NUTANIX™

Modernization Journey

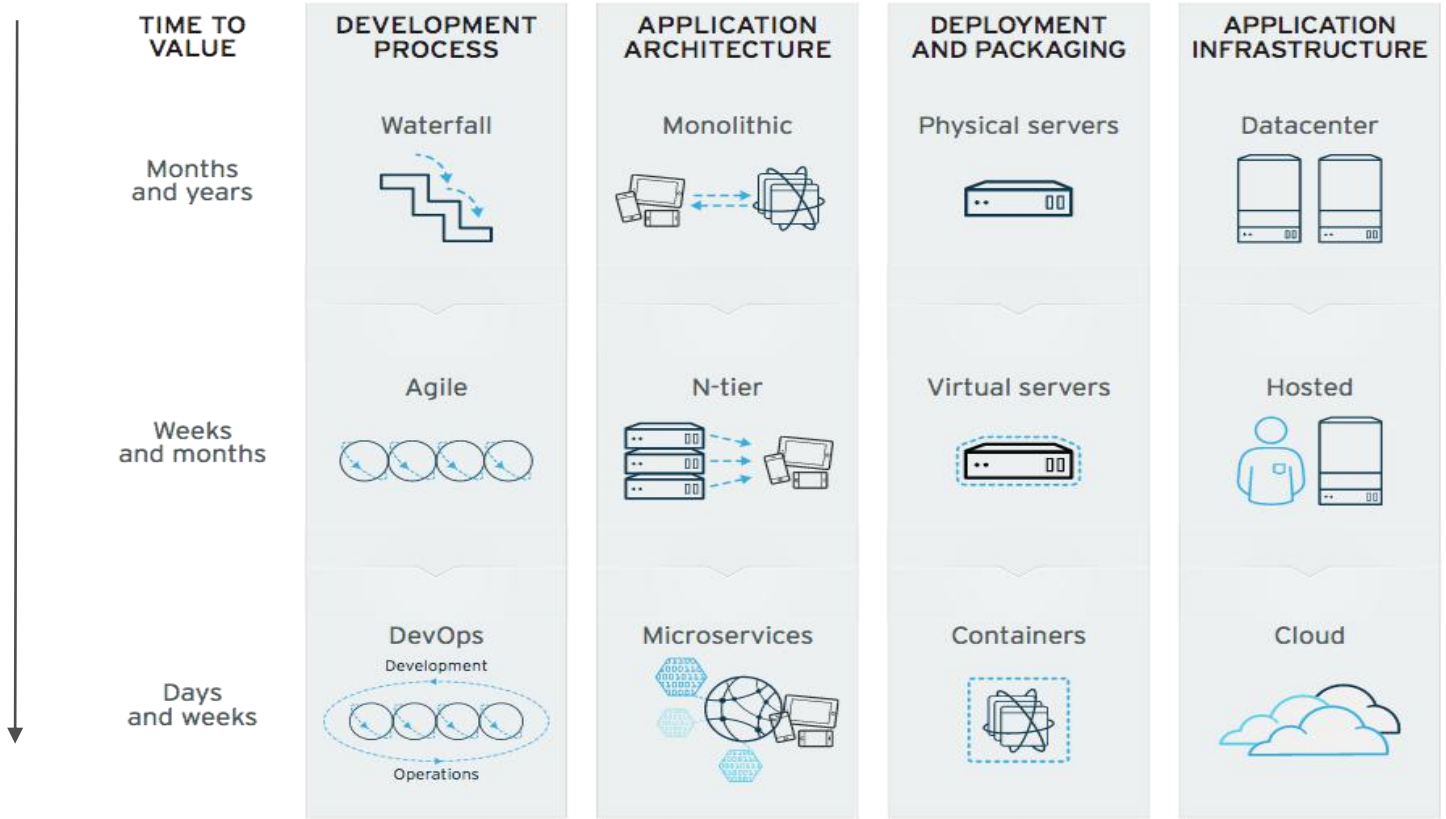
June 2022 | CONFIDENTIAL

Agenda slide

1. Digital Transformation and Cloud Native
2. How Have We Done So Far?
3. Modernization Journey
4. Alliance
5. Red Hat + Nutanix

Cloud Native

The Evolution to Cloud Native



What are Cloud Native Apps?

Red Hat

1. **Packaged as lightweight containers**
2. Developed with best-of-breed languages and frameworks
3. **Designed as loosely coupled microservices**
4. Centered around APIs for interaction and collaboration
5. Architected with a clean separation of stateless and stateful services
6. Isolated from server and operating system dependencies

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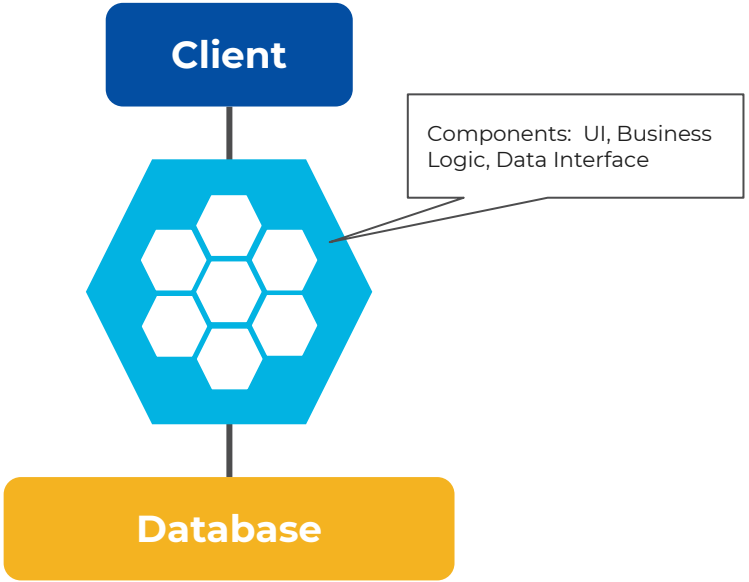
7. **Deployed on self-service, elastic, cloud infrastructure**
8. **Managed through agile DevOps processes**
9. Automated capabilities
10. Subject to defined, policy-driven resource allocation

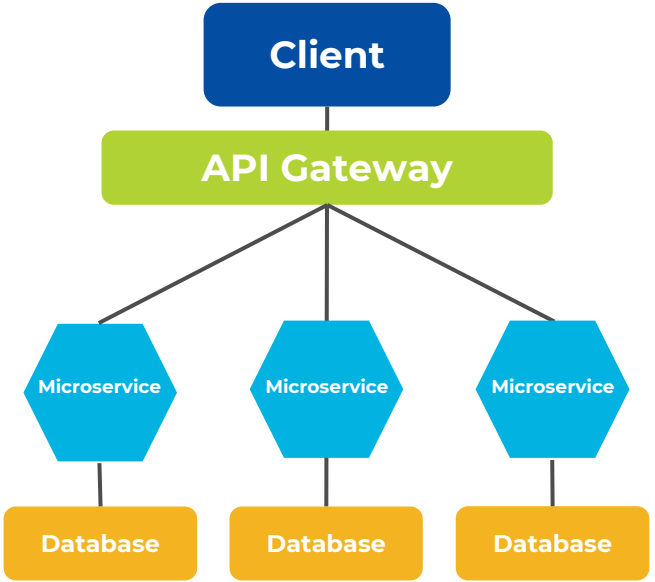
Source: **The NewStack.io,** 10 key attributes of cloud-native applications, https://thenewstack.io/10-key-attributes-of-cloud-native-applications/

Microservices & Containers

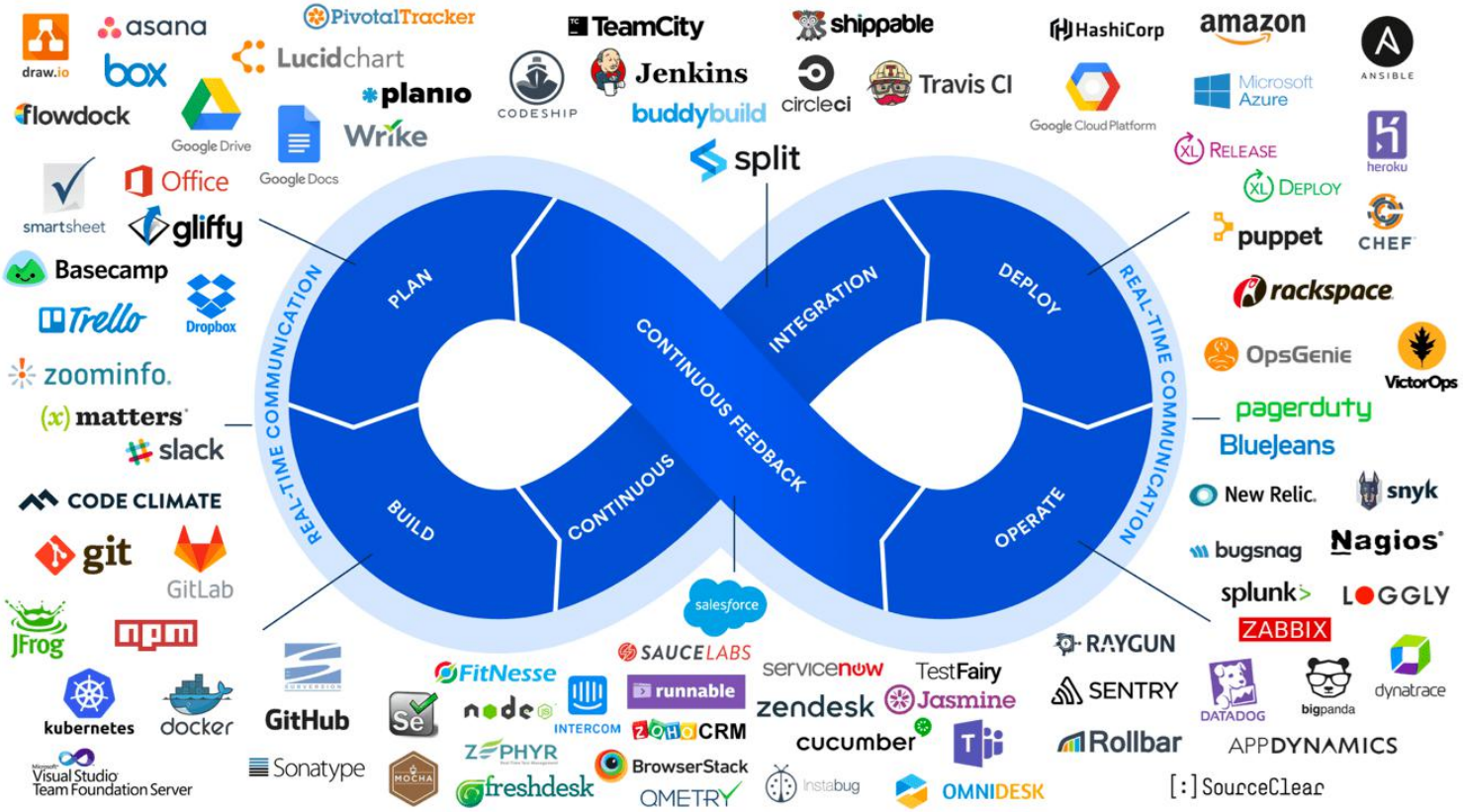
Monolithic Architecture



Microservice Architecture



DevOps


PLAN
CONTINUOUS
BUILD
INTEGRATION
DEPLOY
OPERATE
CONTINUOUS FEEDBACK
REAL-TIME COMMUNICATION
REAL-TIME COMMUNICATION
draw.io
asana
PivotalTracker
Lucidchart
box
planio
flowdock
Google Drive
Google Docs
Wrike
Office
smartsheet
gliffy
Basecamp
Trello
Dropbox
zoominfo.
(x) matters
slack
CODE CLIMATE
git
GitLab
JFrog
npm
kubernetes
docker
GitHub
Sonatype
Visual Studio Team Foundation Server
CODESHIP
TeamCity
Jenkins
buddybuild
shippable
circleci
Travis CI
split
salesforce
SAUCELABS
FitNesse
runnable
node
INTERCOM
Zoho CRM
ZEPHYR
freshdesk
BrowserStack
QMETRY
servicenow
TestFairy
zendesk
Jasmine
cucumber
Instabug
OMNIDESK
HashiCorp
Google Cloud Platform
amazon
Microsoft Azure
ANSIBLE
RELEASE
heroku
DEPLOY
puppet
CHEF
rackspace
OpsGenie
VictorOps
pagerduty
BlueJeans
New Relic.
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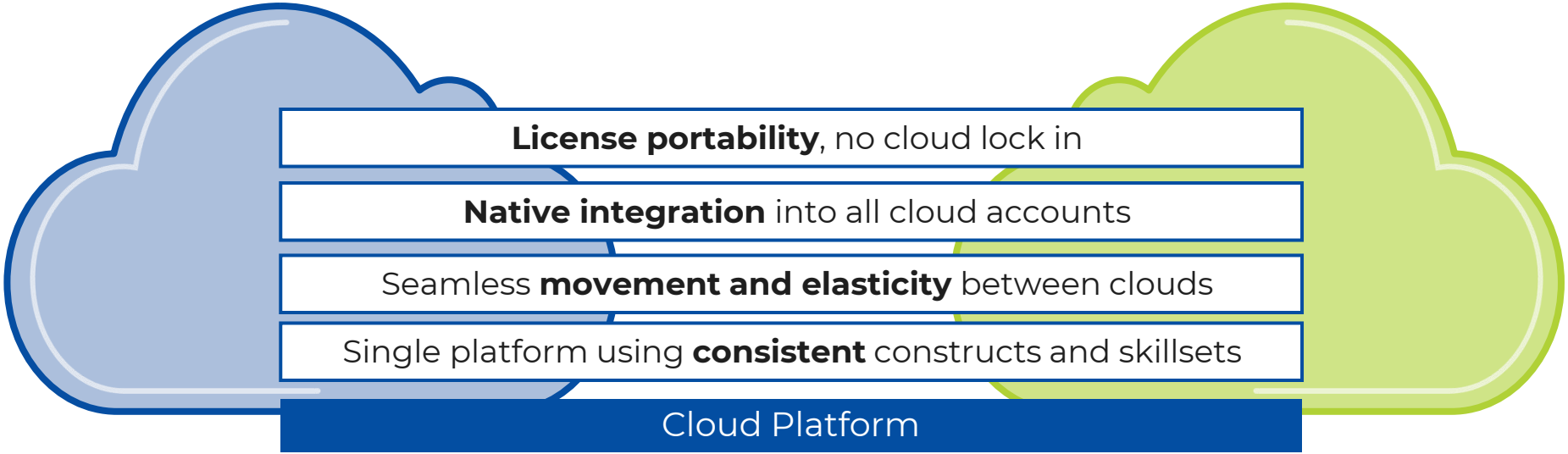
Elastic Cloud Infrastructure



Where Are We Today?

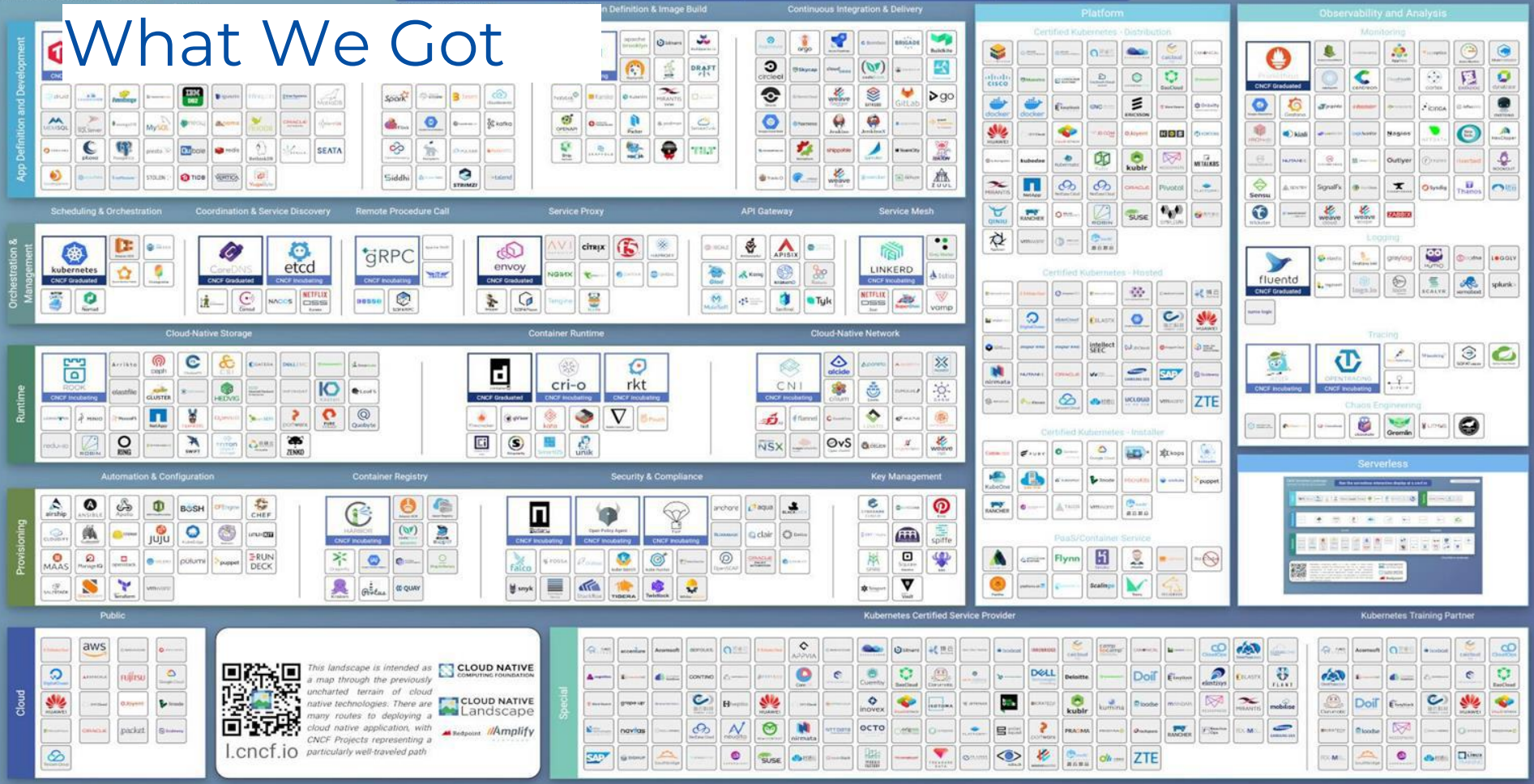
What We Wanted

- Choice
- Flexibility
- Ease of Use
- Security

CNCF Cloud Native Landscape
2019-07-12T03:51:02Z 024e93b

Overwhelmed? Please see the CNCF Trail Map. That and the interactive landscape are at l.cncf.io

What We Got



Applications are Redefining Infrastructure Needs

750M New Apps by 2026[1]
More than the past 40 years of Computing

Applications Development is Accelerating

- 50% of IT spend on digital transformation[2]
- Enterprises will become software factories[2]
- 70% will integrate private and public clouds[2]

Legacy 3 tier infrastructure is poorly suited for these requirements

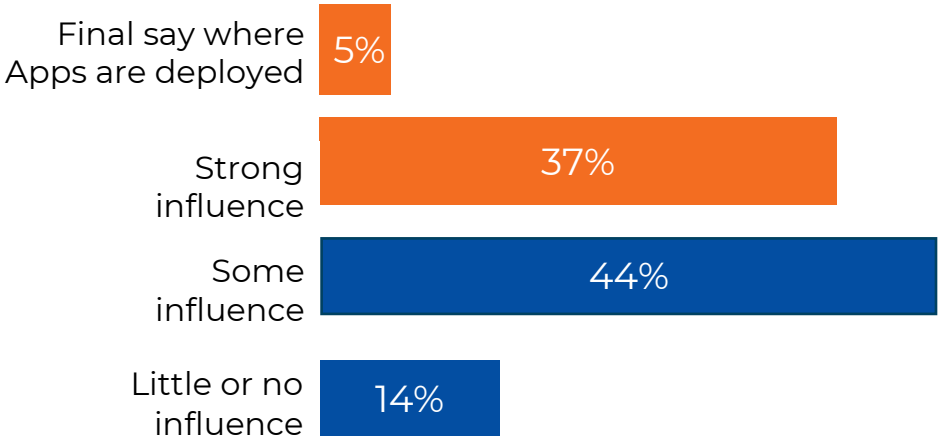
1. Source: IDC FutureScape: Worldwide IT Industry 2022 Predictions, October 2021
2. Source: IDC FutureScape: Worldwide IT Industry 2020 Predictions, October 2019

Developer Team Influence is Growing

ONLY 50%
of organizations have integrated the app dev function into the IT department

Application Developers' Role in Application Deployment Environments

% of respondents with application developers (n=724)



Modern infrastructure must serve Dev team requirements

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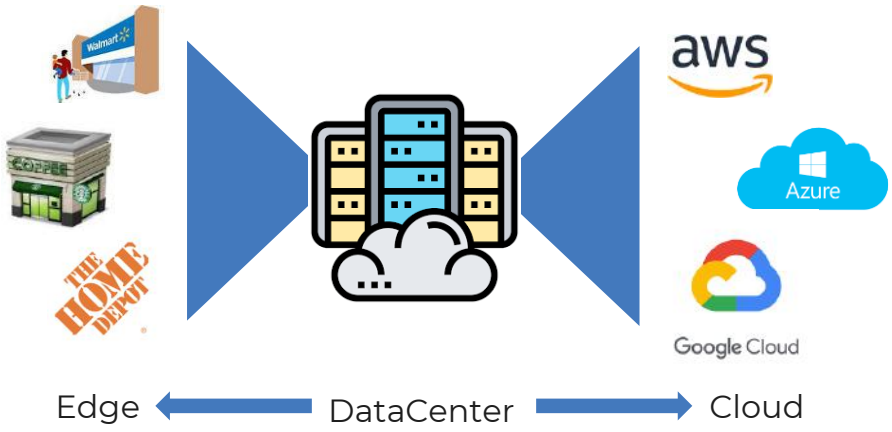
Q. How much influence do application developers have in choosing the IT environment where applications are ultimately deployed?
Source: 451 Research's Voice of the Enterprise: Digital Pulse, Organizational Dynamics 2018

Uncontrolled App Development is Creating Chaos

By 2027, 85% of workload placements will no longer be optimal

Poor workload placement can lead to excessive costs, performance degradation, security risks, compliance issues and business service performance

50% of data will be at the Edge by 2026 per IDC



Container-based Apps will be distributed from edge to core to cloud

What do we do now?

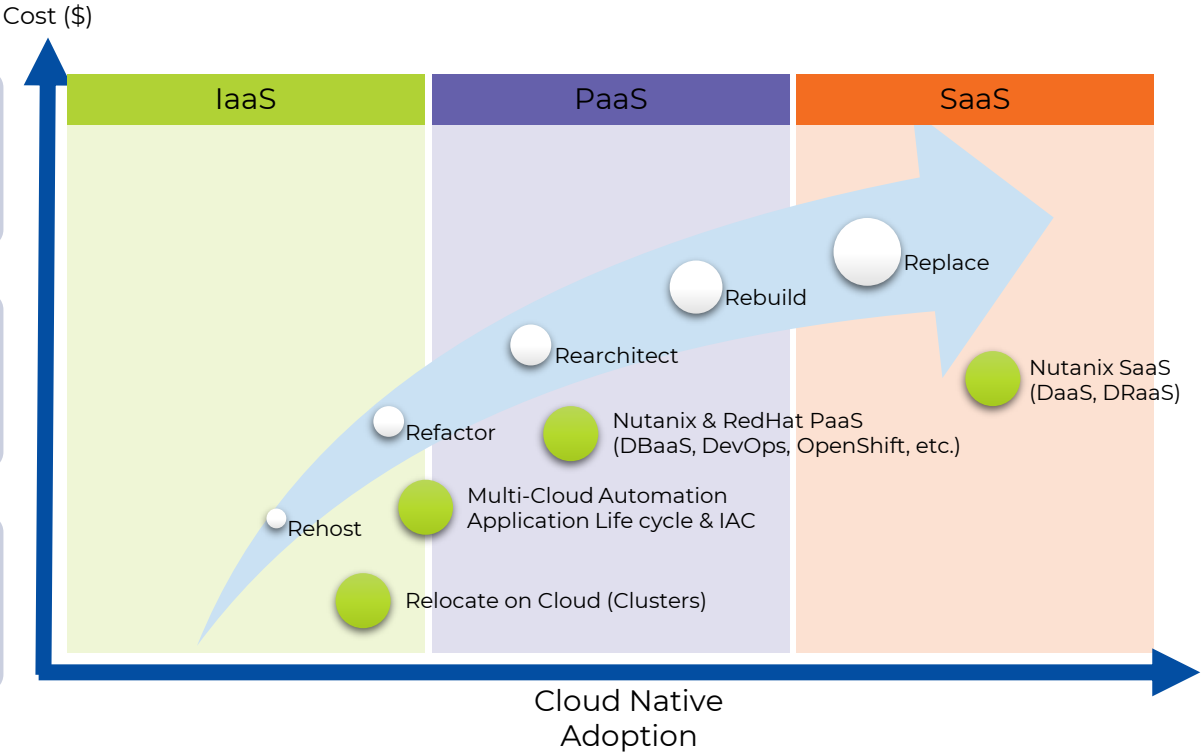
Modernization Journey

The Cloud-Native Journey

Application Co-Existence
Traditional & Cloud-Native

Cloud Scale & Simplicity

Unified Operational Framework
Hybrid & Multi-Cloud Platform



Gartner identified 5 migration strategies for known as the 5 R's of Cloud Migration, AWS has a similar 6 R Strategies all following taxonomy

Modernization is Difficult

Supporting multiple generations of technology is highly complex

There are concerns about the risks of migrating legacy infrastructure

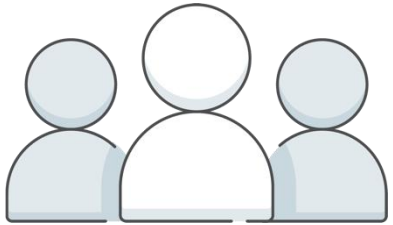
It is easier to procure new technology than to address technical debt

Teams lack the necessary skills

Separated teams are all too common, making collaboration difficult

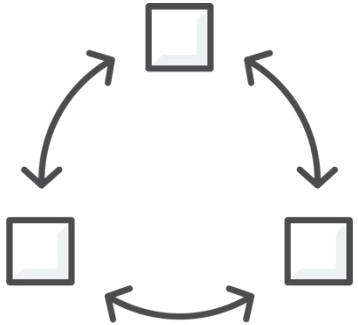
Existing policies perpetuate disparate infrastructure rather than a holistic solution

What Does it Take?



People

Culture change is required for digital transformation



Process

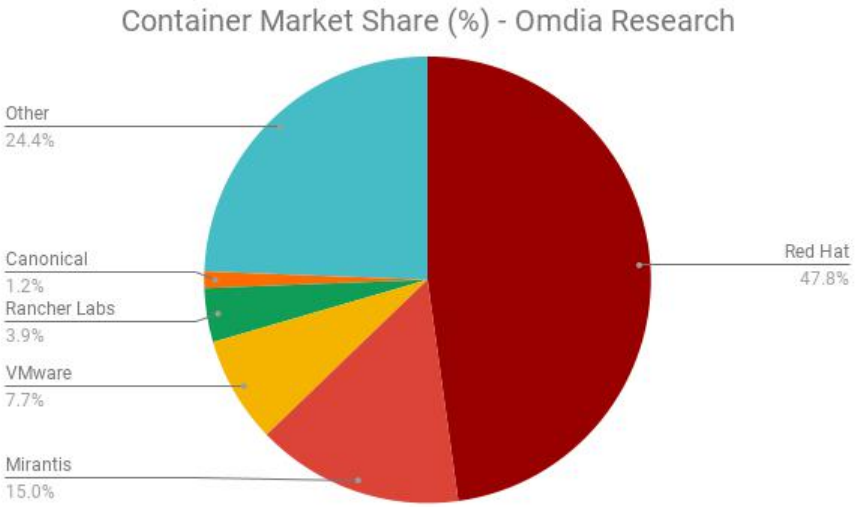
Connects the business to the technology

Technology

Provides the means for transformation

Red Hat & Nutanix Alliance

Red Hat: Leader in Container Platforms



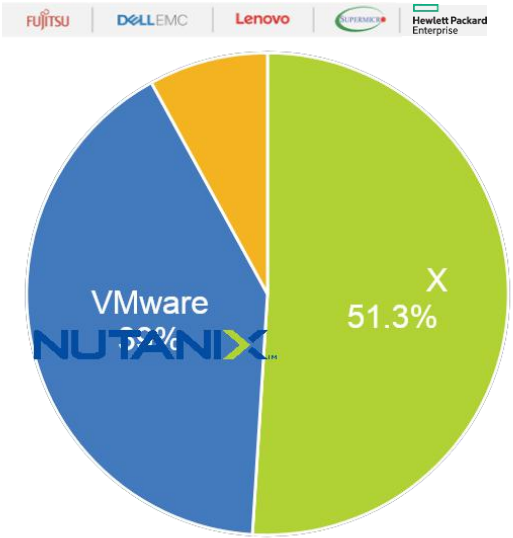
* Omdia Container Market Share (2021)

Undisputed Market Leader

Nutanix, with an estimated revenue of $188.8 million in the 1Q 2021, garnered 49% market share commanding the lead as the market share leader while HCIS revenue grew by 11.4%.1HCIS is expected to touch $9.5 billion by 2025

Gartner Magic Quadrant for HCI, 2021

The Forrester Wave Hyper-Converged Infrastructure, 2020



Gartner HCI Software Only by HCI Market share, Q1 2021

Gartner Magic Quadrant for Hyperconverged Infrastructure, Published Nov 2021

The Forrester Wave™: Hyperconverged Infrastructure, Q3 2020, Forrester Research, Inc., 29 July 2020

Complete Hybrid Cloud Platform

Best-in-class, full-stack solution for DevOps and application orchestration across traditional and cloud native workloads.

Traditional Workloads

NUTANIX Cloud Platform

Cloud-Native Workloads

Built-in data services

- Full Feature CSI for File (NFS) and Block
- Automatic data management and self healing. architecture
- Run S3 compatible Object Storage
- multi-vendor DBaaS on the same stack to integrate with OpenShift

Simple to deploy, manage, and scale

- Nutanix's web-scale architecture and high level of automation massively reduces operational overhead and deploys in hours
- Infrastructure as Code with IPI, Calm & Ansible
- Customers typically realize a 62% reduction in the cost of operations
- Simplified deployment, management and scaling of OpenShift

DevOps

Enterprise-grade support from both vendors

- Nutanix's 90+ NPS (7 year average) NPS score one of the best in the industry
- Both companies part of TSAnet
- Joint support progra

Modernizing your existing Infrastructure and supporting your future investment!

Why Nutanix for Red Hat

Best-in-class, full-stack solution for, VMs, DevOps and container management

SIMPLE TO DEPLOY, MANAGE, AND SCALE

- Quickest time to value
- Shorter sales cycle
- Predictable scaling
- Lowest TCO of any datacenter platform

CHOICE

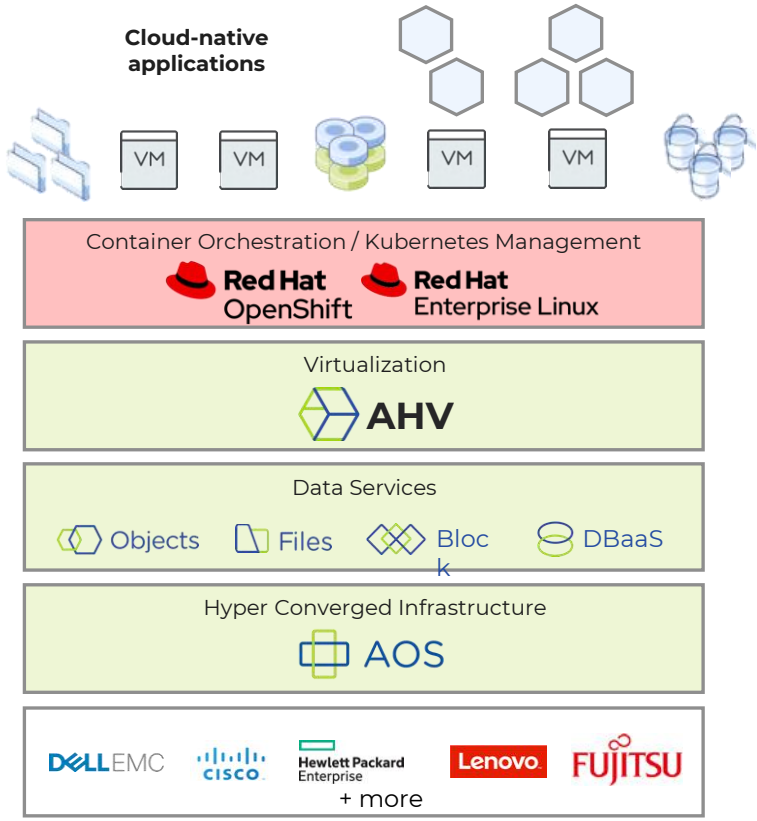
- Credible, enterprise class alterative to VMware
- Choice of HW, Hypervisor, consumption model
- Portability to software license to run where the customer wants

CLOUD EXPERIENCE

- Bring a cloud like experience and consumption model to the datacenter
- API driven File, Object and DBaaS on a single stack
- Highly automated platform delivers new services in minutes and minimizes operational overhead.

JOINT SUPPORT STRATEGY

- Nutanix's 90+ NPS (7 year average) NPS score one. Of the best in the industry
- Both companies are part of TSAnet
- Joint support program
- Ongoing joint engineering effort



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Thank you