.NEXT® CONFERENCE

The 5 Toughest Challenges Facing Every CIO

Even A Hero Needs A Team

Wendy M. Pfeiffer, CIO Nutanix

Forward-Looking Statement Disclaimer

This presentation and the accompanying oral commentary may include express and implied forward-looking statements, including but not limited to statements concerning our business plans and objectives, our financial model targets, new products, services, product features and technology that are under development or in process and the capabilities of such new products, services, product features and technology, our plans to introduce new products, services or product features in the future, the implementation of our products on additional hardware platforms, the integration of newly acquired technology and products, strategic partnerships that are in process, product performance, competitive position, industry environment, and potential market opportunities. These forward-looking statements are not historical facts, and instead are based on our current expectations, estimates, opinions and beliefs. The accuracy of such forward-looking statements depends upon future events, and involves risks, uncertainties and other factors beyond our control that may cause these statements to be inaccurate and cause our actual results, performance or achievements to differ materially and adversely from those anticipated or implied by such statements, including, among others: failure to develop, or unexpected difficulties or delays in developing, new products, services, product features or technology on a timely or cost-effective basis; delays in or lack of customer or market acceptance of our new products, services, product features or technology; the failure of our software to interoperate on different hardware platforms; our ability to successfully integrate newly acquired technology and products; the failure to form, or delays in the formation of, new strategic partnerships and the possibility that we may not receive anticipated results from forming such strategic partnerships; the introduction, or acceleration of adoption of, competing solutions, including public cloud infrastructure; a shift in industry or competitive dynamics or customer demand; and other risks detailed in our Quarterly Report on Form 10-Q for the fiscal quarter ended January 31, 2019, filed with the SEC, filed with the Securities and Exchange Commission. These forward-looking statements speak only as of the date of this presentation and, except as required by law, we assume no obligation to update forward-looking statements to reflect actual results or subsequent events or circumstances. Any future product or roadmap information is intended to outline general product directions, and is not a commitment, promise or legal obligation for Nutanix to deliver any material, code, or functionality. This information should not be used when making a purchasing decision. Further, note that Nutanix has made no determination as to if separate fees will be charged for any future product enhancements or functionality which may ultimately be made available. Nutanix may, in its own discretion, choose to charge separate fees for the delivery of any product enhancements or functionality which are ultimately made available.

Certain information contained in this presentation and the accompanying oral commentary may relate to or be based on studies, publications, surveys and other data obtained from third-party sources and our own internal estimates and research. While we believe these third-party studies, publications, surveys and other data are reliable as of the date of this presentation, they have not independently verified, and we make no representation as to the adequacy, fairness, accuracy, or completeness of any information obtained from third-party sources.

Trademark Disclaimer

© 2019 Nutanix, Inc. All rights reserved. Nutanix, the Nutanix logo and any other Nutanix products and features mentioned herein are registered trademarks or trademarks of Nutanix, Inc. in the United States and other countries. All other brand names and logos mentioned herein are for identification purposes only and are the property of their respective holder(s), Nutanix may not associated with, or sponsored or endorsed by such holder(s).

Who Has Your Back?

Even an IT Hero Needs a Team

Sure, you've got some formidable skills, and you've earned your position through some hard times. But in today's hybrid cloud world, you need a strong team of specialists to thrive.

To run workloads in the optimal mix of public and private clouds, every IT Hero needs:

- Operational Experts
- Visionary Architects
- Experienced IT Technologists
- Partners and Support
- Portfolio Management

.NEXT® CONFERENCE

Operational Excellence

- IT's "on premise" data centers have run like well-oiled machines for decades.
- We know how to optimize:
  - Space, Bandwidth and Energy Consumption
  - Physical and Logical Access
  - Resiliency, V1 (load-balanced and redundant hardware)
  - Monitoring and Ongoing Management
- Over the past decade, IT has also run large-scale operations on public cloud infrastructure. In public cloud, we now optimize:
  - Access to scalable compute and storage resources for variable capacity workloads
  - Performance for edge computing requirements
  - Resiliency, V2 (fault-tolerant and self-healing code)
- Optimizing hybrid operations is IT's newest challenge. Hybrid cloud requires:
  - A detailed, validated description of the total operational environment
  - Administrative expertise at the operating system and hypervisor level for all clouds
  - Adaptive monitoring and resource management that spans the end-to-end workflow
  - People and tools capable of correlating conditions across the hybrid environment and then responding optimally

Expert Architecture

- The greatest architects understand physical and aesthetic limitations, while striving to realize their higher vision for truly performant hybrid cloud architecture.
- Truly performant hybrid cloud architecture requires:
  - A single operating system running across all clouds, with the ability to:
    - Dynamically utilize storage, compute and local network resources (hyperconvergence)
    - Create and expand clusters across the entire fabric
    - Invoke any infrastructure resource via code
- A reliable and modern hypervisor capable of:
  - Running well and predictably in both private and public clouds
  - Making optimal use of hyperconverged resources
- Open and available API's and standards which enable:
  - Integration with modern best of breed and legacy applications and tools
  - Adaptive and performant use of cybersecurity policies and toolsets across the fabric and across all clouds

True IT Technologists

- Absolutely everything that every team member does must be documented in detail and, ultimately, expressed as code:
  - Best in class operational processes
  - Adaptive health monitoring and incident management
  - Integration with other toolsets
  - Mundane and unique functionality and services
- Every team member must become conversant in both writing code and integrating functions into existing codesets.
- “Future-proofing” this hybrid cloud requires that every team member have the ability to express and access any service or function that she runs as code.
- Many tools are available to short-cut or simplify this mandate.
- Thanks to the public cloud vendors and many consumer-tech companies, Machine Learning, Natural Language Processing and Containerization technologies are production-class today and ready for IT.

Partners Standing By

- Even the best core team must have access to specialists who extend the team's capabilities in these areas:
  - Design and planning expertise
  - Understanding and application of new technologies
  - Implementation, particularly at scale
  - Staff augmentation for special projects
  - Timely delivery of vendor product shipments
- Second and third opinions are priceless, especially when large budgets or key business objectives are at stake.
- Iron sharpens iron, and even the best teams must consult and train in order to maintain their edge.
- IT exists to help our companies identify, adopt and run technology. Partners exist to help IT.

Portfolio Management

- To continuously deliver business value, IT MUST have:
  - Access to a healthy mix of extensible and adaptive technologies
  - The ability to ingest technology via multiple consumption models
  - Ubiquitous and efficient supportability
  - Application portability
  - Specialized skills and resources
  - Vendor choice

- To support IT's needs, Vendors MUST:
  - Understand they will always be part of a custom ecosystem that IT is ultimately responsible to design, adapt, secure and run.
  - Refrain from draconian licensing practices that seek to "lock in" usage over time
  - Ensure that their design principles and expressed products are capable of supporting IT's preferred mode of operation: hybrid cloud.
  - Provide modern products designed to enable true application portability: the ability to run any service on any hardware in any cloud

Fill out the survey found in this session's page on your Agenda for a chance to WIN!

Beyond .NEXT – Continue the conversation

- Follow Nutanix Nation on Twitter
- https://twitter.com/nutanixnation

- Attend or start a Nutanix User Group
- http://bit.ly/NutanixUserGroup

- Connect with over 55,000 cloud builders
- http://next.nutanix.com/

Thank you!
.NEXT® CONFERENCE