

A large, light grey arrow graphic points from the left edge of the slide towards the right, partially overlapping the text.

> Nutanix Iberia

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Opportunity: compute & storage for virtualization

Colossal market

Gartner - Hiperconvergencia el estandar del datacenter en 5 años – mayo 2016

Gartner.
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SYDNEY, Australia, May 5, 2016 [View All Press Releases](#)

Gartner Says Hyperconverged Integrated Systems Will Be Mainstream in Five Years

Analysts Advise Organizations to Prepare Now for the Third Wave of Integrated Systems

The market for hyperconverged integrated systems (HCIS) will grow 79 percent to reach almost \$2 billion in 2016, propelling it toward mainstream use in the next five years, according to Gartner, Inc.

HCIS will be the fastest-growing segment of the overall market for integrated systems, reaching almost \$5 billion, which is 24 percent of the market, by 2019. Although the overall integrated systems market is growing, other segments of the market will face cannibalization from hyperconverged systems, Gartner analysts said.

Gartner defines HCIS as a platform offering shared compute and storage resources, based on software-defined storage, software-defined compute, commodity hardware and a unified management interface. Hyperconverged systems deliver their main value through software tools, commoditizing the underlying hardware.

Speaking ahead of his keynote presentation at the [Gartner Infrastructure, Operations & Data Center Summit](#) in Sydney, [Andrew Butler](#), vice president and distinguished analyst at Gartner, said the integrated systems market is starting to mature, with more users upgrading and extending their initial deployments.

"We are on the cusp of a third phase of integrated systems," said Mr. Butler. "This evolution presents IT infrastructure and operations leaders with a framework to evolve their implementations and architectures."

Opportunidaad: Hiperconvergencia en Auge

5 de mayo de 2016 | por MuyCanal

Hiperconvergencia: el 24% de la infraestructura en dos años

Compartir 4

Compartir 0

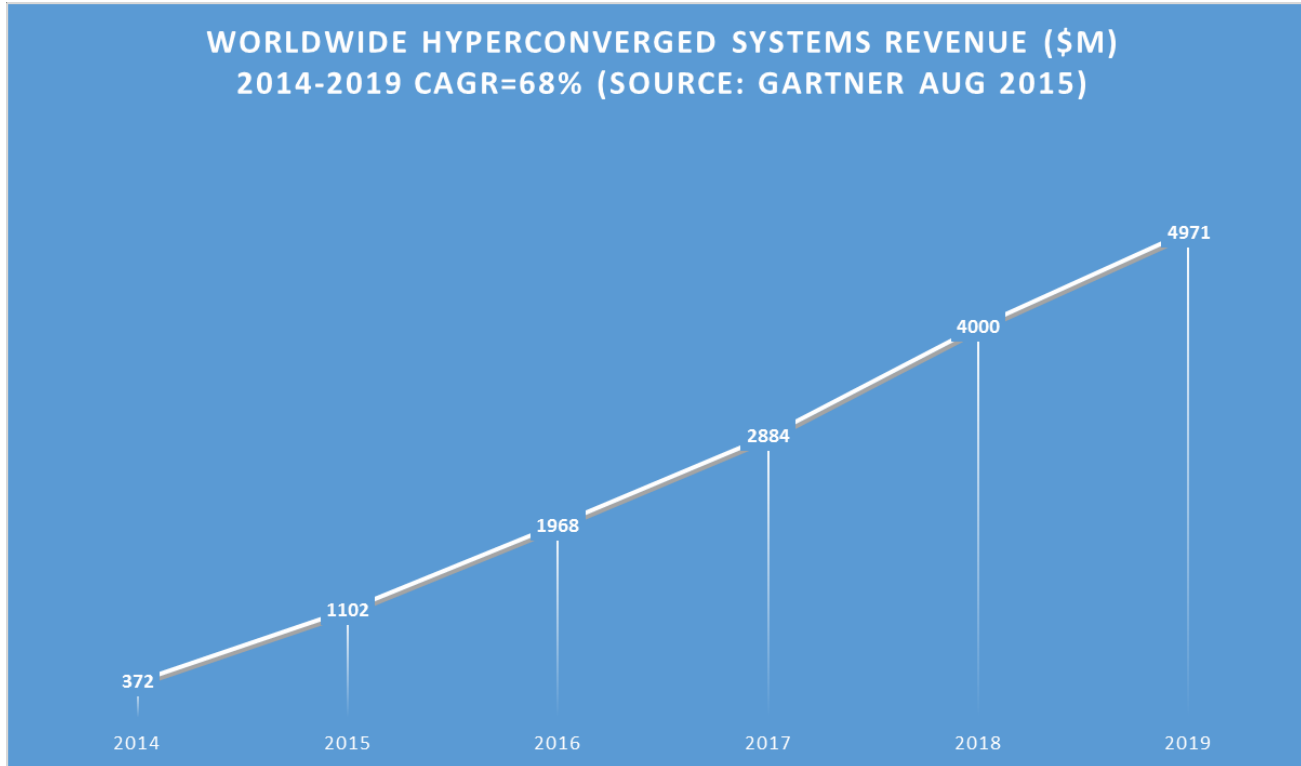
Compartir 17

Twitter



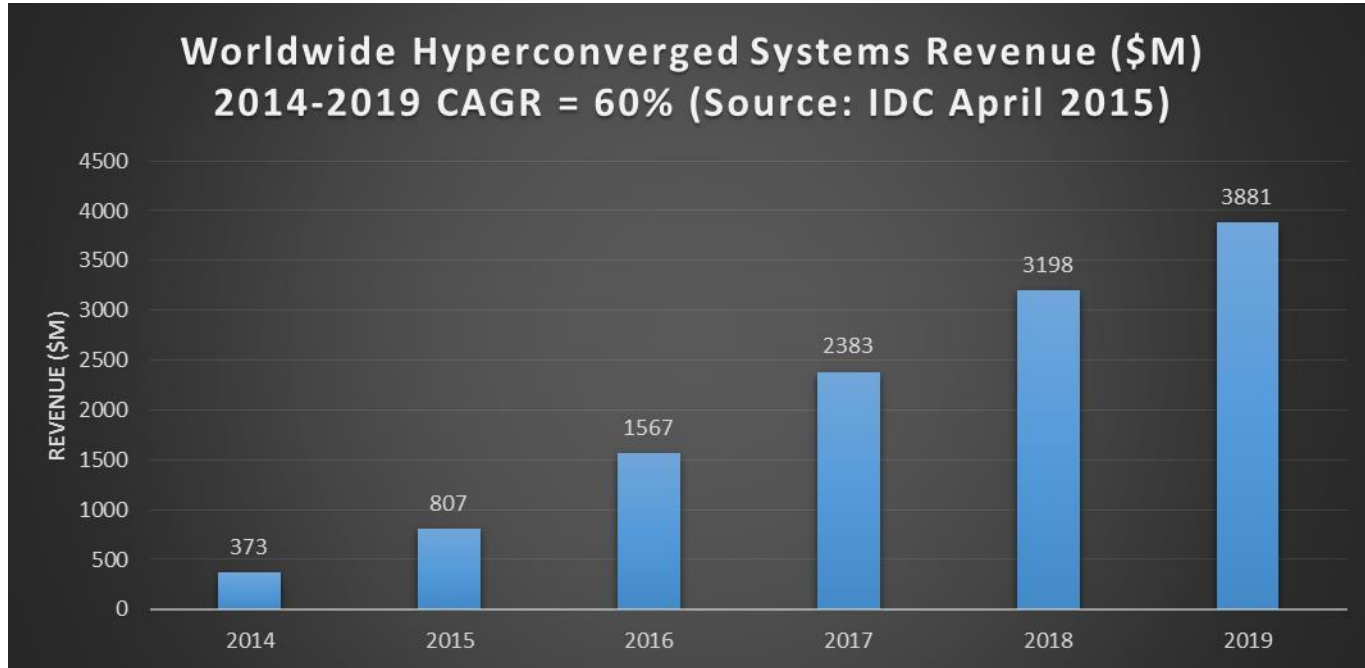
Todo el mundo habla de **hiperconvergencia** y no es para menos. Desde Gartner ven como está siendo el segmento de las infraestructuras integradas que más rápido crece. De seguir el ritmo, en 2019 ya el **24%** de los sistemas convergerán ofreciendo beneficios para empresas y partners.

Hyperconverged Systems Revenue Worldwide 2014-2019 by Gartner*



*Gartner G00275597 Published 5 August 2015 **NUTANIX**

Hyperconverged Systems Revenue Worldwide 2014-2019 by IDC*



Nutanix: The Enterprise Cloud Company

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



Founded in 2009



1,800+ employees

Business Is IT

...and depends on it
more than ever before...

Gartner Magic Quadrant

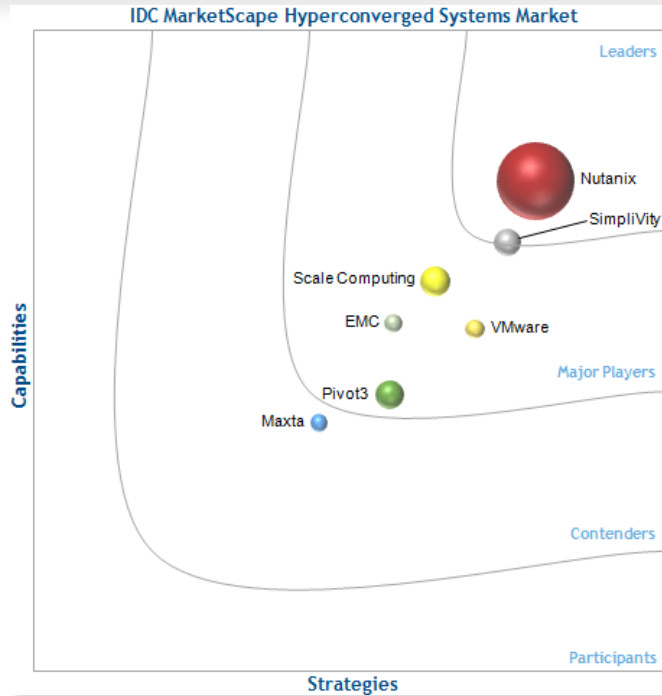
Integrated Systems Agosto2015



Strengths

- Nutanix is a complete infrastructure solutions company, providing its customers flexibility in their choice of hypervisors and cloud usage
- Nutanix has gained market credibility and established a worldwide presence
- The Acropolis scale-out architecture, along with the ability to scale compute and storage independently, enables users to grow Nutanix deployments incrementally to meet application needs.

> Clear Market Share Leader



52% market share

- “Nutanix has been a key player in the emergence of the hyperconverged market and was early to demonstrate demand for the technology.”
- “Leading position in mindshare, as well as market share.”
- “Nutanix systems have diversified from targeted or specialized workloads like VDI to Tier 1 applications and highly virtualized general business workloads like SAP, Oracle, Microsoft Exchange, SQL Server, SharePoint, Splunk, and Unified Communications.”



Referencias Nutanix



MANGO



Challenges with Legacy Infrastructure

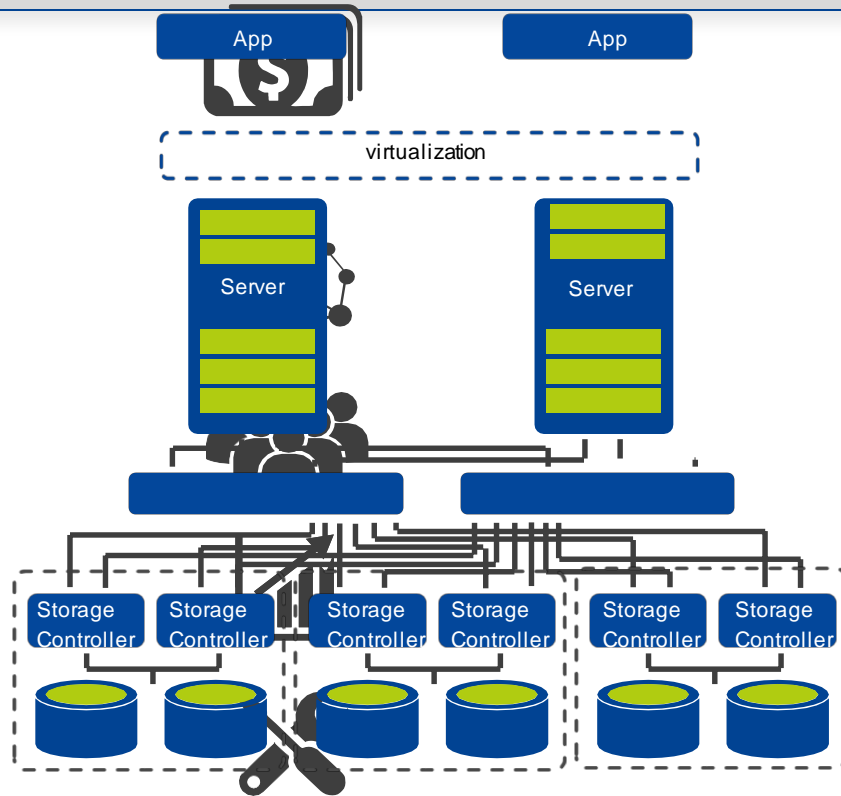
- Complex to manage
- Costly to scale

SAN/NAS
Storage Network

Centralized
Storage

- Managed separately from virtualization
- Difficult to provision
- Performance bottleneck

> Complexity at Every Step



BUY

Purchase in big increments, incur prediction risk, overprovision

DEPLO

Deployment takes weeks to months -- complex, big footprint

MANAGE

Multiple management panes, operations

SCALE

Difficult to grow quickly

SUPPORT

Multi-hop support, lack of end-to-end visibility, firefighting

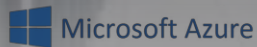
> Our mission : bring web-scale to the enterprise

Design Principles

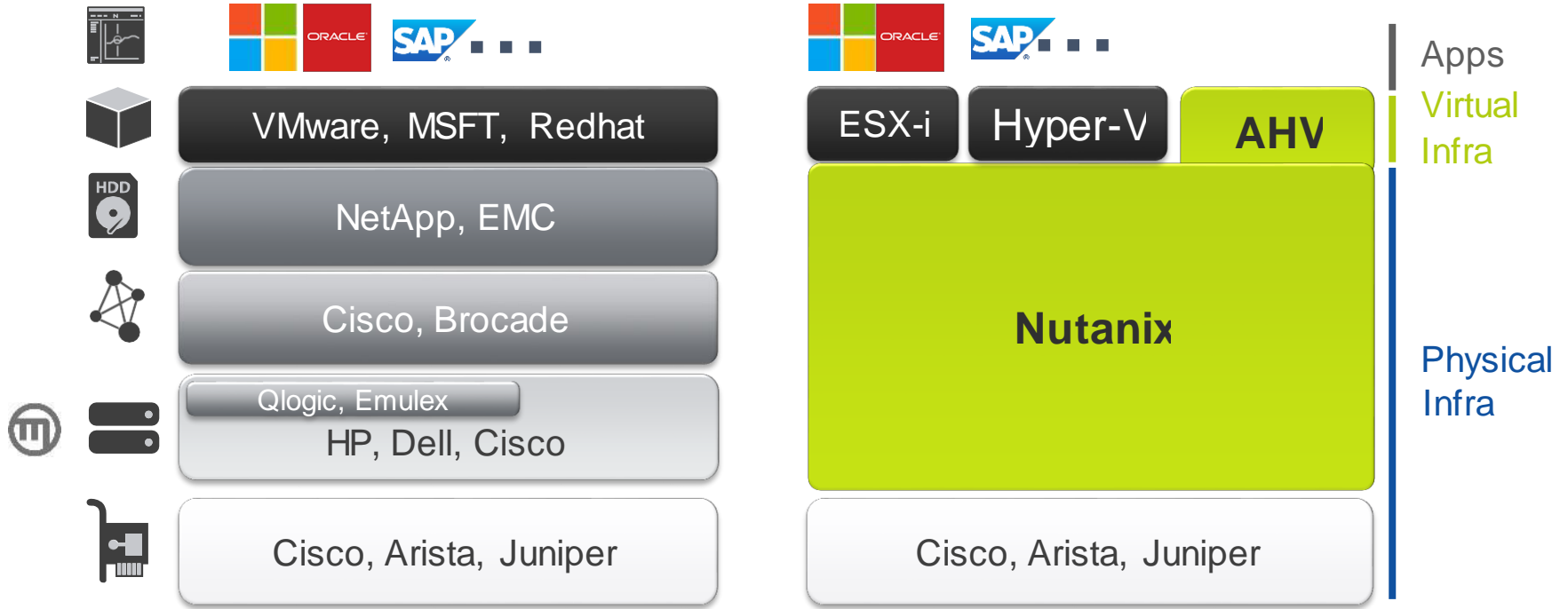
- Standard x86 server nodes
- All intelligence and services in software
- Distributed everything
- Self healing (fail-fast systems)
- Extensive automation and rich analytics

Benefits

- Linear, predictable scale-out
- Always-on systems
- Fast innovation in software
- Operational simplicity
- Lower TCO

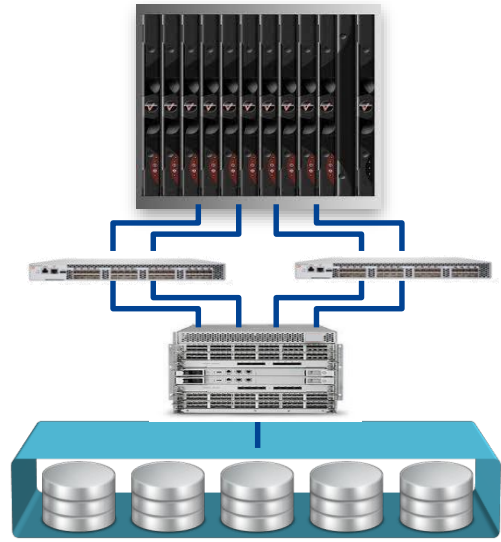


> Datacenter Stack



> Los pasos a tu Enterprise Cloud Infrastructure (powered by Nutanix)

Tradicional



Hyperconvergencia

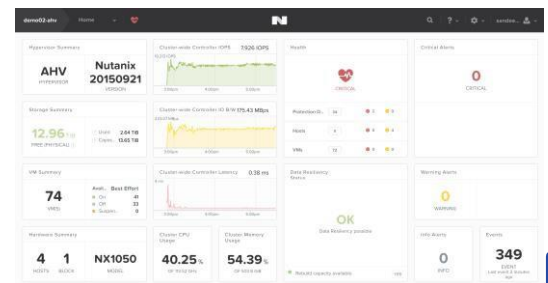
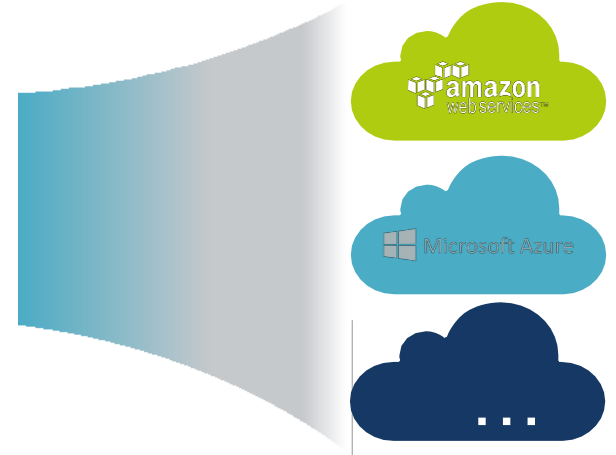


Self Healing



Automated

Cloud Ready



> Built for the Cloud Era



Infrastructure for
Private Cloud

Data Backup

Disaster Recovery

Seamless App Mobility



Agile
amazon
web services™



Simple

Microsoft Azure

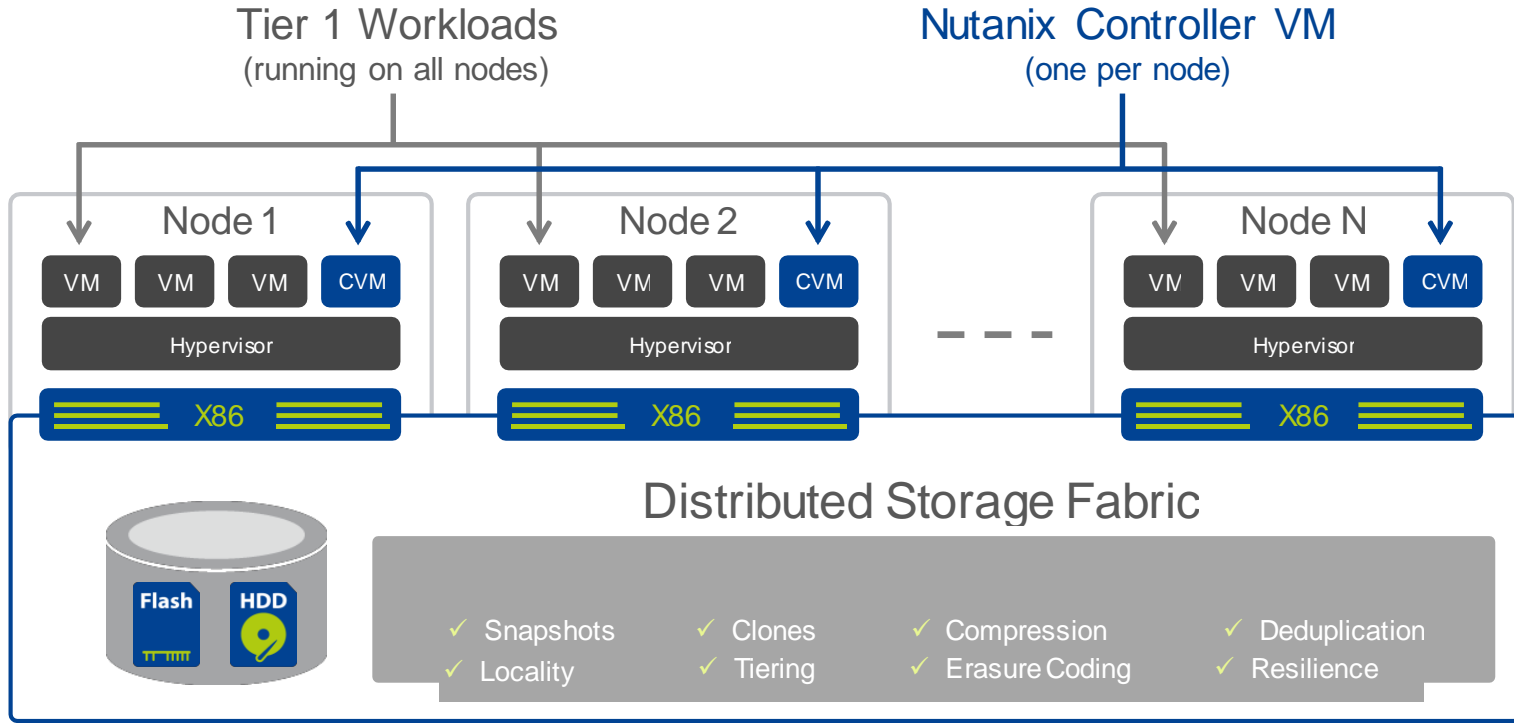


Secure



Scale...out

> Scalable Distributed System Design



> Infrastructure Lifecycle Benefits



BUY

Pay as You Grow - buy only what you need, and stop expensive overprovisioning



DEPLOY

Rapid Deployment – set up in minutes for fast time to value



MANAGE

Simplified Management - single pane of glass to manage all infrastructure



SCALE

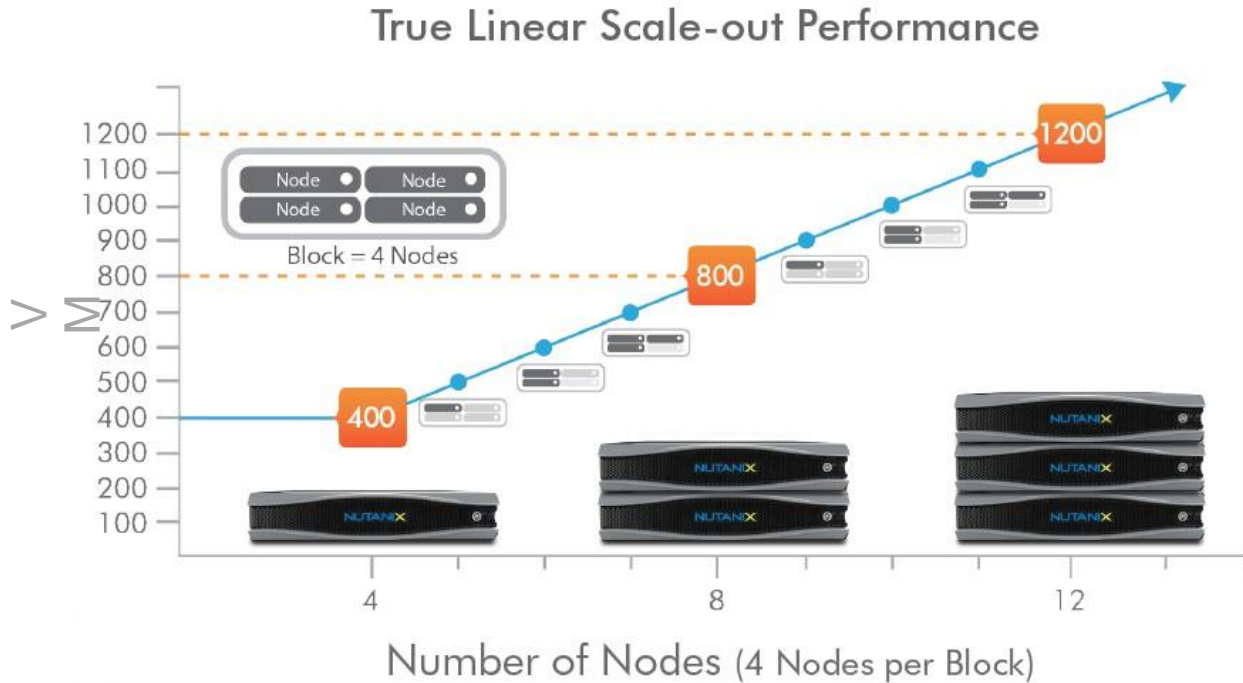
Incremental Scalability - scale on demand in minutes, with zero downtime



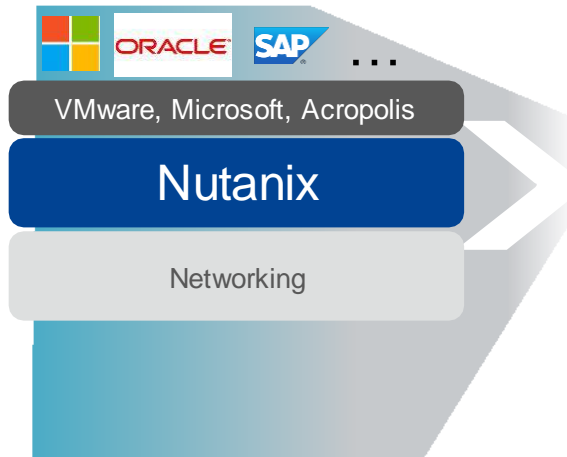
SUPPORT

One-stop Support – expert support for complete infrastructure stack

Crecimiento e Inversión predecible



> Nutanix ¿Qué nos aporta?



Gestión y Análisis

APIs para gestión completa del entorno e integración con automatización, visibilidad end-to-end (VMs to Hardware), actualización completa del entorno one-click, gestión centralizada de cluster/s, gestión de VMs con AHV, File-Services, Visibilidad basada en tendencias, Dashboard personalizable...

Protección del entorno

Replicación sincrónica/asincrónica, Snapshots VMs locales/remotos, Multi-site DR 1/1, 1/n, n/n, Cloud connect, Metro availability, integración VSS y SRA, Live Migration entre entornos heterogéneos...

Virtualización

Compatibilidad con VMware, Hyper-V, Acropolis

Almacenamiento Enterprise distribuido

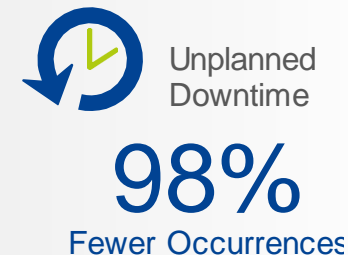
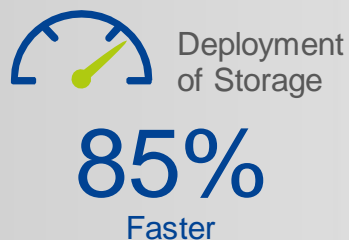
Snapshots, clones, deduplicación, compresión, locality, tiering, caching, balancing, redundancia, comprobación de integridad del dato...

> Business Benefits

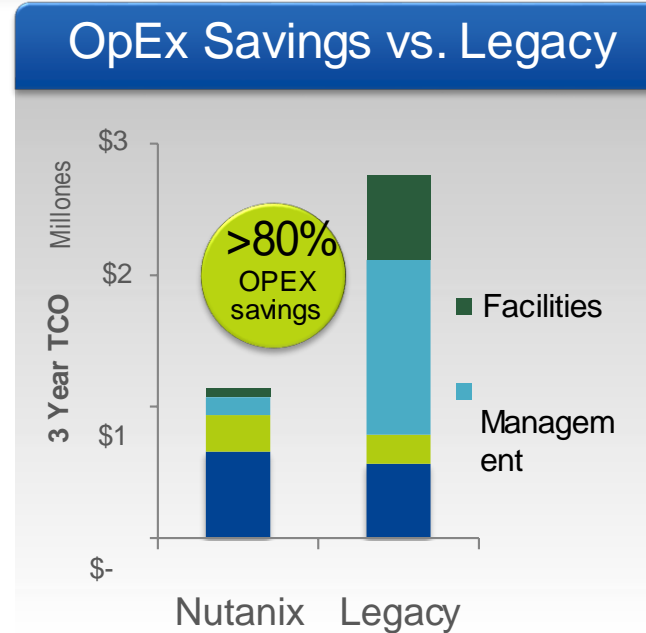
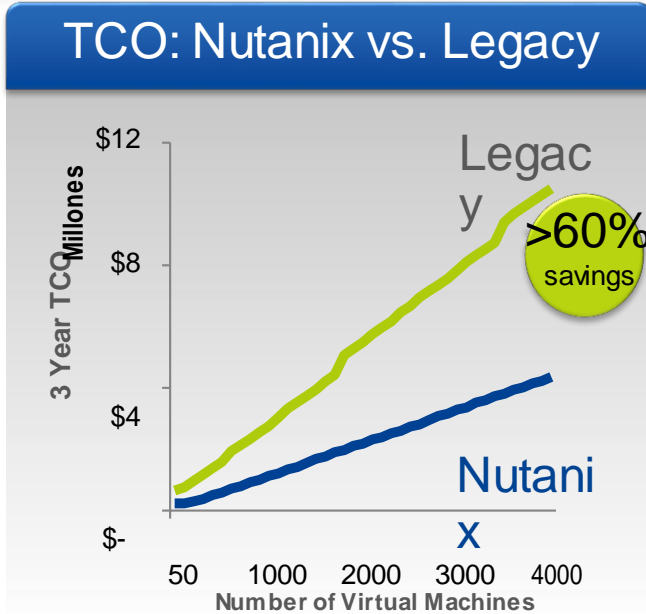
Business Value



Key Performance Improvements



> Nutanix delivers lower TCO than legacy infrastructure

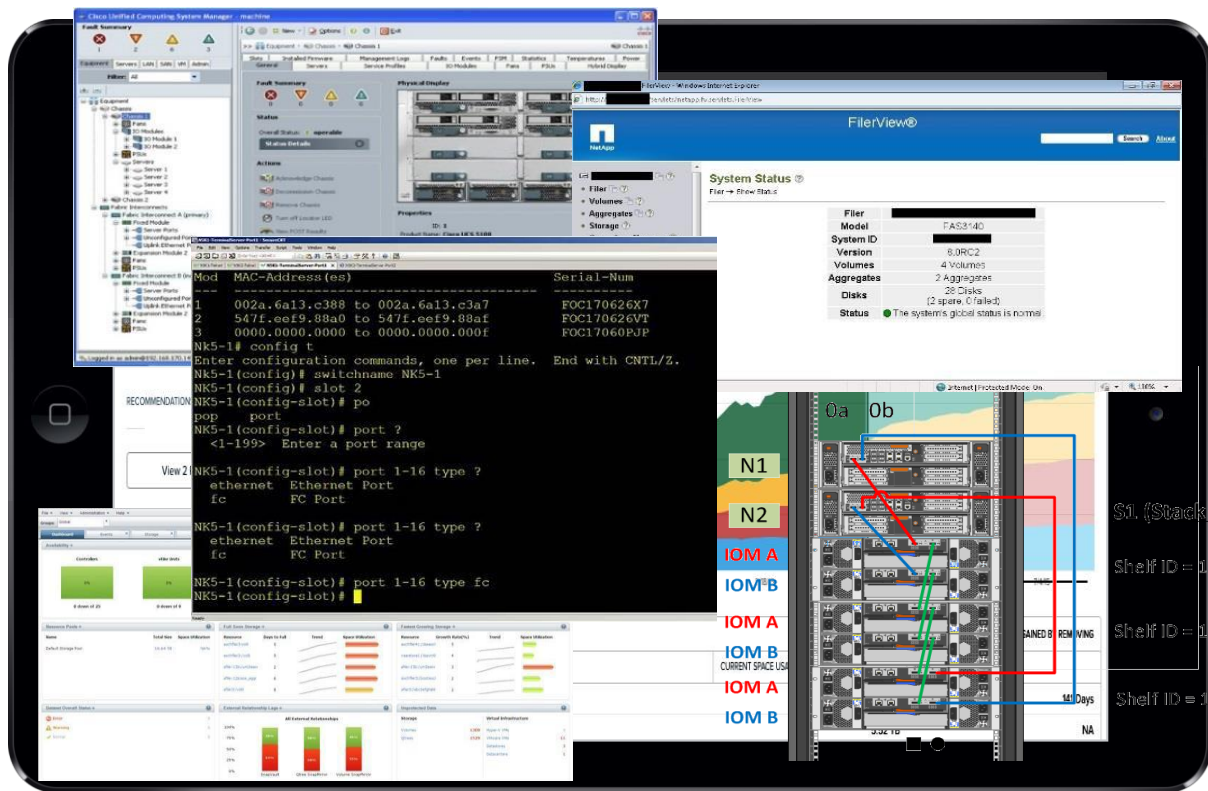


Nutanix

5-10x less time | 5-10x times less space | 5-10x times less power & cooling

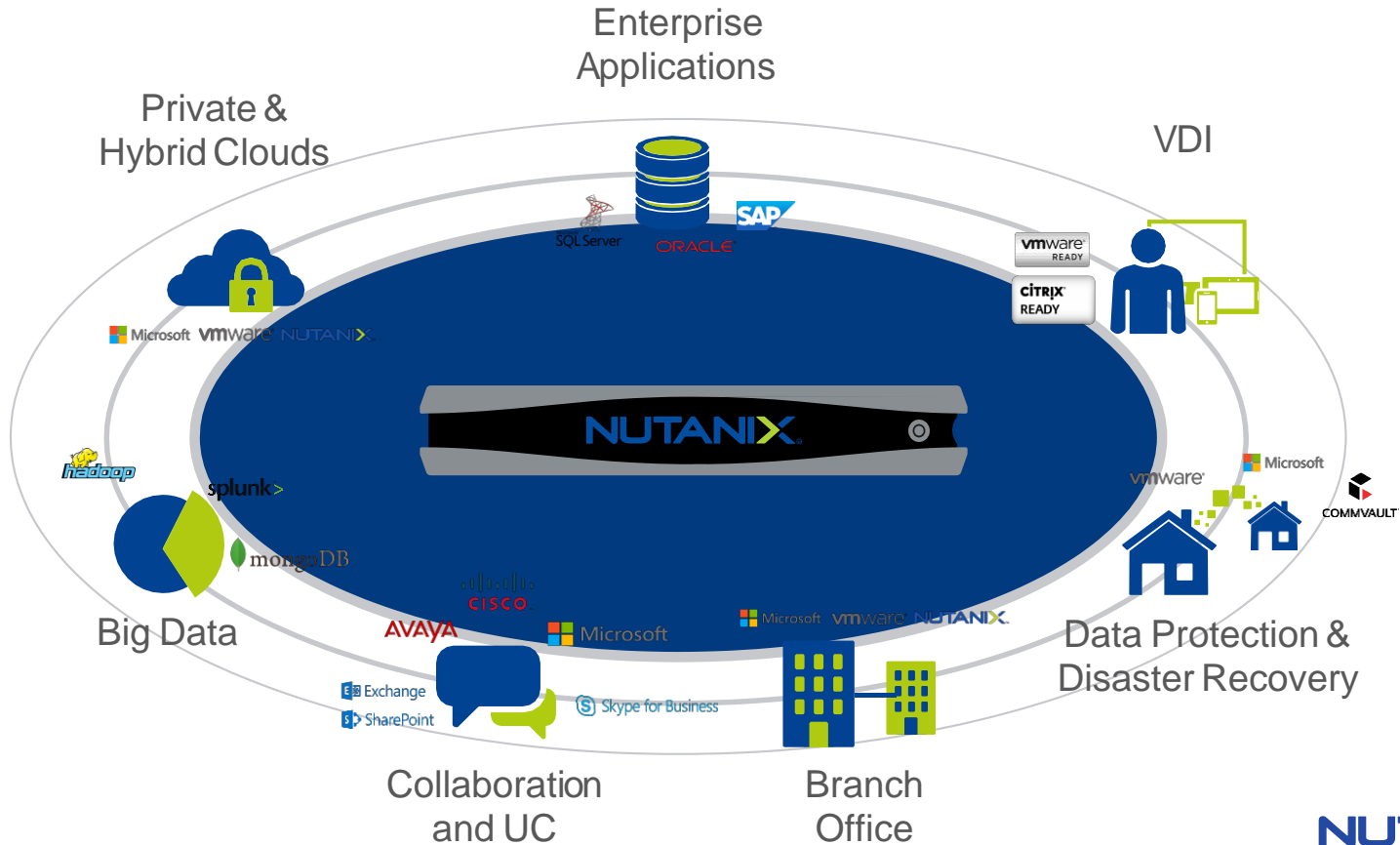
Notes: 3-Year TCO for medium type, server VM. Legacy includes: EMC VNX and Cisco UCS
Opex Savings @ 1000 VMs

Integrated Consumer-Grade Management



Intuitive
Eliminate
Complexity...
Beautiful
Insightful

> Nutanix Solutions for Enterprises



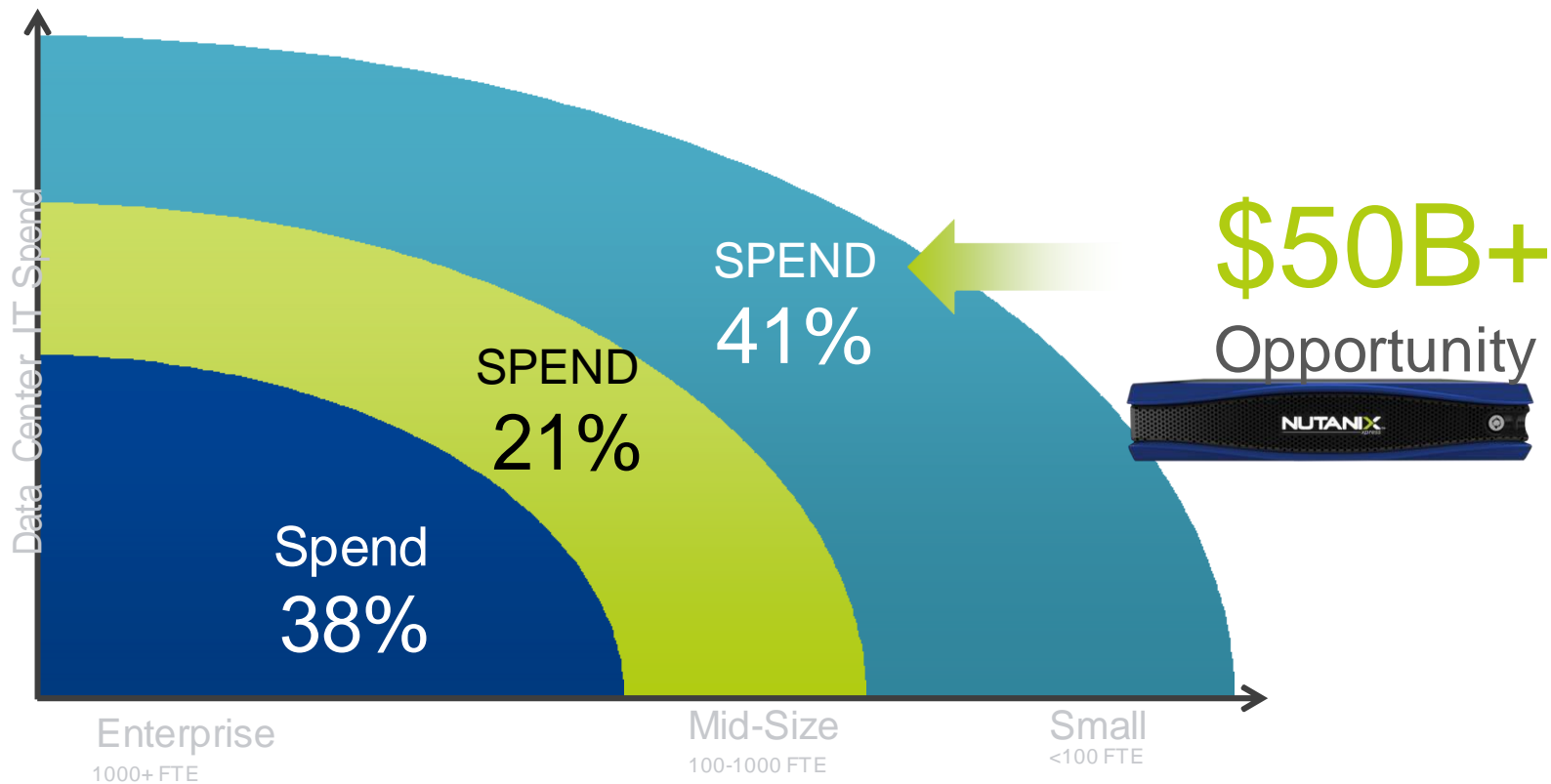
Nutanix Xpress

SMB Product Line

www.nutanix.com/xpress



Our Next Opportunity: Small and Mid-Size



> Our Design Goals with Xpress

Public Announcement: May 24th

Accessible

Priced aggressively for broad SMB adoption



Simple

Built just for SMB with one-click operations



Future Proof

Single management for on-prem and cloud to provide a seamless path to hybrid cloud



> How Does Nutanix Define SMB?

Size



PYME espanola, IT Staff 1-5

Annual Revenue



\$<100M

Budget for Servers,
Storage & Virtz.



\$20K - \$100K

Adjacent Technologies
to Listen For



VMware Essentials, MSFT Windows Small Business Etc.

> What Is Xpress?

Software

Xpress Edition



SX-1065 Platform



Support

Xpress Support

Is....

- 3 or 4 node offering targeted for SMBs

Is Not...

- A 2 node solution
- A substitute for Nutanix ROBO bundle

> New Product Line!

Xpress



Hardware

SX-1000 Series

Software

Xpress Edition

Support

Xpress Support
(Upsell - Production)

NX



NX-1000, 3000,
6000, 8000, 9000

Starter, Pro,
or Ultimate

Production or
Mission Critical

> Software – SMB vs. Enterprise Needs

Capabilities Valued by SMBs

- + Pre-integrated, turnkey product
- + Multi-hypervisor Support
- + Cloud Based Options & Solutions
- + Integrated Data Protection
- + Built in VM Management
- + Data Efficiency

Capabilities Valued by Enterprise

- + Unlimited Scalability
- + High Resiliency & DR Options
- + High Performance
- + Large Scale Management
- + Multiple Options
- + Environment Analytics

> Software – What's different?

What premium features are included?

- ✓ MapReduce Compression & Dedup
- ✓ Multi-Hypervisor Support
- ✓ AHV & Virtualization Mgmt
- ✓ Single Site DR
- ✓ Time Stream – Back Up
- ✓ Cloud Connect
- ✓ Metro Availability
- ✓ Prism Starter & Central

What's Excluded?

- ✗ Cluster size = 4 nodes
- ✗ Only 2 clusters/customer
- ✗ No heterogeneous clusters
- ✗ No Multi-site DR
- ✗ No Block Awareness
- ✗ No Availability Domains
- ✗ No RF3
- ✗ No Erasure Coding
- ✗ No Encryption
- ✗ No All-Flash
- ✗ No Prism Pro

> Platform: 1065, Configure to Order

Based on 1065 Platform
Broadwell Based
Configure to Order!

Example Bundles

LOW

Specs:

- 8 cores (x2), 1.7GHz
- 4 x 16GB mem
- 1 x 480GB SSD
- 2 x 2TB HDD

MEDIUM

Specs:

- 8 cores (x2), 2.1 GHz
- 8 x 16GB mem
- 1 x 800GB SSD
- 2 x 4TB HDD

HIGH

Specs:

- 10 cores (x2), 2.4GHz
- 8 x 32GB mem
- 1 x 1600GB SSD
- 2 x 6TB HDD
- 10G SFP+

> Pricing – Suggested Customer Price

3 node offering + Xpress Support (3 years)

LOW

Specs:

- 16 cores, 1.7GHz
- 4 x 16GB mem
- 1 x 480GB SSD
- 2 x 2TB HDD

MEDIUM

Specs:

- 16 cores, 2.1 GHz
- 8 x 16GB mem
- 1 x 800GB SSD
- 2 x 4TB HDD

HIGH

Specs:

- 20 cores, 2.4GHz
- 8 x 32GB mem
- 1 x 1600GB SSD
- 2 x 6TB HDD
- 10G SFP+

Low
Spec

Starting at \$25K (including Support, suggested price to customer)

High
Spec

> Why virtualize with Nutanix?

The Nutanix logo is displayed in a large, dark blue circle on the left side of the slide. The word "NUTANIX" is written in a bold, sans-serif font, with the letter "X" featuring a yellow chevron pointing to the right.

> Simplicidad y Escalable

Desde PYMES a Grandes Empresas .

> Escalabilidad lineal

Scale datacenters one server at a time with zero downtime

> Rendimiento predecible.

Fast and linear performance at any scale

> Lower TCO

No more IT silos → 40-60% management savings
5 to 10 times less space, power and cooling

> Better Business agility

Fastest time to value. Pre-validated solutions.

> Nutanix Discovery Kit : built for our EMEA Channel



- **NEW NX-1365 Discovery Kit** Product
- 3-node blocks at an **exceptional high value for price ratio**
- Favorable **discovery discount for all hardware and software options**
- Available with **any Support option** at favorable discount
- Approximately 30k Euros



Why Nutanix?

- Lider segun Gartner en sistemas convergentes
- Lider con 52% de marketshare segun IDC en sistemas hiperconvergentes.
- Solución escalable para entornos de PYMES a grandes empresas
- Casos de uso y workloads Tier 1 – SAP, Oracle, Microsoft Exchange, VDI, oficinas remoto
- Solución 100% software
- Agnostico al Hipervisor
- ROI contrastado en clientes.



The Fastest Growing Infrastructure
Technology of the Last Decade...

...Join the movement.