



THE ERA OF EVERYWHERE

Hybrid Cloud Ready for What Life Brings Next.

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WHY IS HYBRID CLOUD INNOVATION IMPORTANT?

To modernize your data center infrastructure to better deliver resources to the business, you need a range of options to optimize for flexibility, cost and control.

Central to this strategy is placement of your applications and data either on-premises or in the public cloud.

HYBRID CLOUD COMPUTING SOLUTIONS

OPTIMIZE PLACEMENT OF APPS AND DATA.

- Meet SLAs for cost, performance, security, uptime and data governance.

RAPID TIME TO MARKET.

- Deploy apps in minutes.

SCALE ON DEMAND.

- Easily add capacity as needed.

SINGLE MANAGEMENT CONSOLE.

- Eliminate silos of management tools.
- Enjoy one-click simplicity.

CONTINUOUS INNOVATION.

- Regular improvements faster.

ALWAYS ON SERVICES.

- Back up and DR or scale workloads without any downtime.

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WHO CARES ABOUT HYBRID CLOUD?

Hybrid Cloud allows IT organizations to standardize upon software-defined storage infrastructure that is simpler to deploy, manage, and scale out as business needs grow without sacrificing reliability and security.

BUSINESS USERS.

Empowers business users to quickly launch new services while ensuring that their requirements for data compliance, performance and data locality are met. These include applications for enduser computing, ROBO environments, database management, dev/test, big data analytics, and more.

IT PERSONNEL.

Allows IT organizations to standardize upon software-defined storage infrastructure that is simpler to deploy, manage, and scale out as business needs grow without sacrificing reliability and security.

EXECUTIVE MANAGEMENT.

Simplifies the delivery of applications, data, and services for the business at the right time with improved performance and lower costs.

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EXPERIENCE THE BENEFITS OF HYBRID CLOUD SOLUTIONS POWERED BY NUTANIX, HPE AND AWS

EXCELLENT USER EXPERIENCE AT SCALE.

Scale from pilot to thousands of end users without re-architecting your infrastructure. Benefit from the industry's leading HCI solution and world-class support used to deliver millions of virtual desktops and apps. Eliminate risk of failure with HPE and Nutanix Services including VDI Assurance.

VELOCITY.

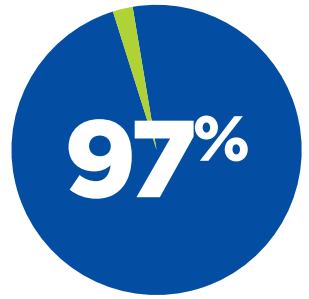
Reduce downtime by as much as 97% with built-in self-healing and intelligent automation capabilities. Deliver uninterrupted access to applications with bursting and failover across multiple clouds. Prevent unwanted attacks and keep data secured with validated firmware protected from intrusion and configurations which are constantly monitored for secure compliance. Stop malware from spreading with secured network access between the network firewall and the user desktop.

FASTER TIME TO DELIVERY.

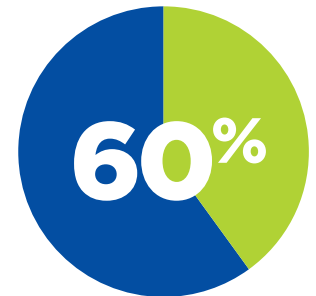
Deploy your virtual apps 8x faster with one-click deployment and management. The simplicity and scalability of Nutanix software makes it easy for IT teams to provision necessary resources for internal stakeholders. Nutanix allows IT organizations to standardize upon software-defined storage infrastructure that is quick to deploy, manage, and scale out as business needs grow without sacrificing reliability and security. It empowers IT to simplify the delivery of applications, data, and services to the business at the right time with improved performance and lower costs.

OPERATIONAL EFFICIENCIES AND REDUCED COSTS.

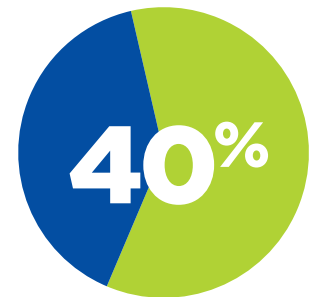
Reduce IT costs by up to 60%, with an HCI investment payback of 7 months. Slash CapEx by as much as 40%. Align licensing to consumption for optimal value. Gain operational efficiencies by consolidating services like block, file and object storage, infrastructure analytics, network segmentation, and more.



Reduce downtime
by as much as 97%.



Reduce IT cost
by up to 60%.



Slash CapEx by
as much as 40%.

*IDC "Organizations Leverage Nutanix
Enterprise Cloud as Scalable,
High-Performing, and Cost-Effective
Infrastructure Foundation"*

*by Eric Sheppard and Matthew Marden,
January 2020*

WHY THE RIGHT PLAN IS IMPORTANT TO SUCCESS

Always keeping the business in mind.

HOW DO YOU KEEP YOUR FOCUS ON THE RIGHT PRIORITIES TO ENSURE THE BEST POSSIBLE BUSINESS OUTCOME? FIRST OF ALL, YOU NEED TO UNDERSTAND YOUR TOP REQUIREMENTS.

1

Your business should be able to leverage the elastic nature of public cloud services, along with the ease of management and usability, but with the security, control, and performance of the private cloud. A hybrid cloud approach ensures that unpredictable applications can be hosted in the public cloud while mission critical applications and data remain in your private cloud within your enterprise.

2

To evolve to this hybrid cloud vision, your first step is building a foundation based on a private cloud model. Hyperconverged infrastructure (HCI) technology has emerged as the top infrastructure choice for cloud building either on-premises or in the public cloud, enabling software-defined “webscale” HCI architecture developed by public cloud providers to be used within the enterprise.

3

By eliminating legacy siloed architectures in your datacenter, you can empower your IT team to manage operations with less effort and more speed. This productivity boost frees them up to focus on making IT more strategic to your organization.

The result: Your company benefits from a nimble, proven infrastructure and a strategic approach within your IT department.

**Source: “Modern Cloud Infrastructure for Dummies”,
John Wiley & Sons publishing, 2020*

WHY DO SOLELY PUBLIC CLOUD DEPLOYMENT INITIATIVES FREQUENTLY DISAPPOINT?

EVERY ORGANIZATION THAT MAKES THE COMMITMENT TO AN ALL-IN PUBLIC CLOUD INITIATIVE DOES SO WITH THE BEST OF INTENTIONS FOR THE BUSINESS.

Many organizations have fully embraced a public cloud strategy to enable business agility and increase speed to market. The public cloud offers flexible consumption and rapid on-demand scalability while eliminating the need for complex infrastructure management. However, when you look a bit more closely at the value proposition for an all-in public cloud strategy, you start to see cracks in the foundation:

- Difficult migrations
- Cloud vendor lock-ins
- Compliance and regulatory concerns
- Loss of control
- Usage overruns
- Egress charges

These shortcomings start to eclipse the shine of public cloud's image. Because of these factors, many businesses are re-evaluating their public cloud strategies and increasingly keeping more of their data in a blend of public and private cloud services which addresses these shortcomings.*

*Source: "Modern Cloud Infrastructure for Dummies",
John Wiley & Sons publishing, 2020

HOW TO GET IT DONE?

Critical factors for a successful hybrid cloud*

SIMPLE AND SCALABLE INFRASTRUCTURE.

The HCI software design used by Nutanix, HPE and major cloud service providers such as AWS reduces the cost and complexity of legacy IT architectures built with separate storage, networking, and compute resources. With HCI technology, simple building blocks create a powerful and flexible scale-out architecture. You can start small and scale as needed without upfront guesswork or expensive overprovisioning. Scaling is predictably linear and you can add compute and/or storage heavy nodes incrementally as needs grow — avoiding large, unexpected capital outlays.

A PLATFORM FOR DATA SERVICES.

An HCI infrastructure as provided by Nutanix, HPE or AWS either purchased upfront or delivered as a Service allows you to consolidate all your data services on the same platform that supports your compute resources, eliminating the need to architect and manage separate siloed compute and storage solutions for your hybrid cloud. This includes block storage for transactional data, file storage for file system data, and object storage for massive amounts of unstructured data. A single, flexible and scalable storage and compute pool simplifies provisioning and management while increasing capacity utilization.

INTELLIGENT IT OPERATIONS, AUTOMATION, AND SELF-SERVICE.

By simplifying infrastructure management across the entire lifecycle, automating operations, and enabling self-service, an HCI solution provided on-premises or in the public cloud helps you create a hybrid cloud that delivers the scalability, availability, and flexibility to enable business success.

BACKUP, RETENTION, AND DISASTER RECOVERY.

Hybrid cloud resiliency and business continuity are critical to prevent disrupting important applications and users. Your HCI platform delivered on-premises or in the public cloud should provide native data protection to simplify your infrastructure, eliminate bottlenecks, and streamline backup management.

*Source: "Modern Cloud Infrastructure for Dummies",
John Wiley & Sons publishing, 2020

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NUTANIX, HPE AND AWS A FOUNDATION YOU CAN TRUST

Thousands of companies worldwide.

MOST SECURE ON-PREMISES PLATFORM.

HPE ProLiant DX systems come pre-installed with Nutanix software and are built on HPE ProLiant servers, rated as the industry's most secure server.* These can be purchased on a monthly basis as a Service through HPE GreenLake.

HPE GREENLAKE WITH NUTANIX.

Industry's pre-eminent on-premises as a Service offering providing pay as you use it economics with always available standby capacity supporting a portfolio of applications and infrastructure software, including Nutanix HCI software.

NUTANIX CLUSTERS ON AWS.

The leading HCI infrastructure software on the leading public cloud. Capacity based licensing supporting full production workload capability.

BUY UPFRONT OR PAY EACH MONTH AS YOU USE IT.

Procure infrastructure your way, either as a traditional capital purchase of HPE ProLiant DX systems or through a capacity based license with Nutanix Clusters on AWS or invest no money upfront and simply pay for the infrastructure each month based on how much you use through HPE GreenLake as a Service with Nutanix.

MANY THOUSANDS OF CUSTOMERS WORLDWIDE.

Nutanix offers multiple ways to closely match the deployment of your infrastructure with your consumption of your computing resource. When buying HPE ProLiant DX systems upfront you only need to purchase what you require and avoid over-provisioning given the modular design of HPE-Nutanix HCI cluster nodes. It's easy to simply

Options include:

- On-Premises and in the Public Cloud.
- Purchase Up-front or Pay as you use it.

expand one cluster node at a time as needs dictate. Furthermore, with Nutanix Clusters on AWS, through a capacity based license purchase you always have ample capacity available on standby. Lastly with HPE GreenLake running Nutanix, not only do you only pay for what you consume, there is also standby capacity always available to immediately support bursts of resource consumption.

* Based on external firm conducting cybersecurity penetration testing of a range of server products from a range of manufacturers, May 2017

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HPE PROLIANT DX INTEGRATED SYSTEM

Based on the world's most secure industry standard server.*

PRESERVES CAPITAL No overprovisioning. Just purchase a node at a time as you need it.

REDUCES TCO Smaller footprint lowers power, cooling, floorspace and license costs.

SIMPLIFIES MANAGEMENT One-Click operations saves time and avoids errors.

IMPROVES AGILITY Deploys in minutes and is simple to scale.

SECURES & PROTECTS Inherent protection in firmware to monitored configs to microsegmentation.

*Based on external firm conducting cybersecurity penetration testing of a range of server products from a range of manufacturers, May 2017.

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HPE GREENLAKE AS A SERVICE

Get the best on-premises as a Service solutions from HPE and Nutanix:

PAY AS YOU USE IT Consumption-based billing according to amount of virtual RAM used for your VMs.

FLEXIBILITY Connect apps and data securely on-premises with standby capacity always available for workload spikes.

SIMPLICITY Intuitive, one-click management. No certified professional required.

VELOCITY Faster time to value - roll-out new apps in minutes, not days.

ANY APP Runs all industry standard x86 compliant applications.

ANY STORAGE Full range of the latest storage technologies from Flash and 3D Xpoint media to SATA, SAS and NVMe interfaces for your choice of optimal cost and performance.

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NUTANIX CLUSTERS ON AMAZON WEB SERVICES

Deployed on the world's leading provider of public cloud services.*

SEAMLESS APPLICATION MOBILITY Enables smooth, worry-free application movement across clouds with absolutely no code changes needed.

UNIFIED INFRASTRUCTURE MANAGEMENT Centralized management of all your computing infrastructure - on-prem or in public clouds - with a single console.

COST INTELLIGENT OPERATIONS Take control of your hybrid cloud spend with automated cost governance policies. Run the same Nutanix software, same licenses across all supported clouds to fully utilize your IT investment.

**"Amazon Leads \$100 Billion Cloud Market".
Statista Infographics. Retrieved October 12, 2020.

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NUTANIX CLUSTERS ON AWS

For the public cloud portion of a hybrid cloud deployment, choose Amazon Web Services and gain the following:

SEAMLESS APPLICATION MOBILITY Enables smooth, worry-free application movement across clouds with absolutely no code changes needed.

UNIFIED INFRASTRUCTURE MANAGEMENT Centralized management of all your computing infrastructure - on-prem or in public clouds - with a single console.

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HPE & NUTANIX HELP YOU DRIVE BETTER END USER EXPERIENCES AND BUSINESS OUTCOMES

“The Nutanix solution has more than lived up to our expectations. Providing the on-demand scalability needed to cope with growing business demand while also enabling us to bring forward plans for DevOps and the adoption of containers, Kubernetes and other cloud native technologies in pursuit of more agile and flexible IT moving forward.”

[READ THE FULL CASE STUDY](#)

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ALL TOGETHER, WE MAKE YOUR INFRASTRUCTURE EASY, INTELLIGENT AND SECURE

Nutanix, HPE and AWS hybrid cloud solutions provide secure and responsive access to applications and data from modular infrastructure procured upfront or paid for each month as a service with standby capacity on-demand.

WE MAKE IT EASIER TO DEPLOY AND MANAGE INFRASTRUCTURE, WHICH MEANS YOU CAN:

- Deliver a great experience for all users in the business
- Start small and scale endlessly without re-architecting
- Pay as you grow and slash TCO

START YOUR HYBRID CLOUD JOURNEY TODAY
WWW.NUTANIX.COM/HPE/HPE-HYBRID-CLOUD

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