



Enterprise Cloud
One OS. One Click. Any Cloud.



@nutanix



Corporate Summary



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Nutanix: The Enterprise Cloud Company

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



10,000+ customers

Over **140** countries

6 continents



Founded in **2009**



~4,000 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**

San Jose

Amsterdam

<30 min

Mission critical support
response time

Beijing

Tokyo

Bangalore

97%

Customer
Satisfaction

+90

Net Promoter Score
for > 4 years

Sydney

★ Support Centers

● NBD Depots

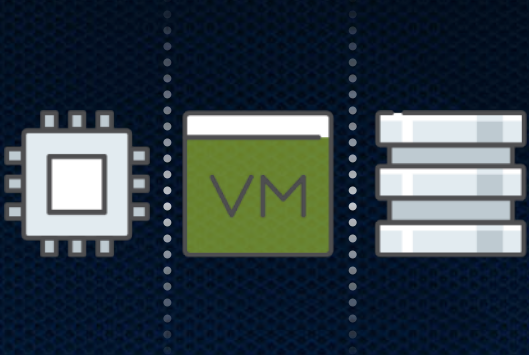
NUTANIX™

The background is a solid blue color with a fine, repeating hexagonal pattern. On the left side, there is a light blue silhouette of a world map. On the right side, there is a large, dark blue stylized 'X' logo composed of four rectangular segments meeting at the center. The text 'Nutanix Journey to the Enterprise Cloud' is centered horizontally across the middle of the image, overlaid on the map and the 'X' logo.

Nutanix Journey to the Enterprise Cloud

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.

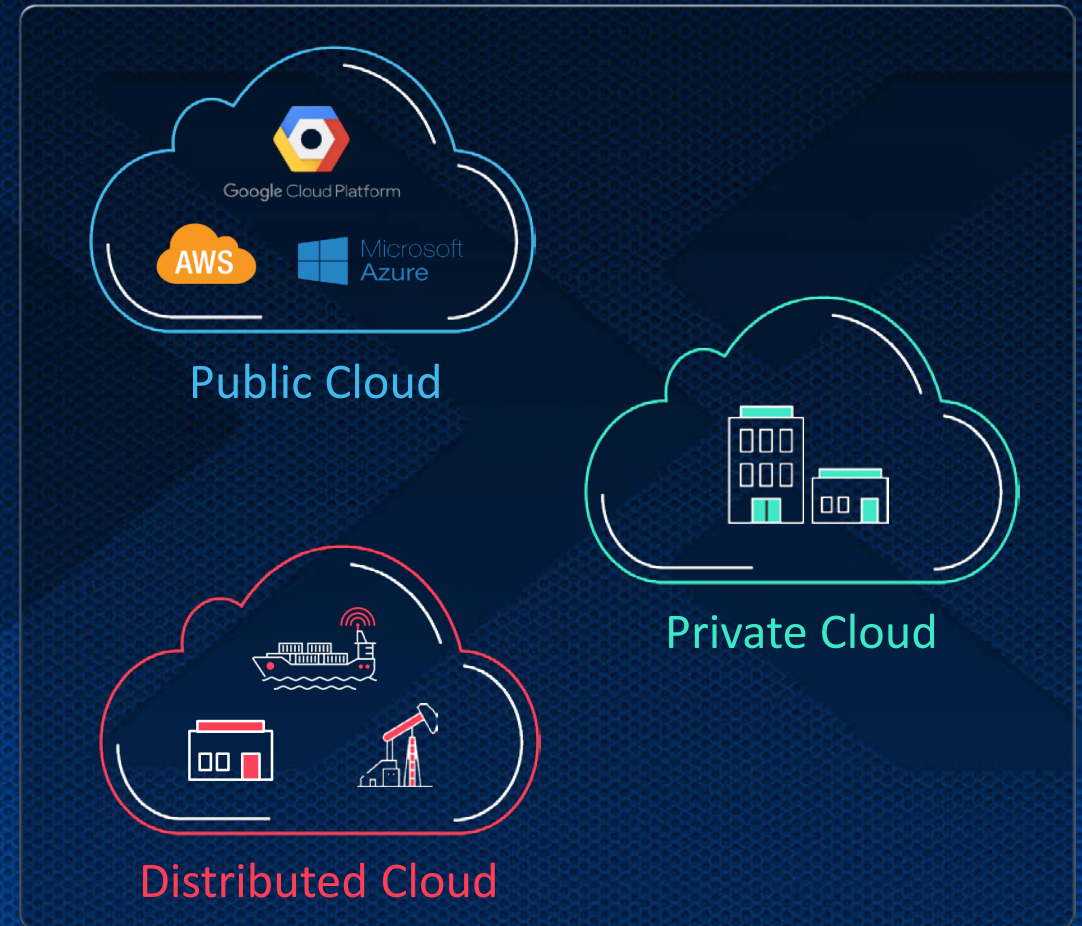
Continuous Innovation

My infrastructure gets better and faster on a regular basis.

Need to Regain Control in a Multi-Cloud World

IT Imperatives

- Lower overall TCO
- Get IT to be more agile and move faster
- Bring full visibility to cloud costs
- Be a strategic partner to the business
- Meet business SLAs while maintaining control and security



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



Deliver a Unified End-to-End IT Fabric

- Leverage standard IT building blocks
 - ✓ Datacenter
 - ✓ Remote office
 - ✓ Edge
- Freedom to choose the right platform
- Start with 1 or 2 nodes and scale to 1000s
- Centralize IT operations
- Build a foundation for IoT



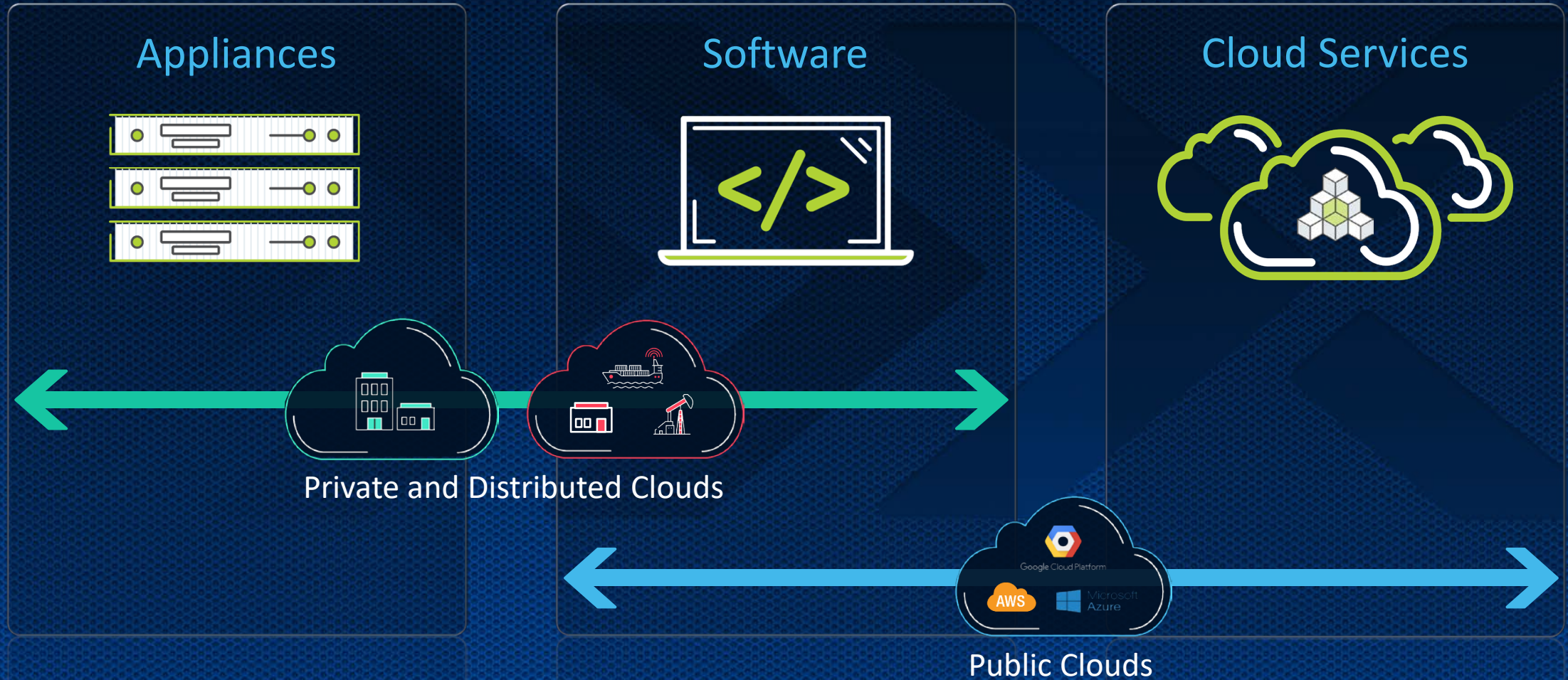
Harmonize Multi-Cloud Operations

- Standardize IT operations across public and private clouds
- Extend the datacenter with cloud services
- Get real-time visibility of cloud costs and compliance state
- Provision apps into any cloud via a marketplace

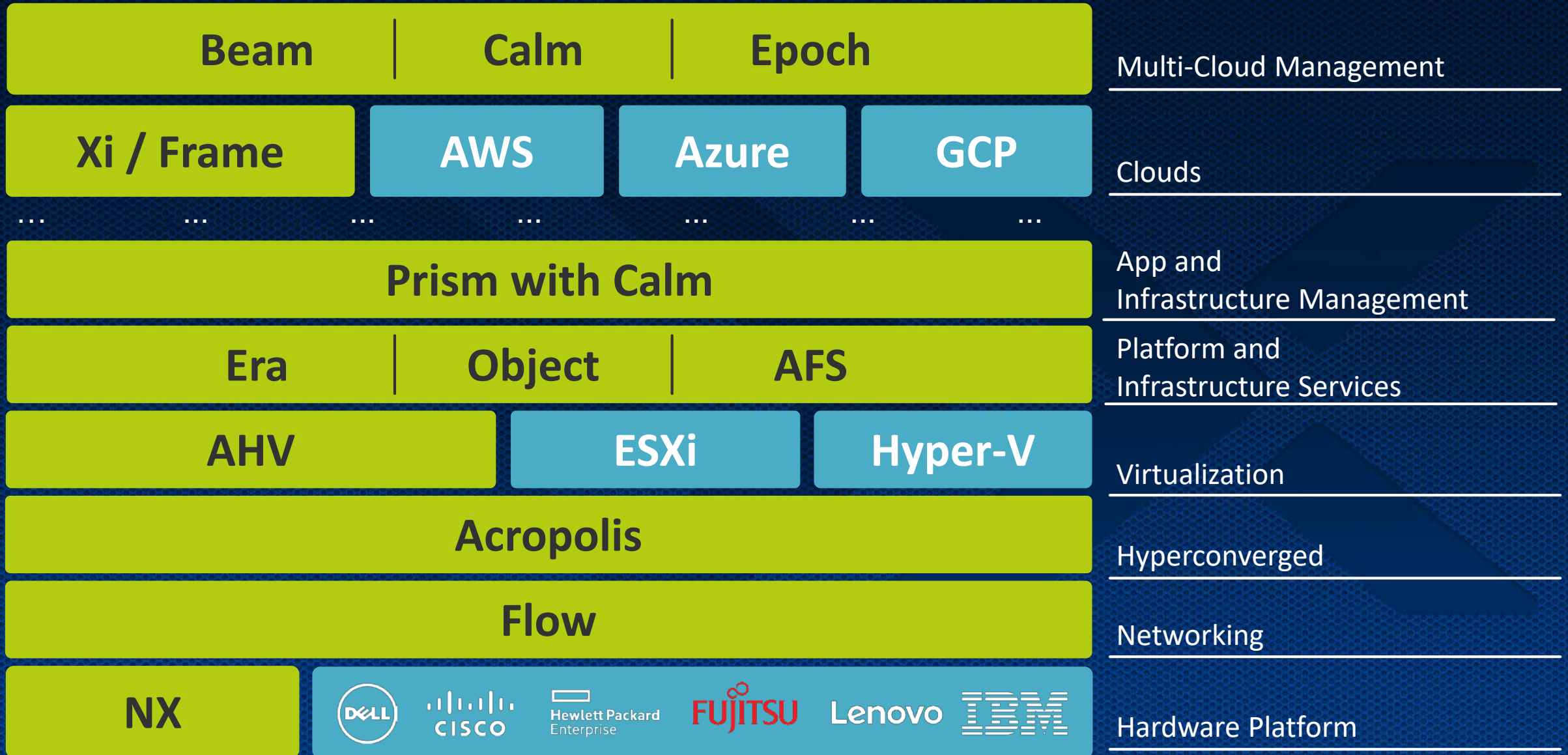
Freedom to choose the right cloud
for each application



Single Software OS for All Deployments



Enterprise Cloud with Freedom to Choose



Flexibility to Choose



Thank You



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