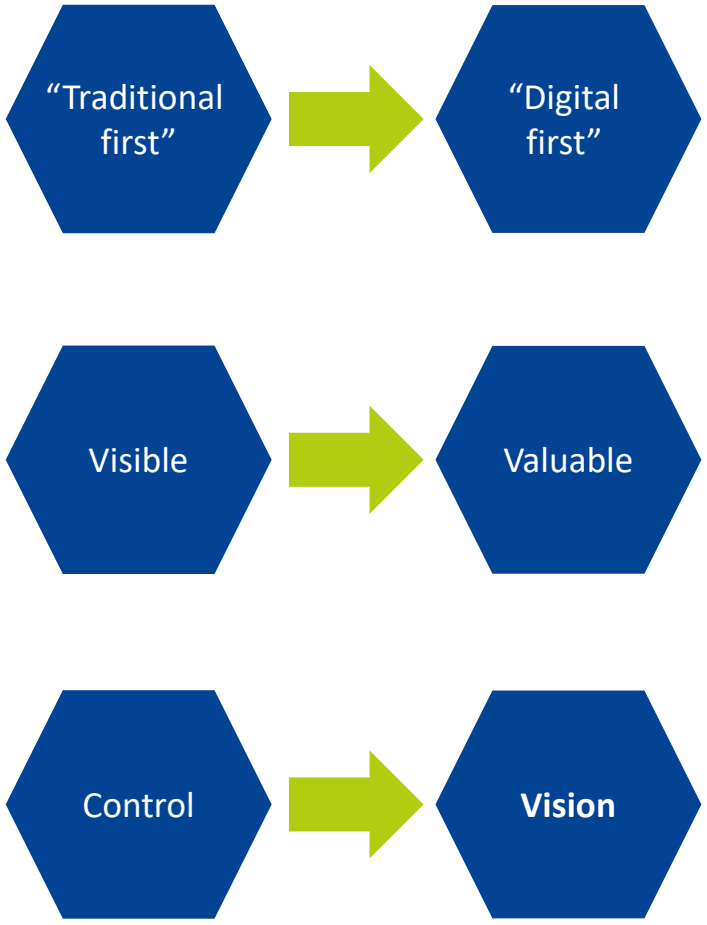
Moving from “Designed to Last” to “Designed to Change”

Support Core Apps that Run the Business	*Operate as a Business with Ever Lowering Costs*	*Drive Business Innovation at a Faster Pace*
IT Craftsmanship	**IT Industrialization**	**Digitalization**
		
IT provides innovation and new capabilities	IT supports efficiency, effectiveness and integrity	Digital provides continual opportunities for growth, innovation & differentiation

Source: Gartner, “Flipping to Digital Leadership: The 2015 CIO Agenda”

NUTANIX

CIO and the Transformation to “Digital IT Era”



Information and technology leadership

- IT runs inside-out “Traditional first” **vs.** outside-in “Digital first”
- Backward looking reporting **vs.** predictive data led analytics

Value Leadership

- IT efficiency **vs.** Value creation
- Reducing costs **vs.** Increasing revenue per $ of IT spent

People Leadership

- Run current IT shop **vs.** Become strategic CIO (spend more time engaging with the board and senior leadership)
- Command and Control **vs.** Vision and Inspiration
- Traditional risk averse culture **vs.** value creation culture

Source: Gartner, “Flipping to Digital Leadership: The 2015 CIO Agenda”

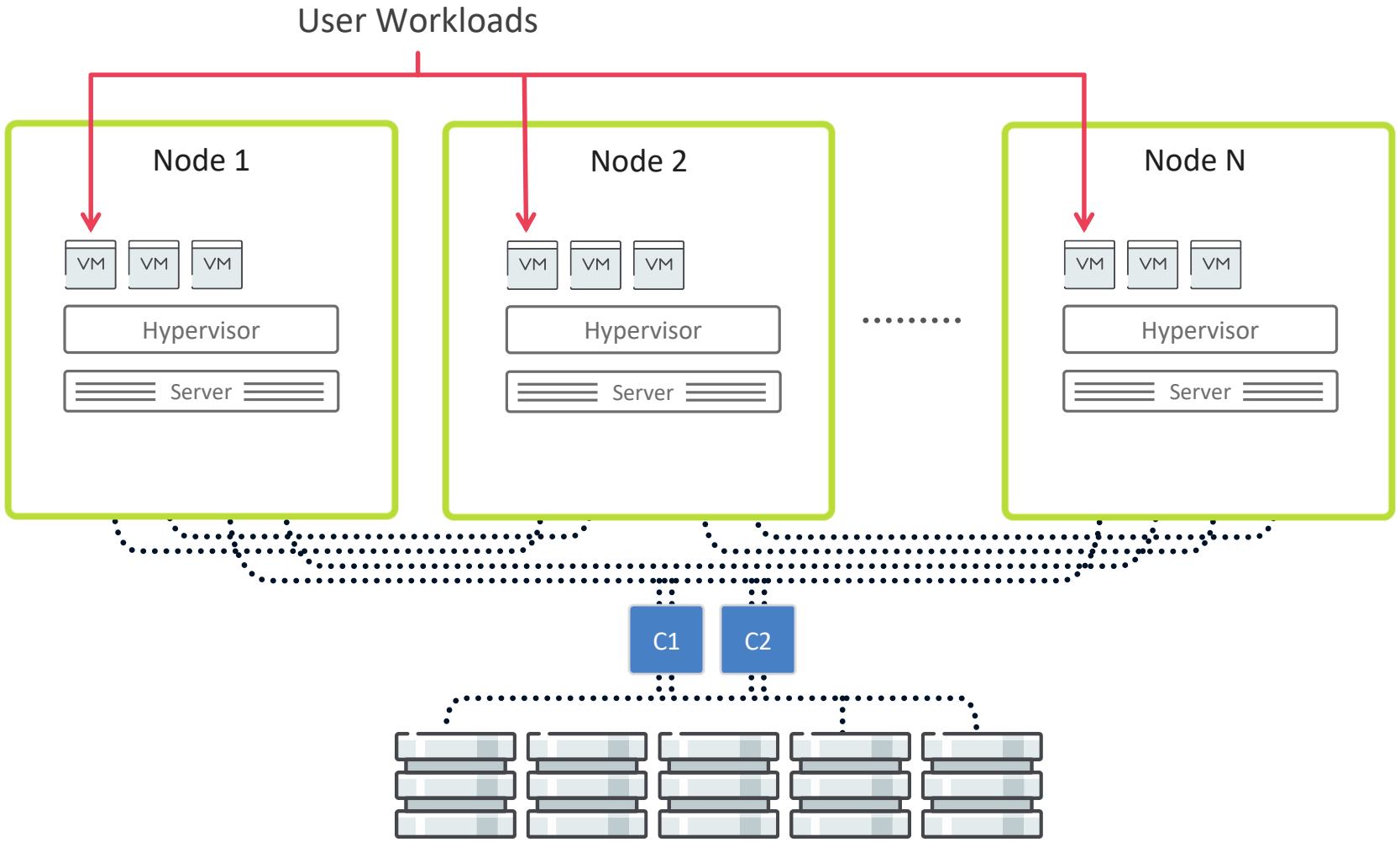
NUTANIX

Nutanix Customer Journey

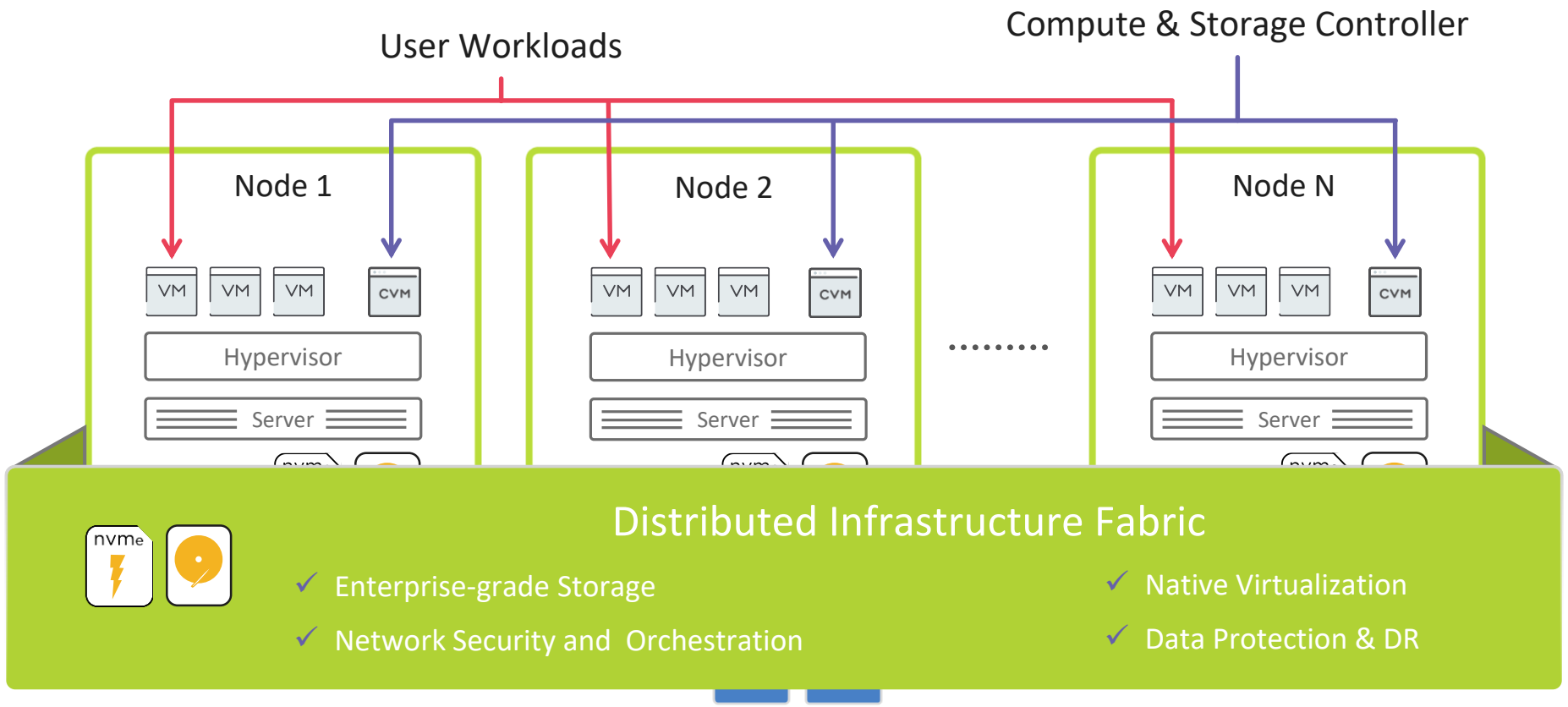
Modernize IT
with HCI

Deliver enterprise apps
at low OPEX

Virtualization Changed the Game



Hyperconverge Compute, Storage & Networking



Nutanix Customer Journey

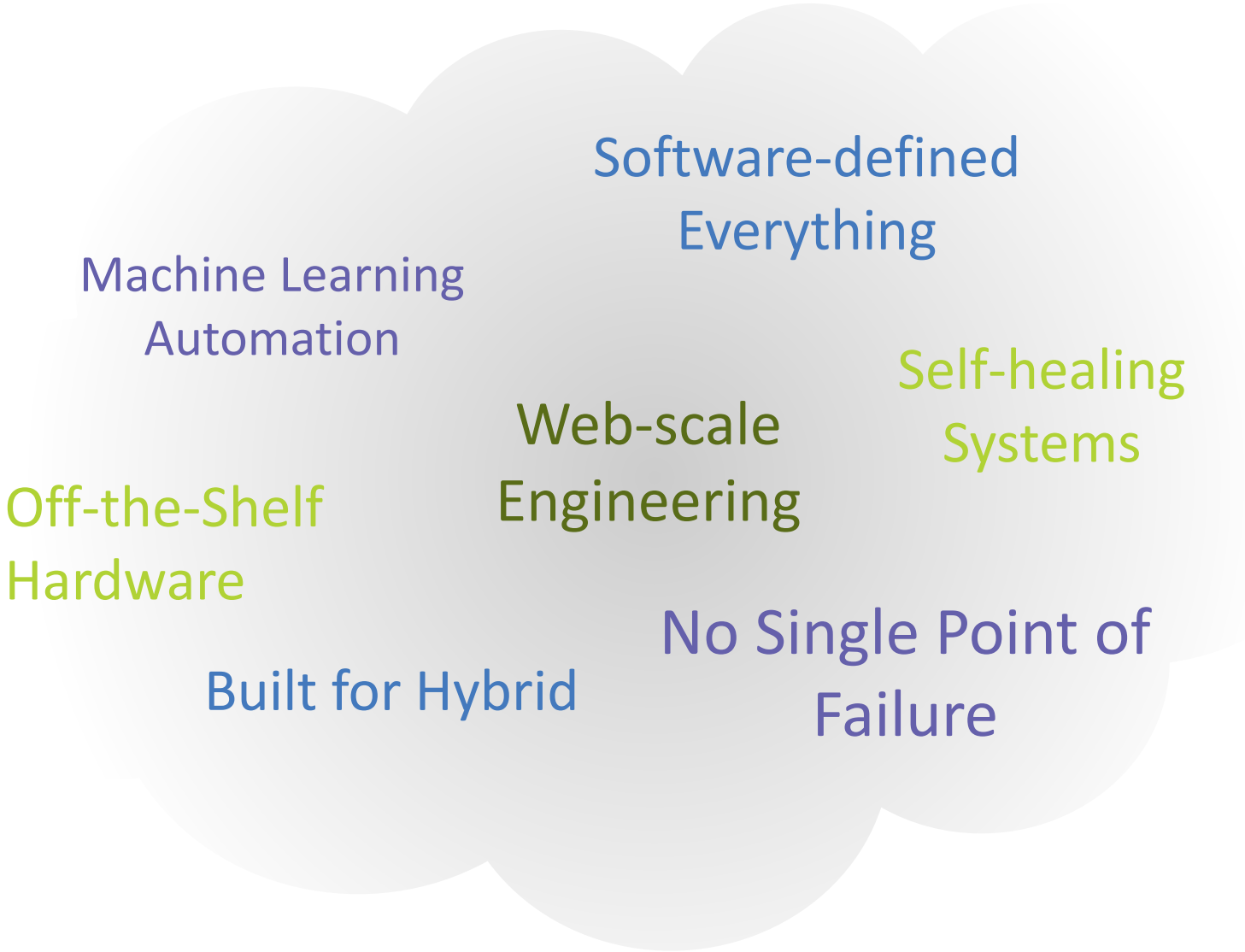
Build an Enterprise Cloud
On-prem

Secure and automate .. DevOps/ITops

Modernize IT with HCI

Deliver enterprise apps at low OPEX

Bring the Cloud Inside



To Get:

Rapid Time to Market

Pay-as-you-Grow

One-Click Operations

Continuous Innovation

Google facebook

amazon web services

Full Stack Automate

API Driven

IFTTT

Orchestration

Blueprints

Containers

Policy Engine

Availability, Security and Compliance (Security First Design)

Nutanix Customer Journey

Multi-Cloud Services for Apps and Data

Unify operations across public and private clouds

Build an Enterprise Cloud

Secure and automate .. DevOps/ITops

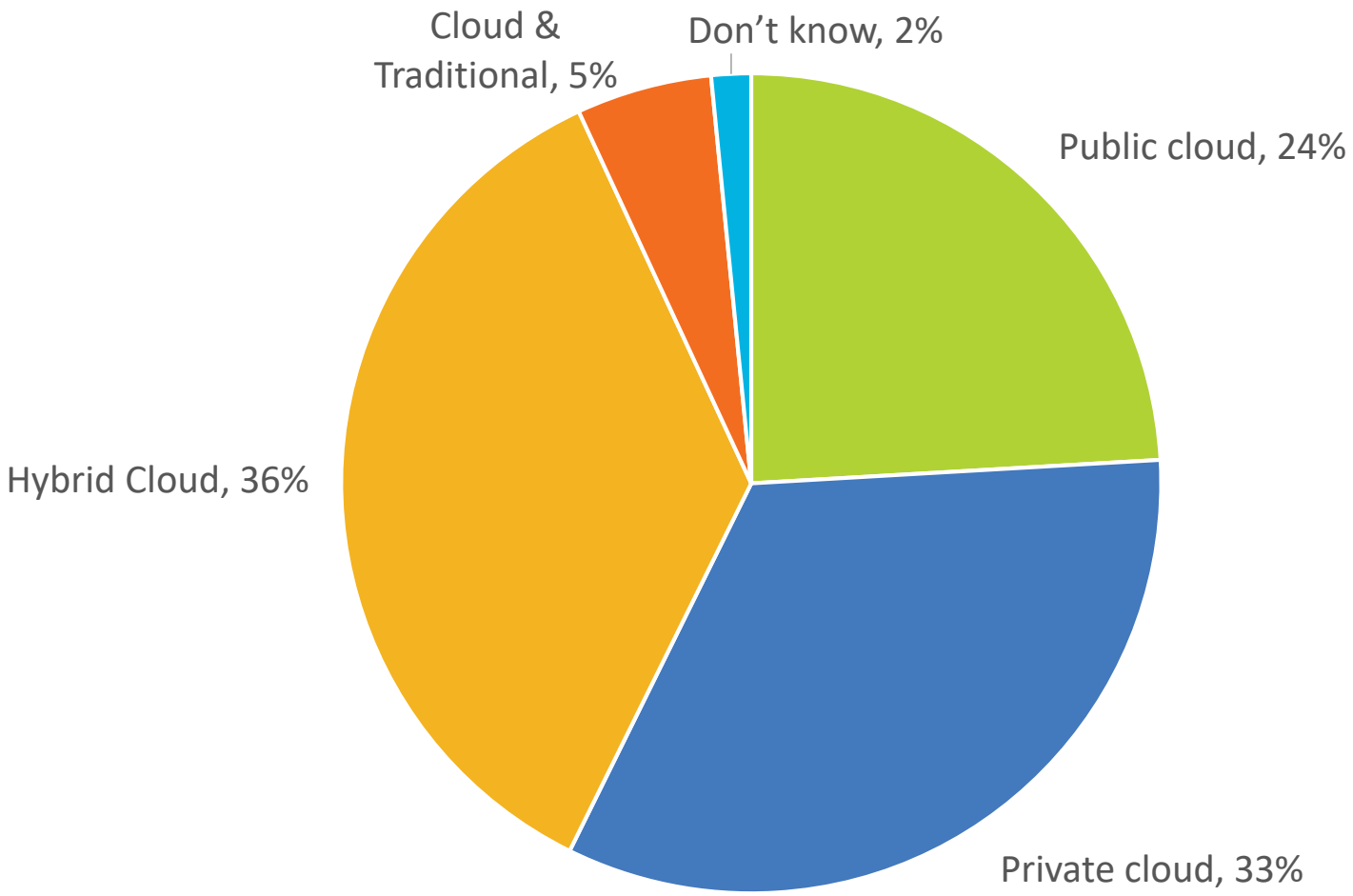
Modernize IT with HCI

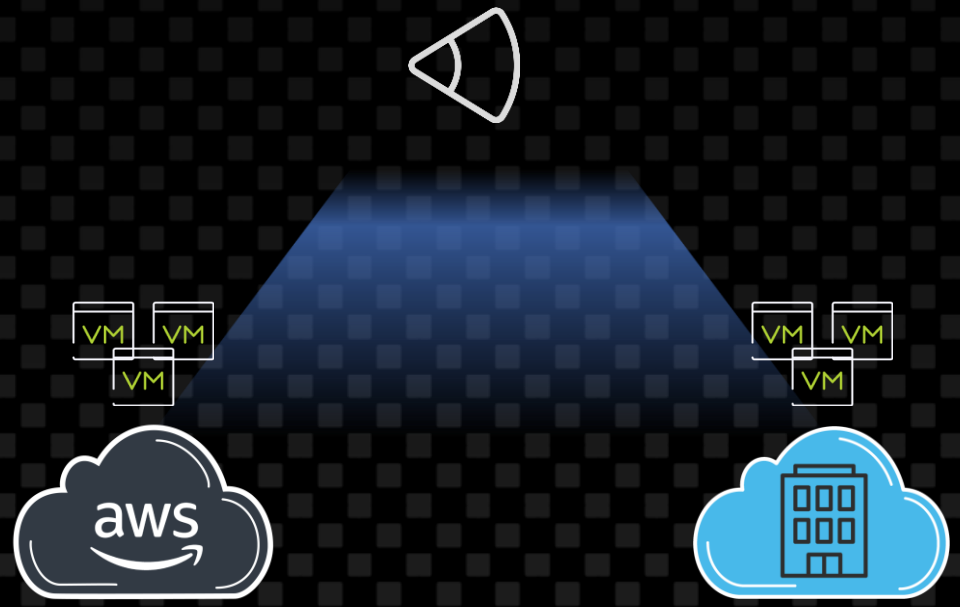
Deliver enterprise apps at low OPEX

Balance Between Public and Private Cloud

Software - Driven
Hyperconverged Infrastructure

Workloads Will Run on Multiple Clouds



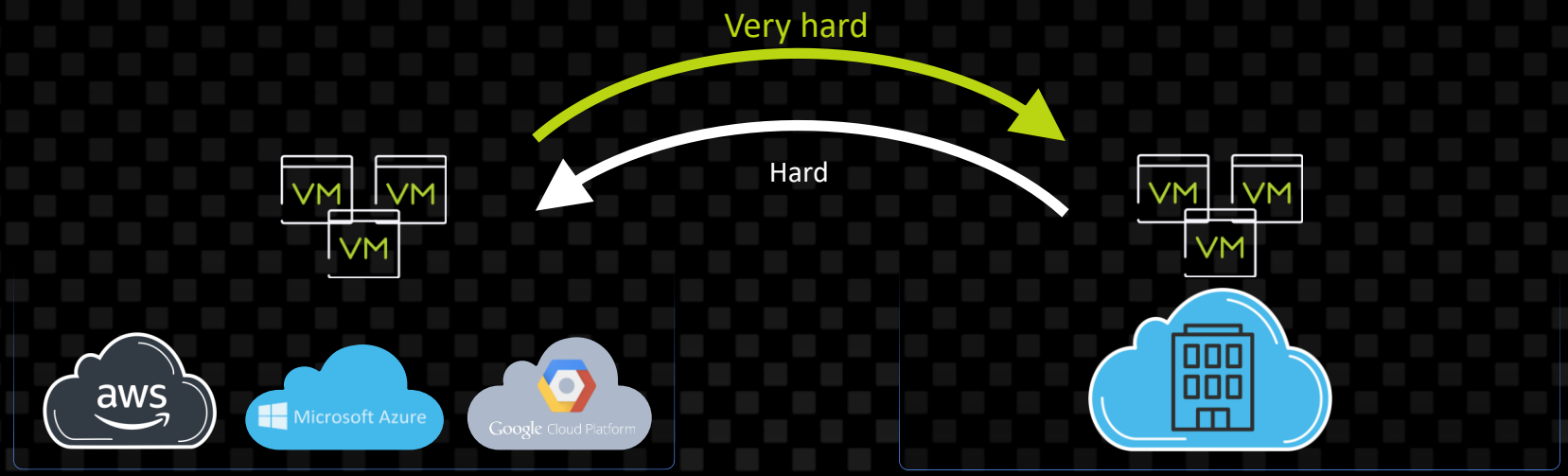


Need to know…

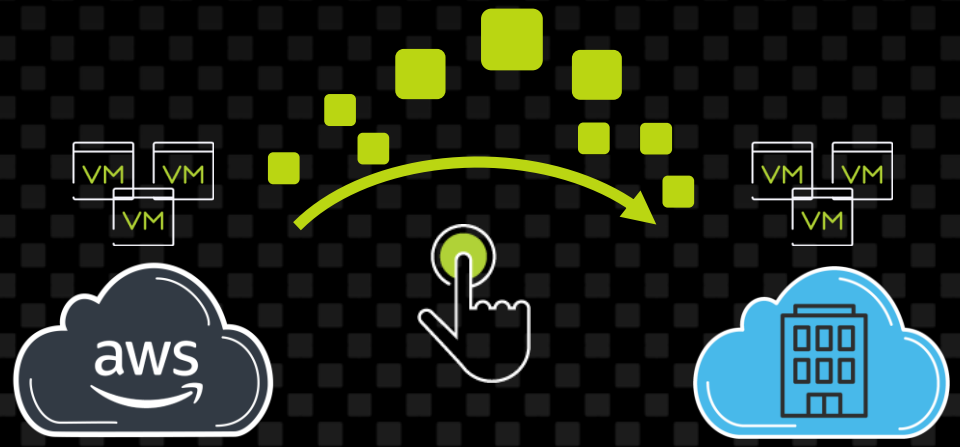
Spend Visibility

Cost Optimization

Compliance


Very hard
Hard
VM
VM
VM
VM
VM
VM
aws
Microsoft Azure
Google Cloud Platform

Need for App Mobility



Get Cloud mobility

Identify apps better served running on-prem

Move apps in One Click

Efficiently Support Digital Transformation

One-Click

Infrastructure Management

- Provisioning of storage, VMs, networking policies and data protection
- Cluster scale-out, Scale-in

Application Automation and Orchestration

- Self-service provisioning
- App deployment and governance
- Multi-cloud visibility and control

Operational Insights

- Behavior based alerting
- Intelligent remediation
- Consumer-grade search and dashboards

Planning

- Capacity planning
- One-click infrastructure optimization
- Just-in-time forecasting

App Mobility

- Migration of Application and VMs across infrastructure
- Hypervisor conversion
- Archiving of data to cloud

HCA
Healthcare
SM

May 2016 — Start Small

Aug 2016 — Nutanix for HCI

Nov 2016 — VDI

Jun 2017 — Nutanix for HCA's Private Cloud

Jul 2017 — Mission Critical Apps

Microsoft SQL Server

PACS

Aug 2017 — DR

Mar 2018 — Nutanix for GenShare / Thin Client

Jan 2019 — Analytics

splunk>

Apr 2019 — Nutanix for HCA's Shared Infra

Customer Journey to Cloud

Infrastructure Modernization

Economics & Productivity

Server Virt, VDI, ROBO

Private Cloud

”ITaaS” Automation for Speed, Simplicity

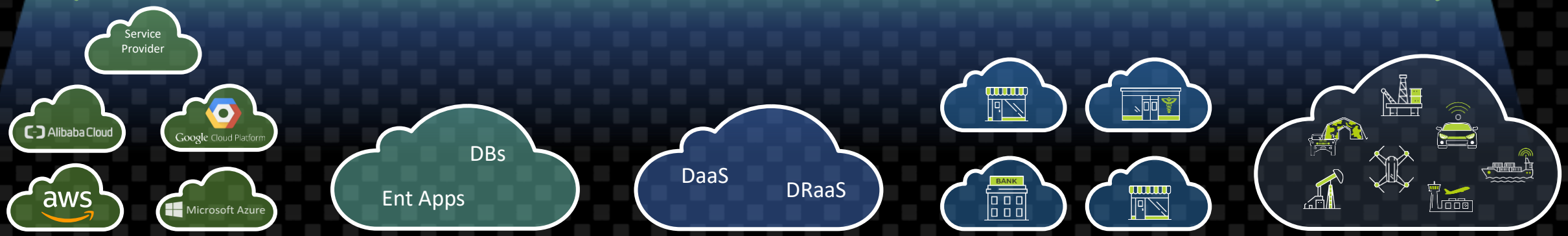
Ent Apps, DBs, Big Data

Multi-Cloud

Innovation

Cloud Native, DaaS, Governance

Nutanix Enterprise Cloud Platform



Cloud Service Providers | Core Cloud | Extended Cloud | Distributed Cloud | Edge Cloud

NUTANIX™

Thank You

@Sandeep_NTNX
Sandeep@Nutanix.com