



Enterprise Cloud

One OS. One Click. Any Cloud.

Kim Lindfors, Territory Manager, Baltics

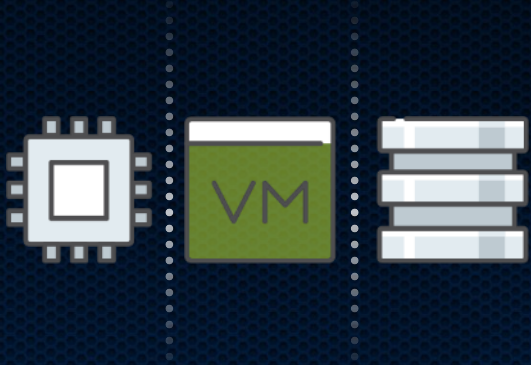
Mihkel Meerits, Sr Presales Engineer, Baltics



@nutanix

IT Complexity Is Hurting Business

Infrastructure



Time consuming
to provision

Multiple points
of failure

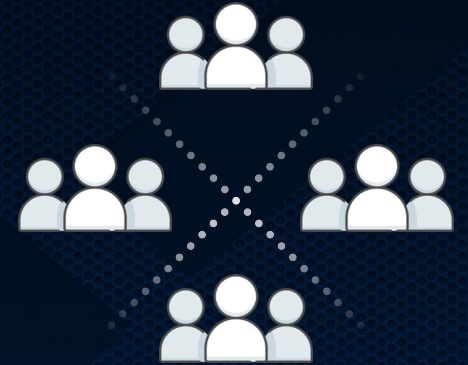
Process



Difficult to scale
and upgrade

Large upfront
CapEx

People



Little time for innovation

Requires
IT specialists

Public Cloud: Enterprise IT Has Competition

Rapid Time to Market

I can deploy my application in minutes.

Pay-as-you-Grow

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



One-Click Operations

I don't spend time on low-level infrastructure management.

Continuous Innovation

My infrastructure gets better and faster on a regular basis.

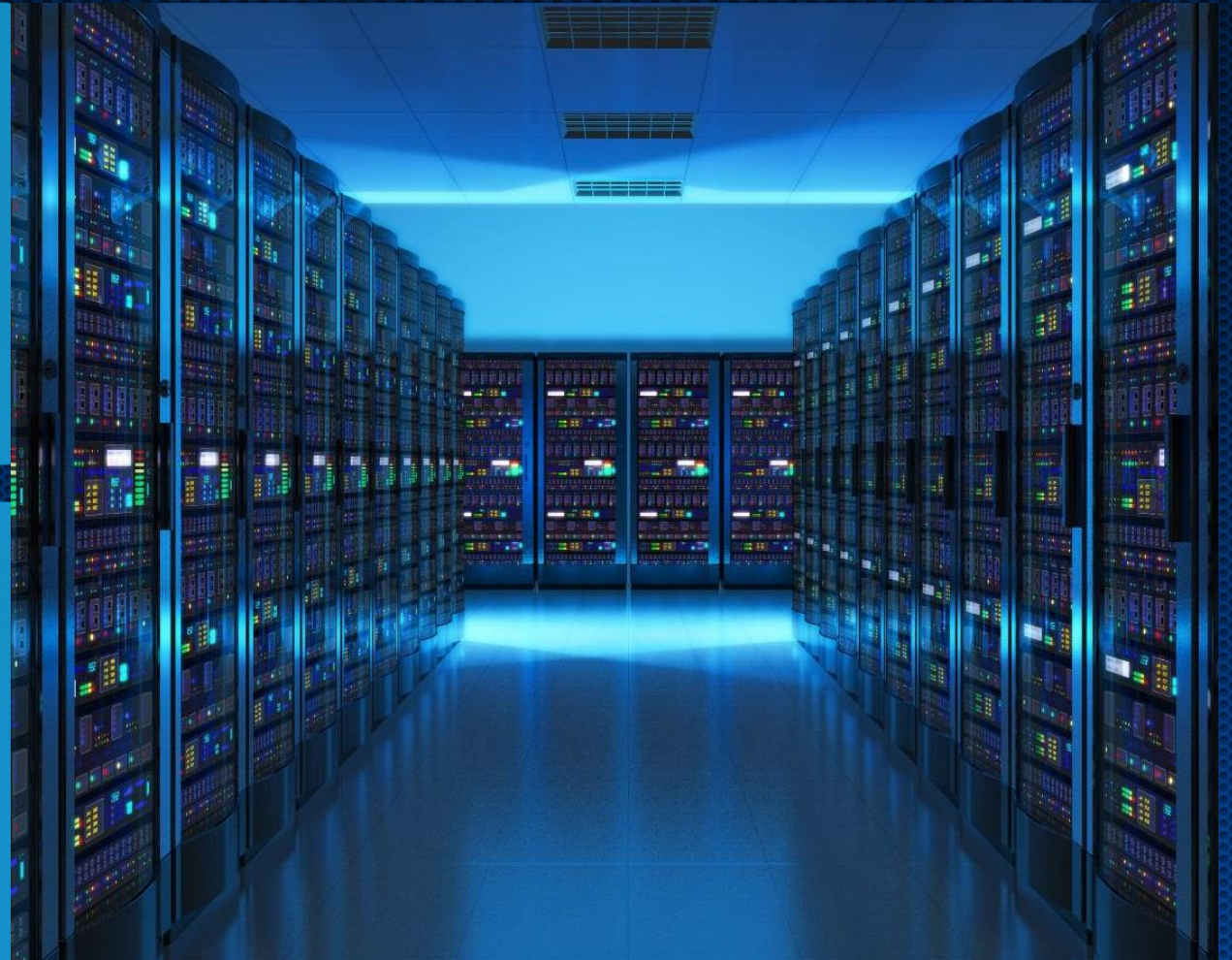
The Datacenter Needs a Reboot

Software Architecture

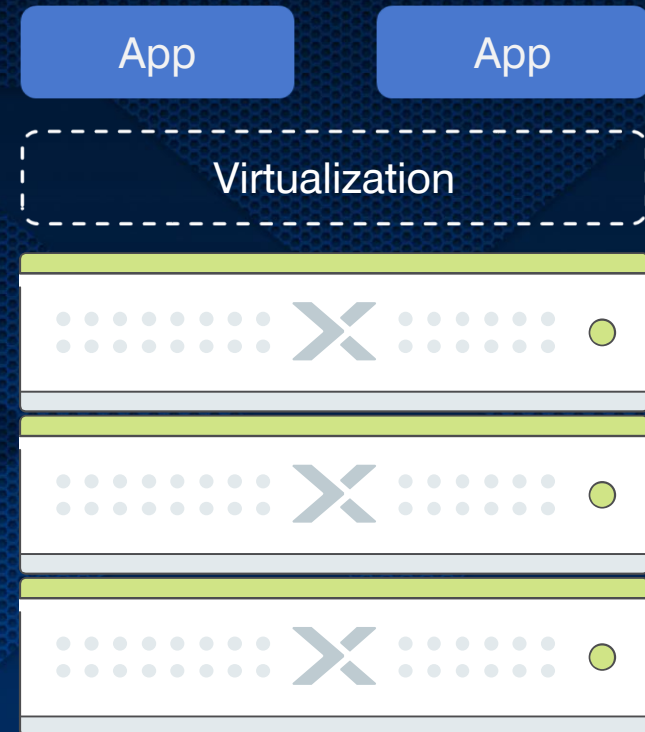
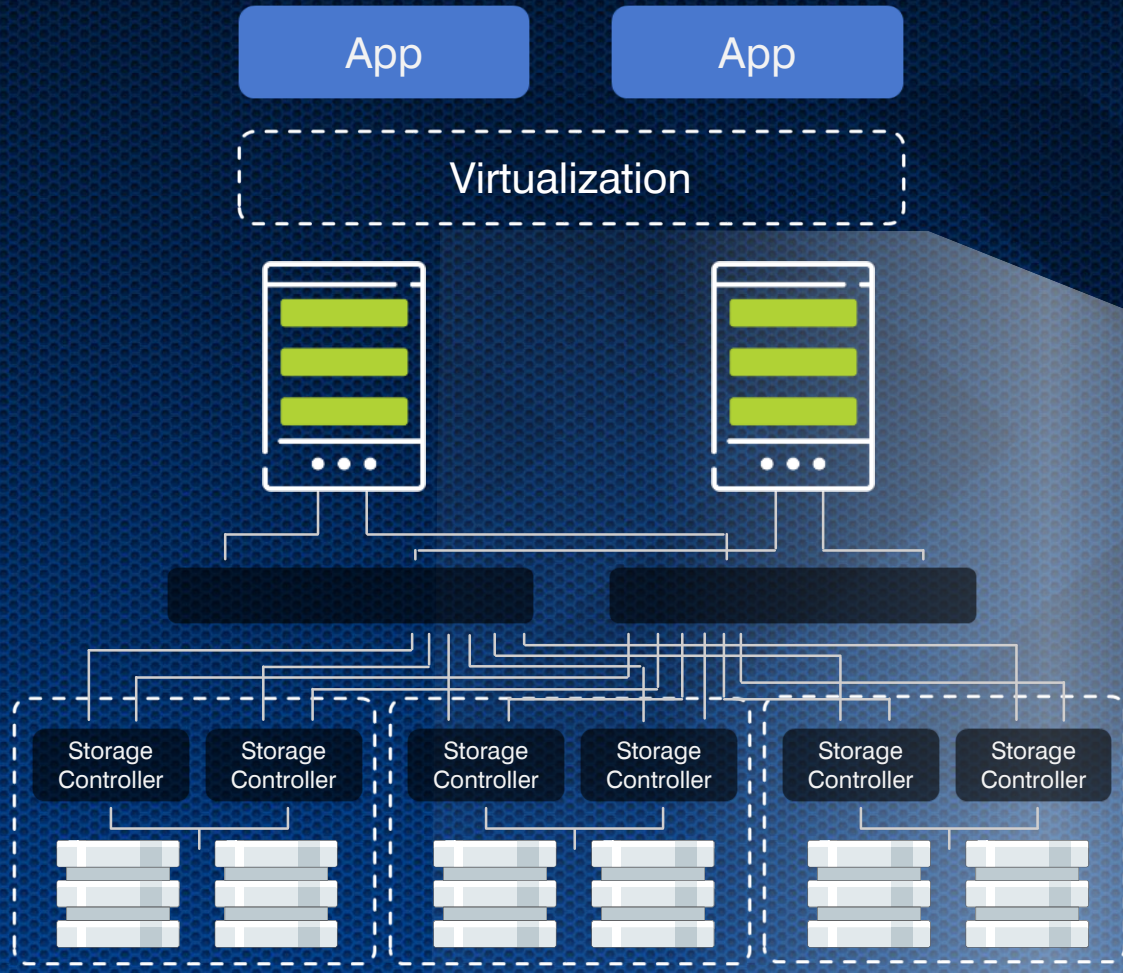
- Full-stack solution
- Hardware agnostic
- Ready in minutes
- Full technology ecosystem

App-Centric Design

- Run any application at scale
- Automate workload management
- Deliver native platform services
- Decouple apps from infrastructure

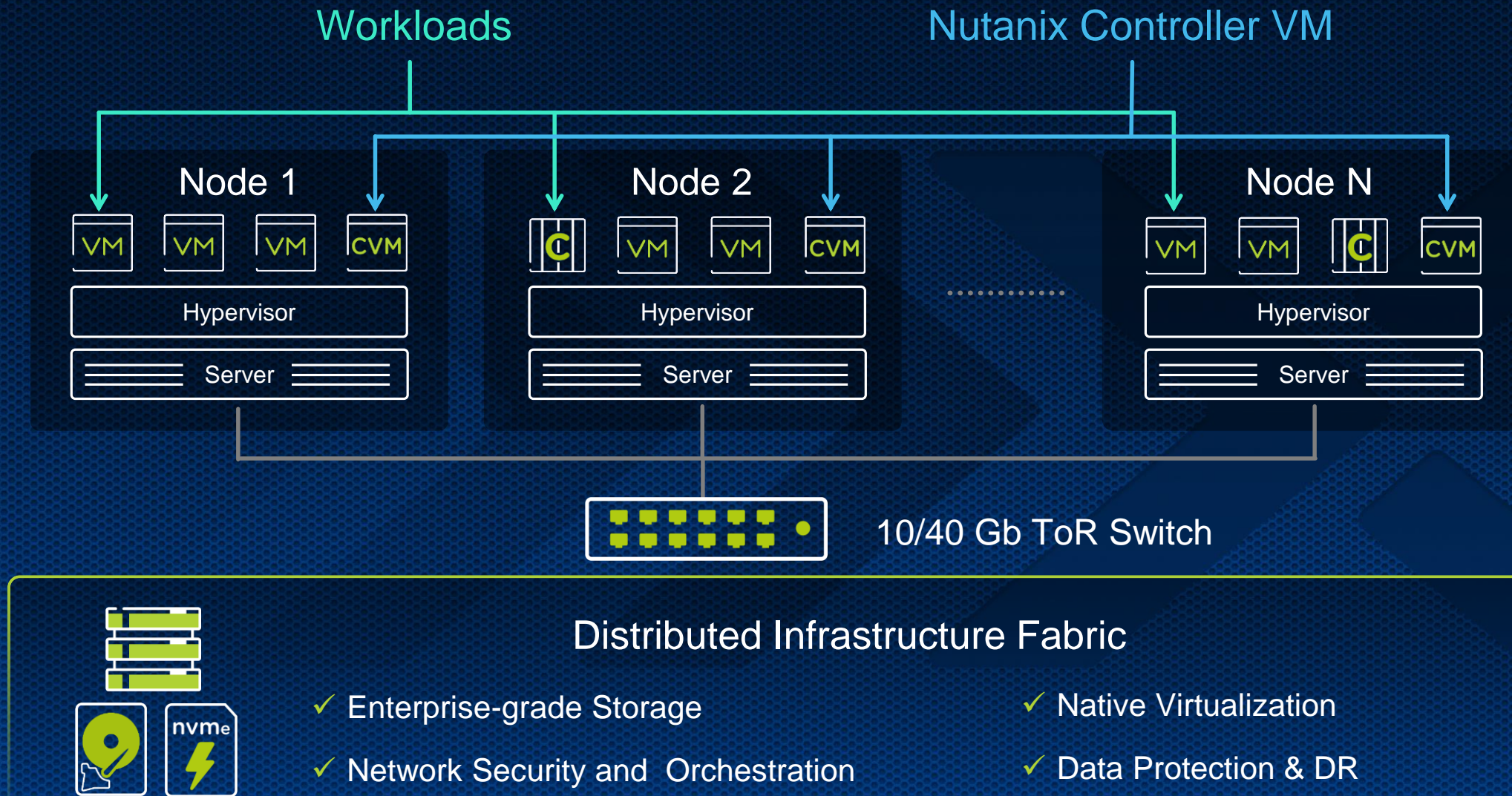


Re-Platforming the Enterprise Datacenter



Integrated, scale-out compute and storage with built-in virtualization, network, security and management

Scalable, Distributed System Design



Single Platform for All Apps and Data

Storage Services



Simple, Scalable and Enterprise-grade software to consolidate file, object and block storage

Virtual Workloads



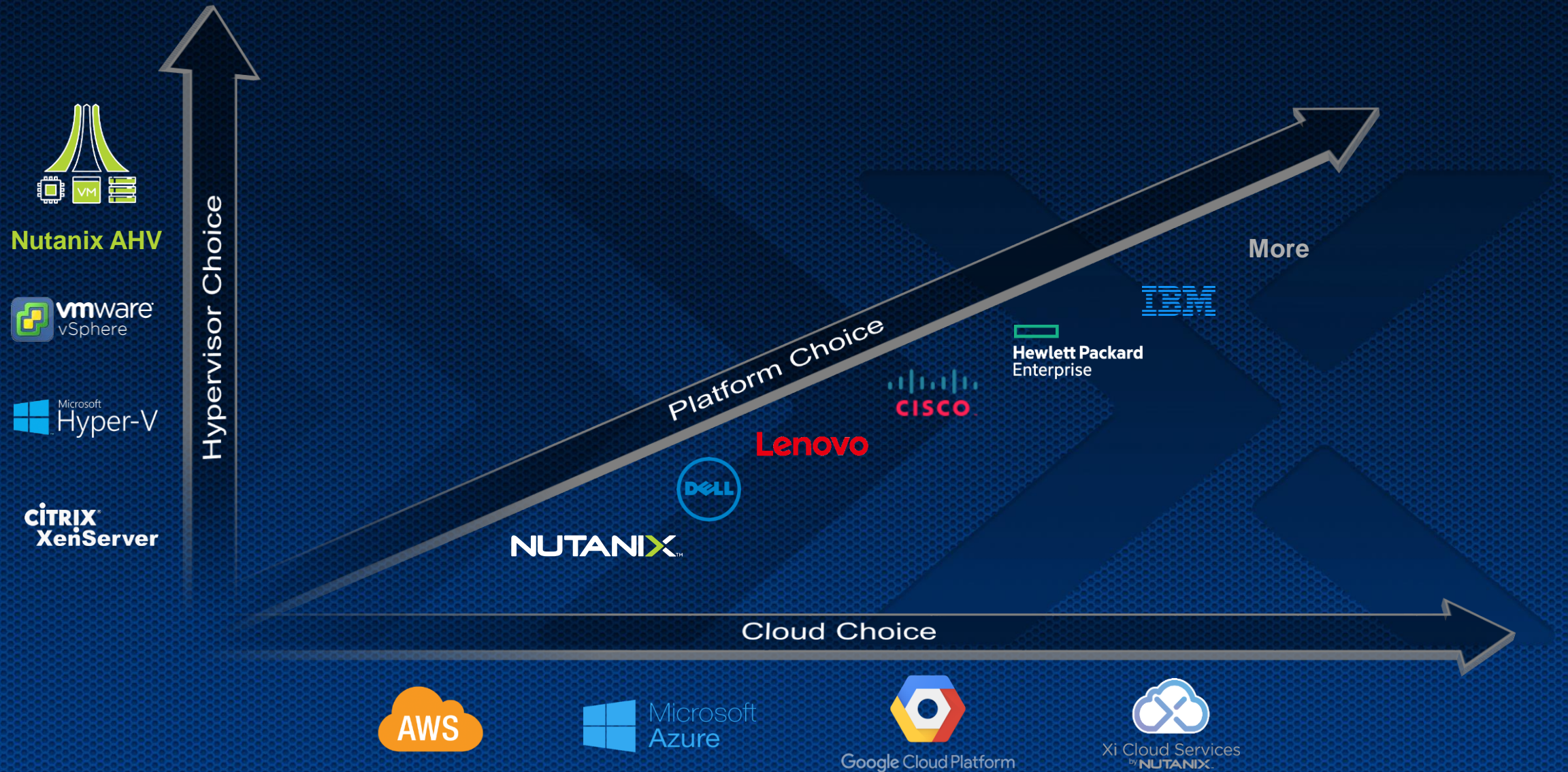
High performance infrastructure for mission-critical virtual applications and desktops

Cloud Native Apps



Single platform for deploying and managing containerized applications with persistent storage

Freedom to Choose



Nutanix: The Enterprise Cloud Company

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



10,600+ customers

Over **145** countries

6 continents



Founded in **2009**



~4,400 employees

Gartner Magic Quadrant for Hyperconverged Infrastructure 2018



Strengths

Gartner®

“Highly innovative and scalable architecture that is generationally advanced compared with most rivals.”

“Flexibility in hypervisor choice with growing adoption of AHV, based on KVM, as customers seek a lower-cost alternative to VMware ESXi.”

“Proven user acceptance and high customer satisfaction, resulting in repeat sales and high node counts (100+) in large global enterprise accounts.”

Industry's Best Support

Over 100

Countries

7

WW Support Centers

24x7x365

“Follow the Sun” Support

Proactive Support
with **Pulse**

<30 min

Mission critical
support response time

97%

Customer
Satisfaction

+90

Net Promoter Score
for > 5 years

★ Support Centers
● NBD Depots

NUTANIX™

Nutanix Customer Journey



Start Modernizing
Your Datacenter



Run Your Business Apps on
an Enterprise Cloud



Bring Cloud-Native
Infrastructure to Your
App Developers



Converge Private and
Public Clouds

Unified operations for all
clouds

One environment for all
modern applications and
services

Single software OS
delivering full IT stack

Greater agility with less
complexity



Tartu City, Estonia (2015)

EMC AX4 7TB

4 Physical servers

27 VMs

>10 applications and services

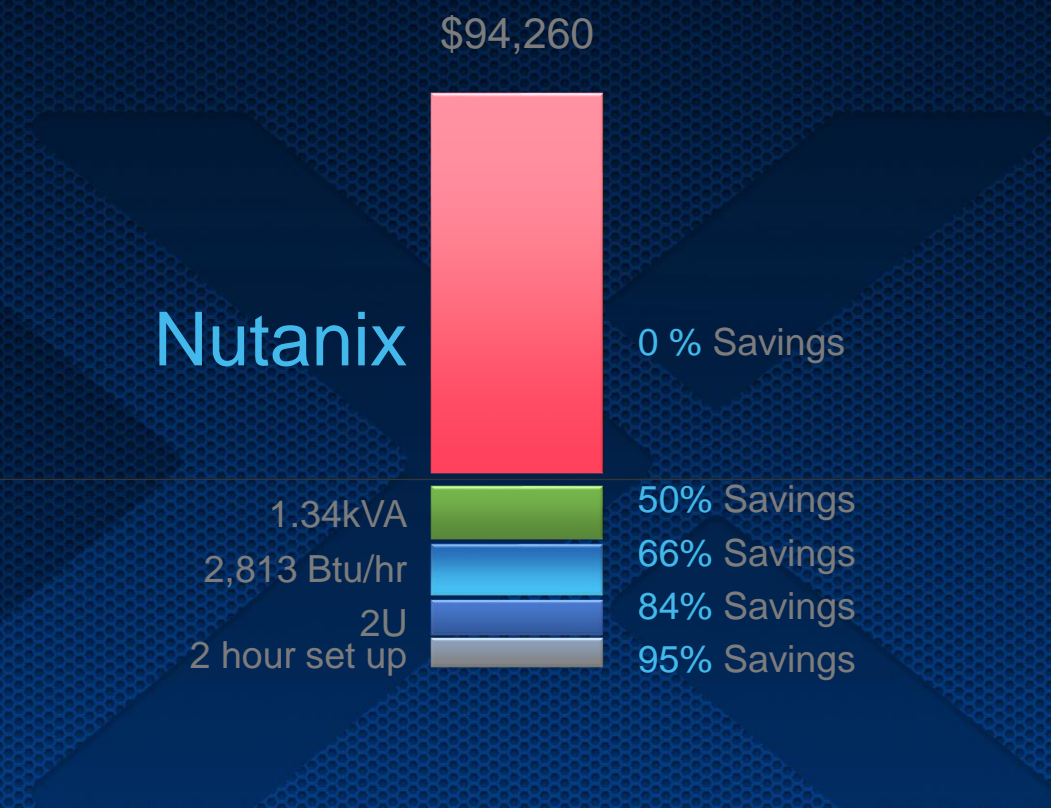
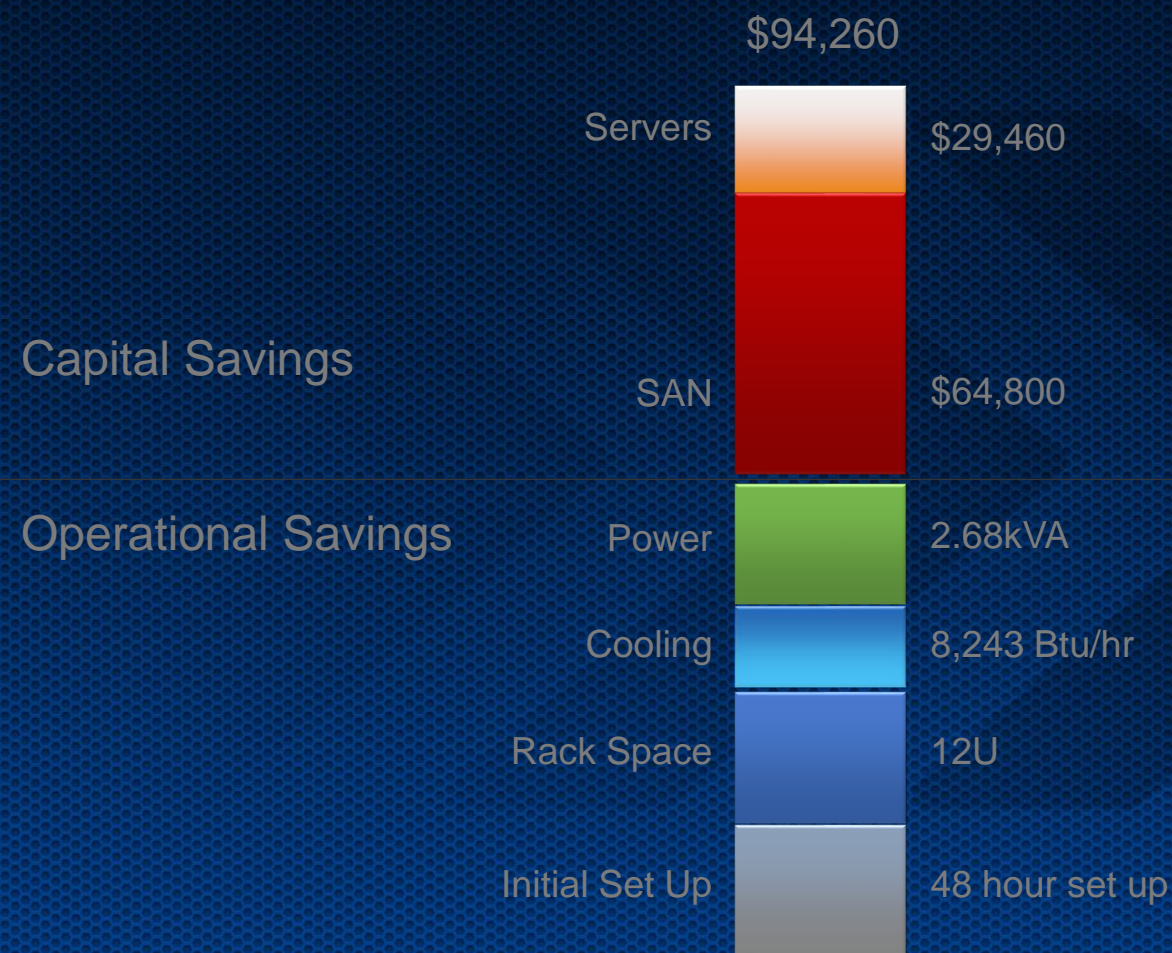
-> migrated to Nutanix 2U, 3 nodes (host)

Added 4 nodes in 2018 -> additional workloads migrated

100% Nutanix AHV (hypervisor)

Win Admin manages all

Example



#

Companies Run on Nutanix

Aerospace & Defense 	Auto & Truck Manufacturers 	Beverages 	Broadcasting & Cable 	Business Products & Supplies 	Computer & Electronics Retail 	Construction Materials 
Consumer Electronic 	Consumer Financial Services 	Diversified Insurance 	Drug Retail 	Electric Utilities 	Environmental & Waste 	Furniture & Fixtures 
Home Improvement Retail 	Hotels & Motels 	Investment Services 	Medical Equipment & Supplies 	Oil Services & Equipment 	Other Transportation 	Property & Casualty Insurance 
Recreational Products 	Rental & Leasing 	Restaurants 	Telecommunications Services 	Tobacco 	Trading Companies 	

Ačiū!

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