

NUTANIX

FUJITSU

shaping tomorrow with you

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Commercial Account Manager

NUTANIX™

Your Enterprise Cloud Platform

Innovation ist der Schlüssel



Focus on user experience

Best possible user experience is always the key element on Apple products and solutions



New consumption model

No payment for ownership of music. Rather monthly payment for consumption of music



New payment model

Generation of customer loyalty by offering VIP services to customers and make them pay for it



Software based

Drive business by preparation of content by utilizing user specific information and knowledge



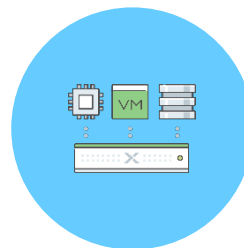
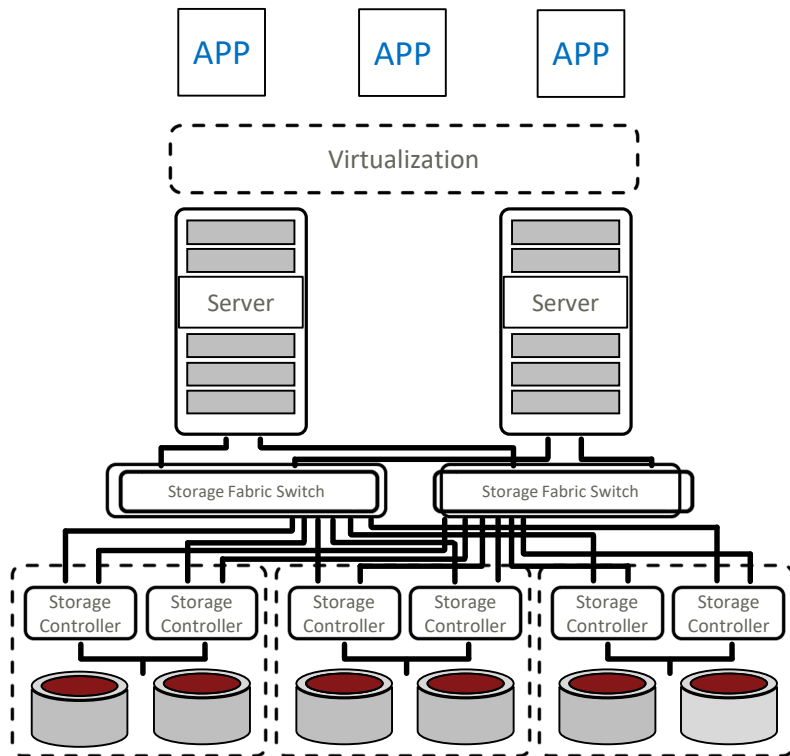
Easy to use

Customer satisfaction by easy access to content from any device at any place

Warum gibt es Nutanix?

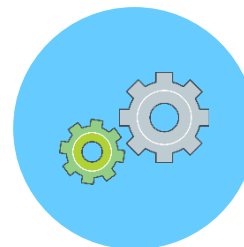


RZ Betreiber sollten umdenken



Infrastructure

1. Unabgestimmte Hersteller & Roadmaps
2. Raten & Schätzen
3. Management Komplexität



Processes

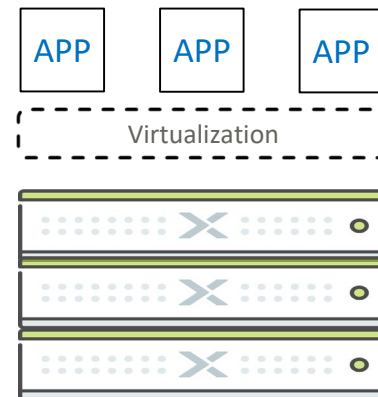
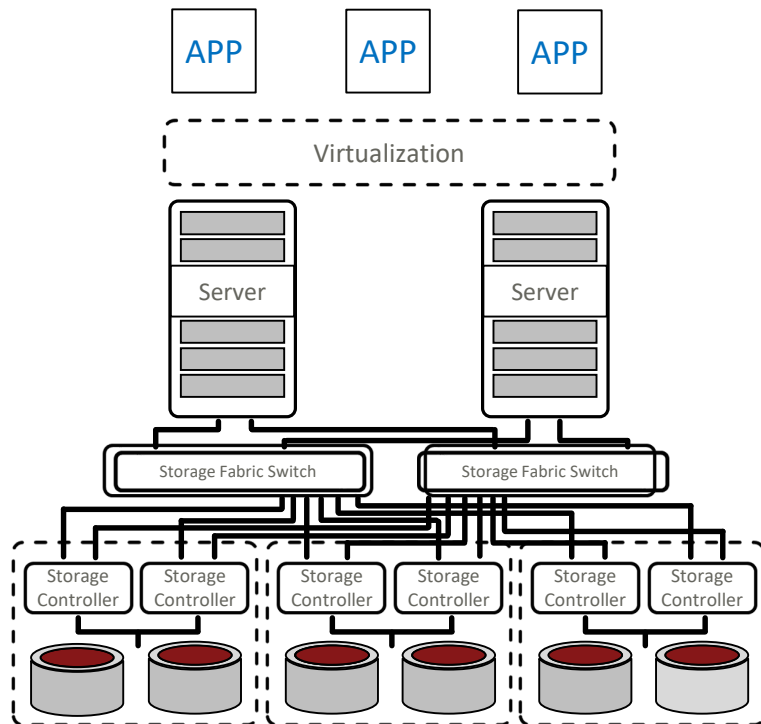
1. Change-orientiert
2. Zeitaufwändig
3. Feste Beschaffungszyklen



People

1. Zeitlich beschränkt
2. Teuer
3. Schwierig zu finden

HCI eliminiert Komplexität durch Design



SW-integriertes Scale-out Design für
Compute & Storage mit eigenem
Hypervisor

Nutanix HCI ist die optimale Grundlage für eine zeitgemäße Cloud Infrastruktur

Schnelle Inbetriebnahme

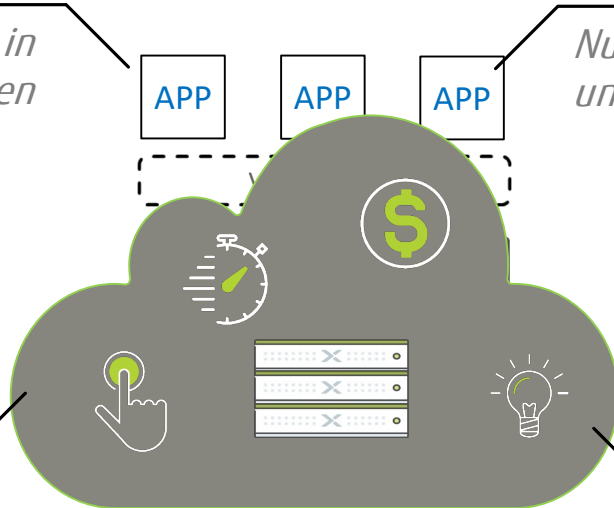
Applikationen und Ressourcen in Minuten nutzen

Bedarfsgerechte IT Nutzung

Nur das bezahlen, was genutzt wird und auch nur so lange

Einfachste Handhabung

Keine Zeit mit low-level Management verschwenden

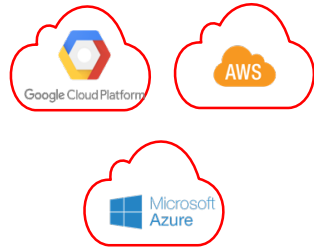


Ständige Innovation

Fortlaufende Weiterentwicklung der Infrastruktur

Cloud Powered by Nutanix

Die “richtige” Cloud für jede App führt zu Cloud-Silos



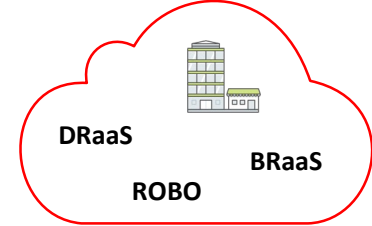
Public Cloud



Edge Cloud



Private Cloud

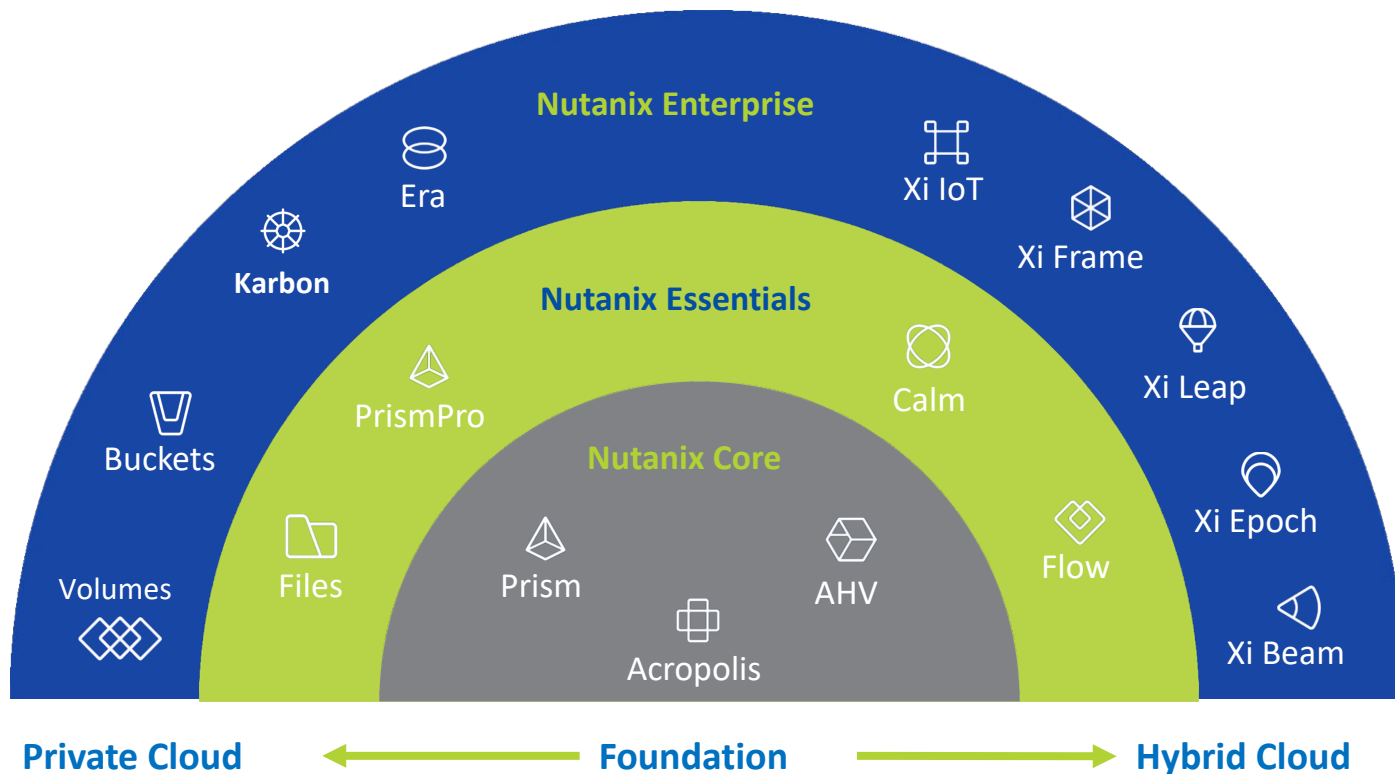


Extended Cloud

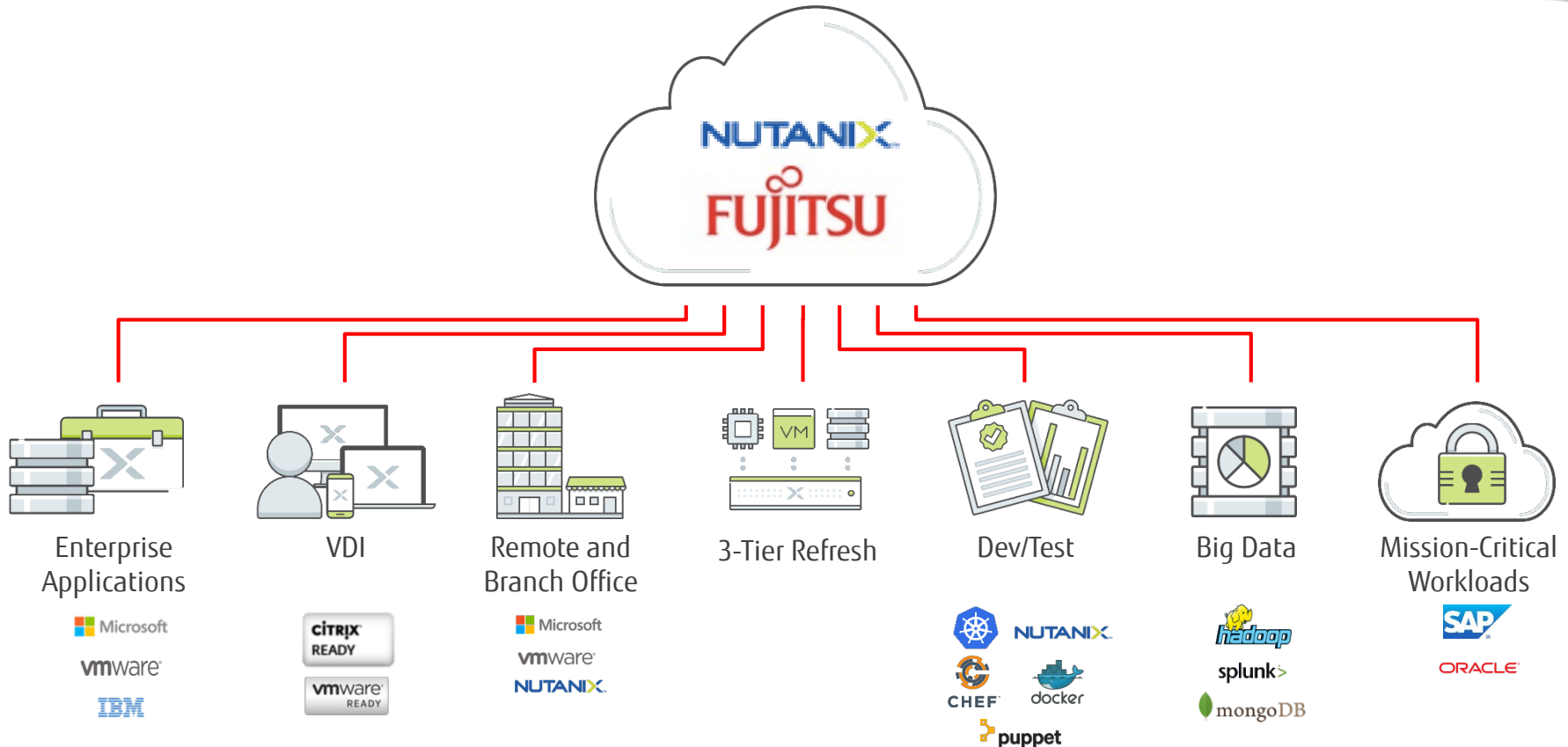
Nutanix's Anspruch

Cloud-übergreifende Applikations- und Daten-Mobilität
macht Cloud-Grenzen unsichtbar

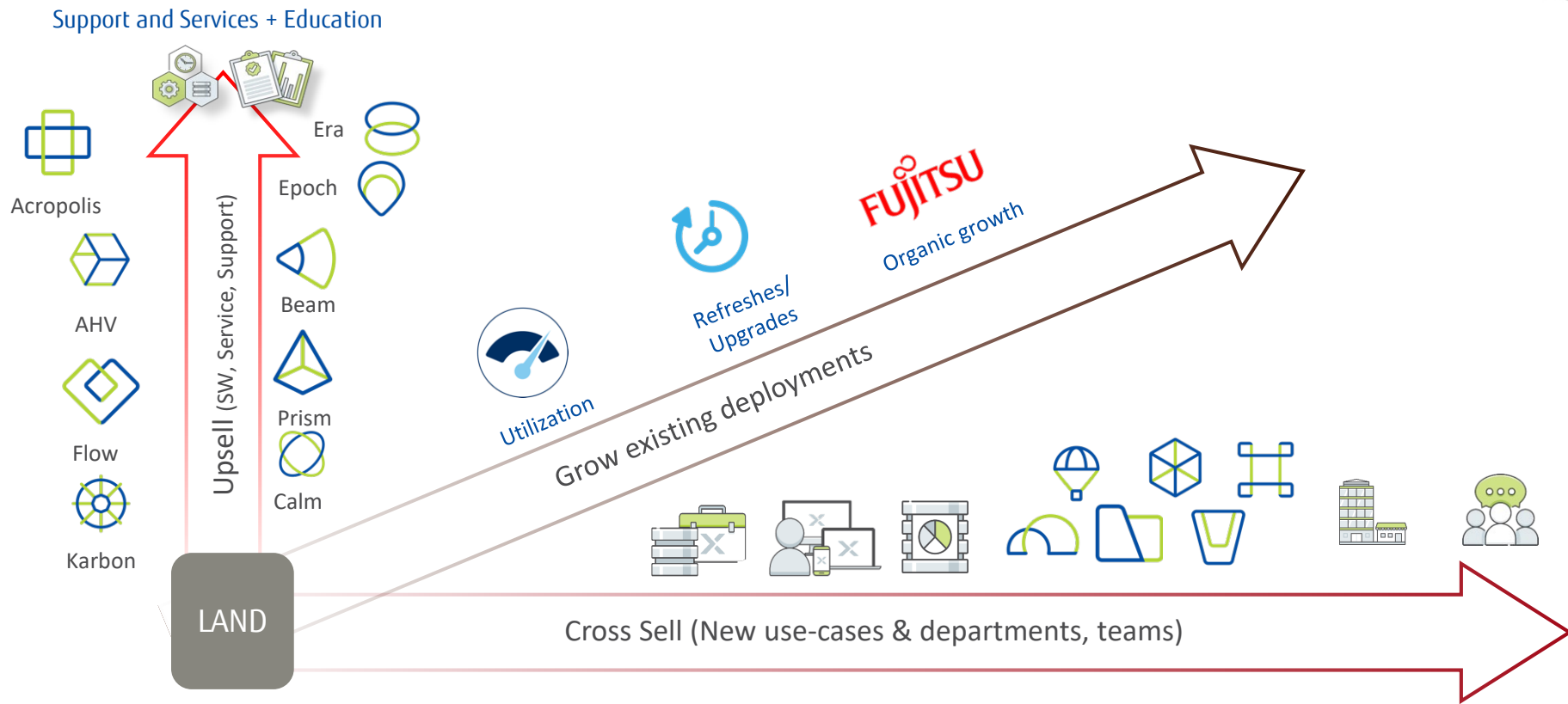
Lösungs- und Portfolioüberblick



Fujitsu und Nutanix für alle Workloads

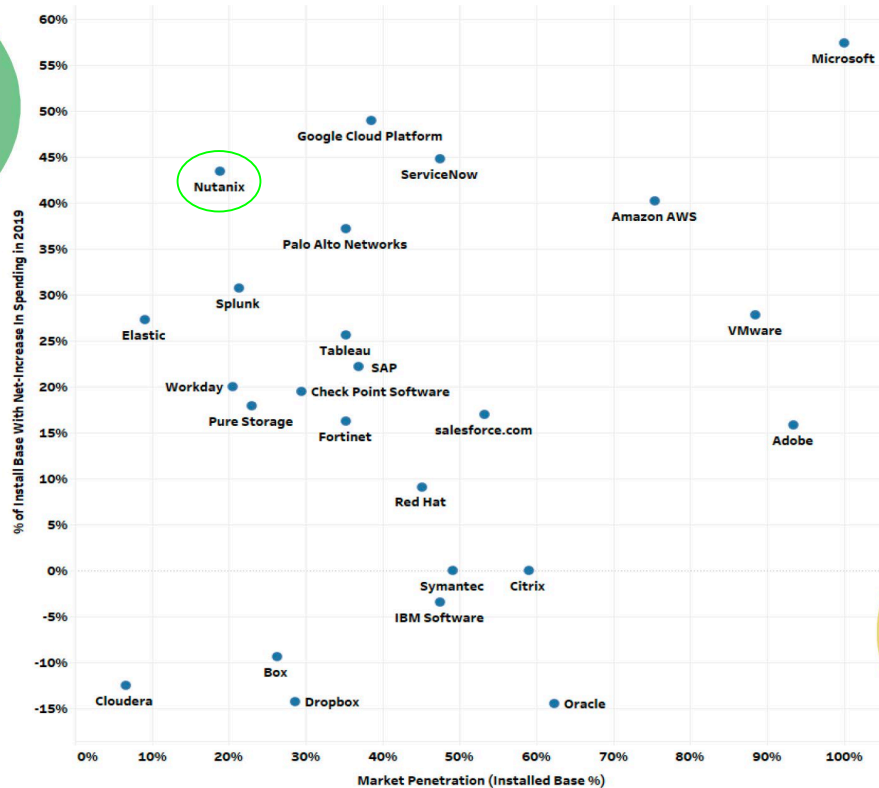


Plan the Expand – Grow, Upsell, Cross sell



Analystenbewertungen / Invest 2019?

Companies for which CIO spending intentions are **high** and have **low** market penetration are the best positioned to gain market share, in our view

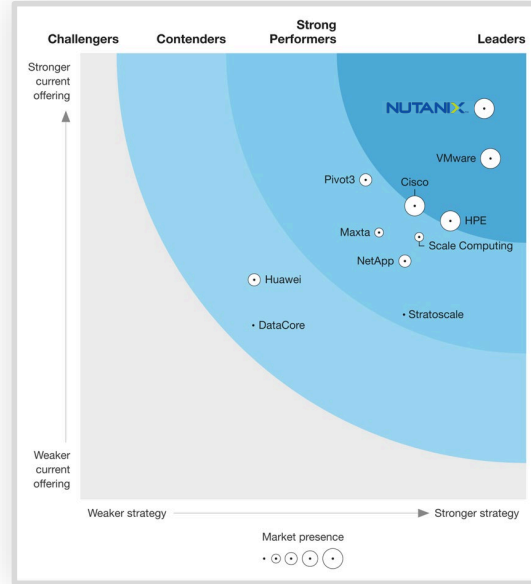


Companies for which CIO spending intentions are **low** and **market penetration is high** tend to have less ability to grow or gain market share, other than through M&A activity

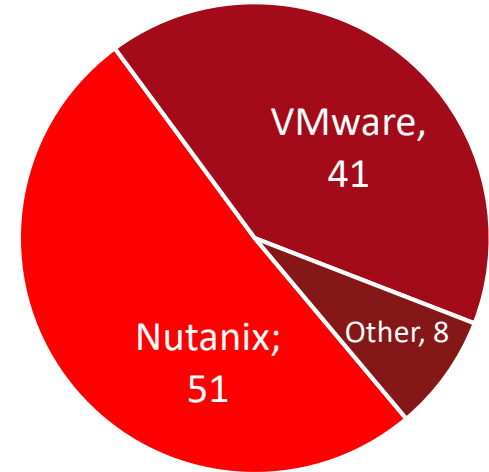
Analystenbewertungen



Gartner Magic Quadrant
for HCI, 2018



The Forrester Wave
Hyper-Converged
Infrastructure, 2018



IDC's Competitive
Landscape of HCI
Software Only, 2018

Nutanix Positionierung Wachstum



Nutanix was founded with a bold vision: to make managing IT infrastructure so simple that it becomes invisible. It all started with bringing together compute, storage, networking, and virtualization in one invisible stack. And now?
We're making clouds invisible too.



Founded in 2009

12.000+ customers

Over **145** countries

6 continents



3,700+ employees / 2018

4,500+ employees / 2019

NUTANIX
Your Enterprise Cloud Platform

Dankeschön