

The Nutanix logo is centered in the upper half of the slide. It consists of the word "NUTANIX" in a bold, white, sans-serif font, followed by a small "TM" trademark symbol. The background features a large, stylized "X" shape formed by four overlapping, semi-transparent blue triangles pointing towards the center.

# On The Cusp

Bryan Lubeck, Nutanix VP of Marketing 6/23/2022

# Applications Are Redefining Infrastructure Needs

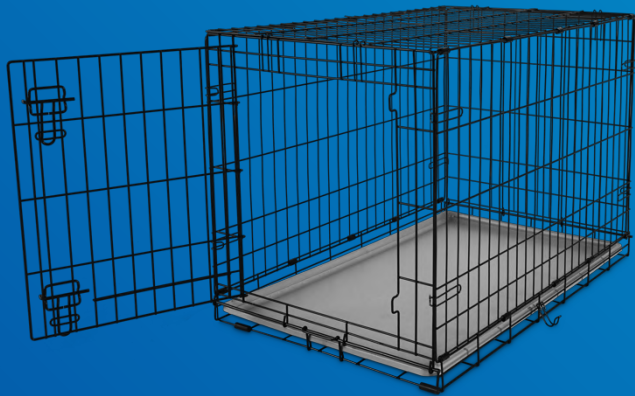
750M New  
Apps by 2026\*  
More than the past 40 years of Computing



\* IDC 2022 FutureScape Report: <https://www.idc.com/events/FutureScape?tab=on-demand> | IDC

# HCI Tames the Application Explosion Problem

## Proprietary 3-tier



5 Year planning horizon

Specialist expertise required

On-premises only

## Modern Hyperconverged Infrastructure

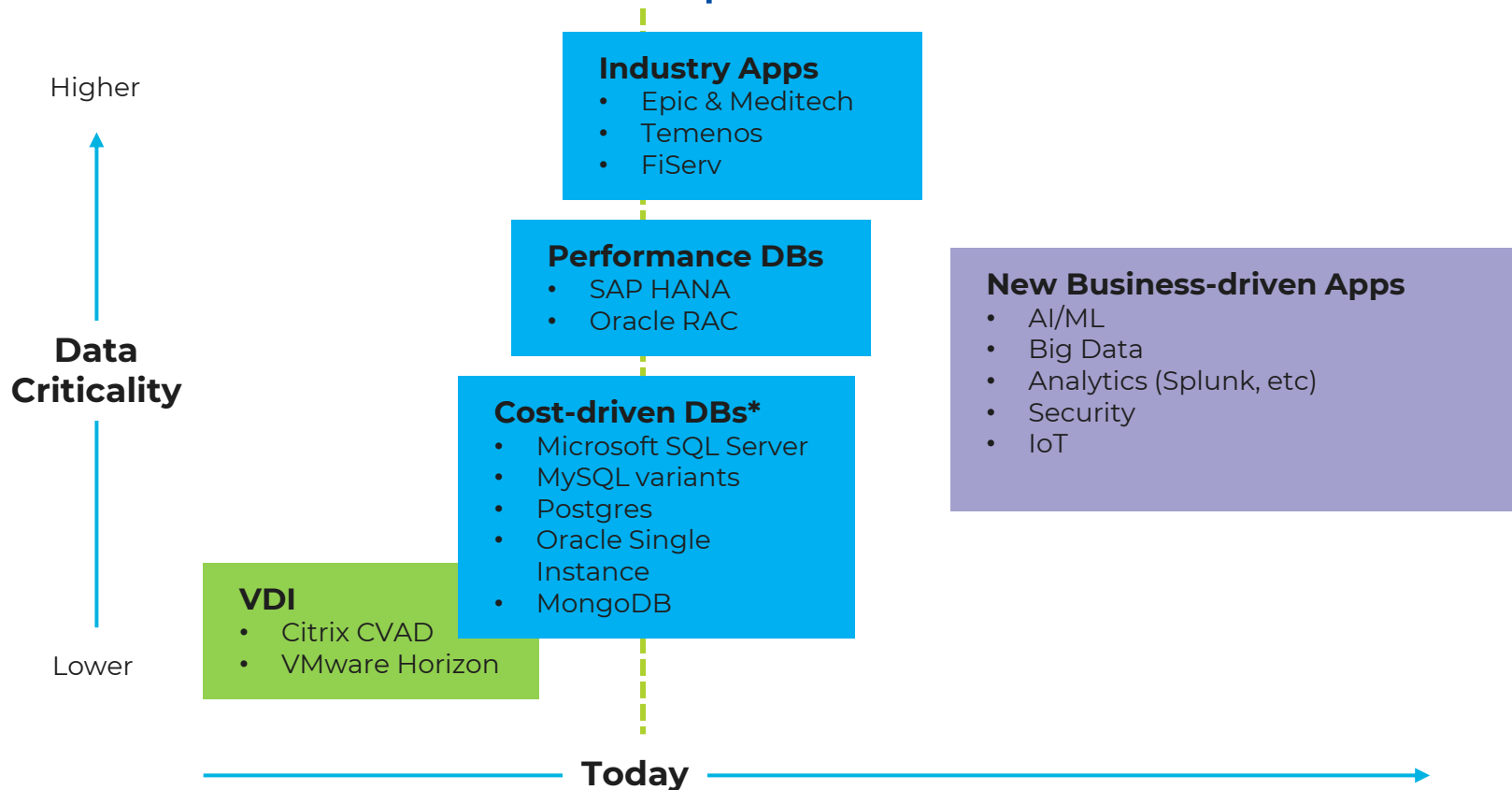


Cloud operating model

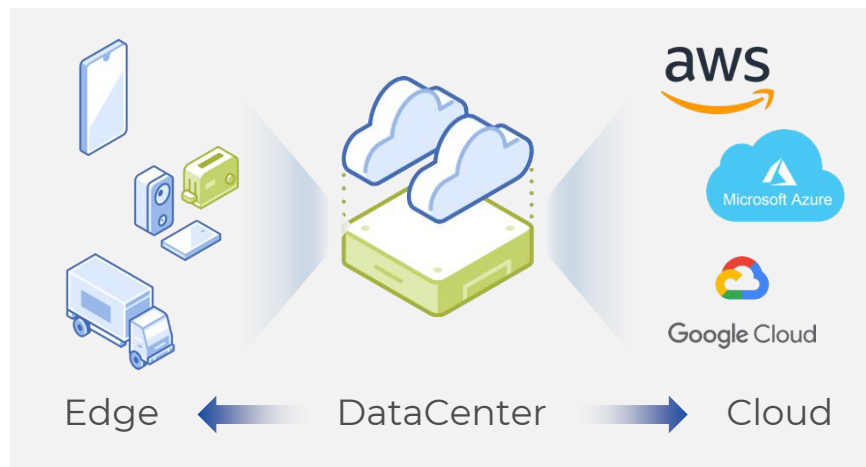
Software-defined for any application

Management simplicity favors generalists

# HCI Workload Adoption Path



# Uncontrolled App Development Is Creating Chaos



- By 2027, 85% of workload placements will no longer be optimal<sup>1</sup>
- Poor workload placement can lead to excessive costs, performance degradation, security risks, compliance issues and business service performance<sup>2</sup>
- 50% of data will be at the Edge by 2025 per Gartner<sup>2</sup>

## Rebalancing will require a common Hybrid-Cloud platform

<sup>1</sup> Source: Gartner®, Workload Placement in Hybrid IT — Making Great Decisions About What, Where, When and Why, May 2022

<sup>2</sup> Source: Gartner, Predicts 2022: The Distributed Enterprise Drives Computing to the Edge, October 2021

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# Why Hybrid Multicloud With Nutanix



**Business  
Critical  
Applications**



**VDI**



**Remote and  
Branch  
Office**



**Messaging,  
Collaboration  
and UC**



**Dev/Test**



CHEF



docker



**Big Data**



**Server  
Virtualization &  
Private Cloud**



# Open Hybrid Multicloud with Red Hat

## Build a Foundation of Trust



Best-in-class solution for enterprises worldwide to build, scale, and manage virtual and cloud native applications **on-premise and in the hybrid cloud.**

## Rich Data Services



CSI Driver seamlessly connects to Red Hat OpenShift providing **Container Ready Persistent Storage** for Cloud Native Workloads on flexible, programmable infrastructure.

## DBaaS - with OpenShift



**Nutanix Database as a Service (NDB) with OpenShift** allows you to run production database workloads and their associated containers safely and securely with low operational overhead.





# The Value of Nutanix

## The Business Value of Nutanix



**62%**  
lower 5-year cost  
of operations



**477%**  
5-year ROI



**9 mo.**  
payback

## Operational Efficiencies and Resiliency



**70%**  
faster storage  
upgrades



**58%**  
more efficient IT  
infrastructure  
management



**85%**  
less unplanned  
downtime

## IT Agility and Business Results



**53%**  
less staff time to  
deploy compute  
resources



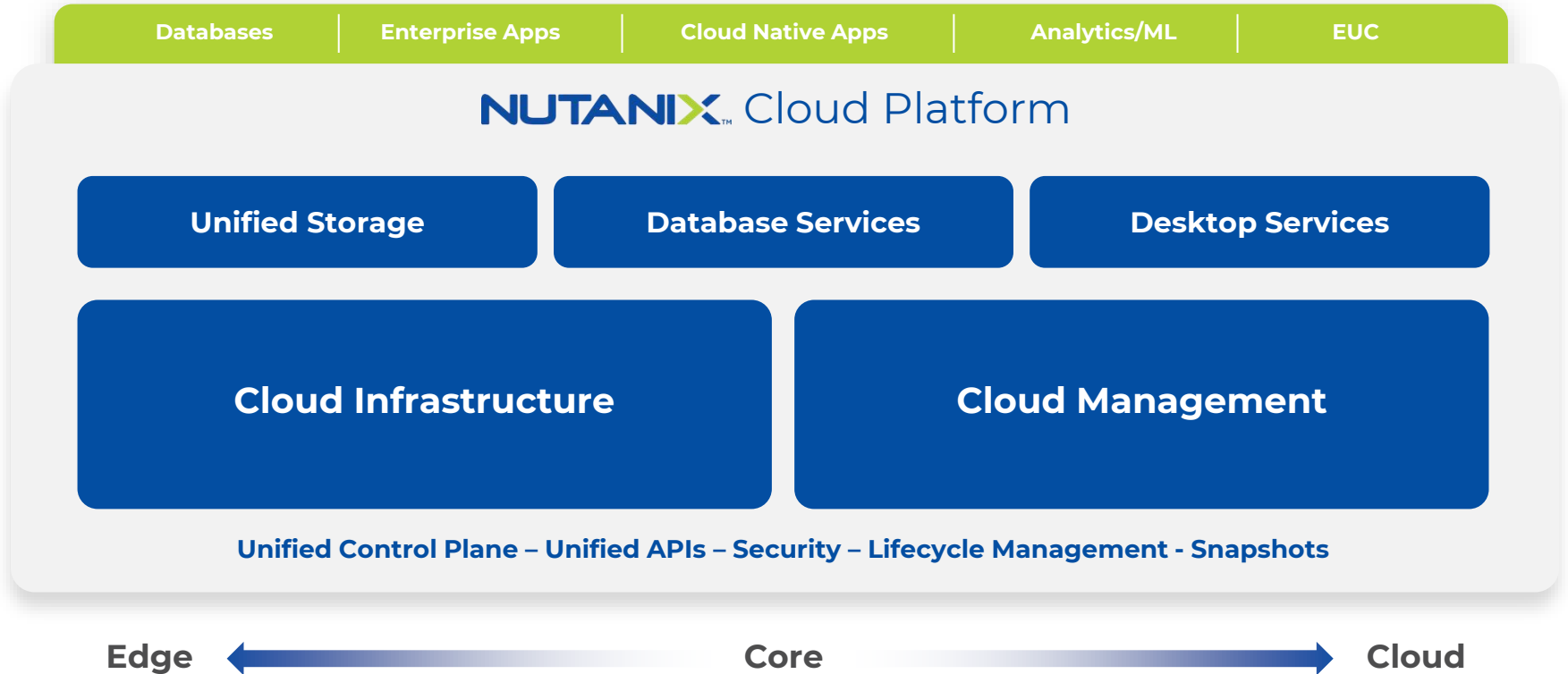
**\$932,800**  
additional revenue per  
year per organization



**82%**  
less staff time to  
deploy storage  
resources



# The Full Nutanix Cloud Platform



# How Nutanix Stands Out



## Data Centricity

VMs & Containers  
Files & Objects  
Databases



## Power of Simplicity

1-Click Operations  
Software Platform for IaaS  
Simple, Portable Licensing



## Customer Experience

NPS Score of 90  
Gartner Peer Insights  
Gartner MQ Leader



## Freedom of Choice

Choice of Hardware  
Choice of Cloud  
Broad Partner Ecosystem

