Future-Proof Your Business Against VMware Uncertainty

Nutanix helps business decision makers navigate Broadcom risks

The acquisition of VMware by Broadcom may create uncertainty and risk for organizations that have traditionally viewed VMware virtualization technologies as a safe bet.

According to Broadcom, there could be plans to double VMware's profitability after the acquisition through *Recurring Revenue Growth, Focusing Research & Development and Support*, and other levers.* Business leaders are already anticipating the impact this acquisition will have on VMware support, pricing, and innovation for the critical infrastructure their businesses rely on.

Nutanix can help your organization with strategies to manage possible Broadcom risks. Our complete virtualization portfolio provides a clear and certain path for your hybrid multicloud future.

Nutanix Offers Three Strategies To Reduce Innovation And Pricing Risks

For SAN Customers Running VMware vSphere
Adopting Nutanix HCI puts you on a path to superior innovation and support—while minimizing exposure to price increases across vSphere®, vSAN®, NSX®, vRealize®, and VMC®. The Nutanix Cloud Platform supports all business-critical applications and services that enterprises rely on. Nutanix has also been recognized as a Leader in the 2021 Gartner® Magic Quadrant™ for HCI software.*

For Customers Running vSAN Storage Virtualization
Migrating to Nutanix HCI eliminates both the business risk caused by Broadcom and architectural risks associated with vSAN itself. Nutanix gives you the SAN-level performance and storage features you need today with no waiting.

For Customers Running VMware on Nutanix HCI
Replacing the VMware hypervisor with Nutanix AHV could help minimize post-acquisition pricing and support risks.

Why Nutanix

Nutanix created the hyperconverged infrastructure (HCI) category and today has over 20,000 customers, including nearly half of Global 2000 companies. These customers choose Nutanix to modernize infrastructure and respond to the fast pace of application development. Our server-based, software-defined solutions support the most demanding applications with a consistent operating model that extends from the datacenter to the edge to the cloud.

Manage VMware Support Risk
The Broadcom acquisition may introduce serious questions about the level of support available for VMware products after the acquisition is closed. At Nutanix, your success is our obsession. Nutanix has a 96% customer satisfaction rating, and our support organization has maintained a Net Promoter Score (a widely used measure of customer experience) of 90 for over 7 years, outshining the competition.

> " One of our key decision points in choosing Nutanix was its support organization. Nutanix has by far the best support of any IT organization that I've ever worked with.
>
> — Trek Bikes

Drive down TCO

Smart financial decisions are essential in today's challenging economic climate. The Nutanix HCI platform includes AHV, a full-featured alternative to VMware vSphere, providing operational flexibility and a simple migration path. In a recent study, IDC found that Nutanix customers achieved an average TCO savings of 43% and an ROI of 356% over a 3-year period, with a 12-month payback. Since this TCO analysis doesn't factor in the impact of post-acquisition VMware price increases, the Nutanix TCO advantage may well become even greater.

Innovate in the Areas That Matter Most

Innovation drives competitive advantage, but many VMware customers are concerned that Broadcom may delay VMware roadmaps and increase prices. Nutanix focuses on innovation in areas critical to the modern enterprise.

With cyber threats increasing, Nutanix protects your business with self-healing security and compliance, built-in encryption, and ransomware protection. One-click simplicity and automation ensure that IT teams spend less time on routine tasks, make fewer errors, and accomplish more.

To learn how Nutanix can help your company navigate Broadcom's VMware acquisition, visit www.nutanix.com/vmaware, or get in touch with us directly.

> **"** Migrating to the AHV hypervisor has enabled us to eliminate the licensing costs we were paying for our VMware environment. Nutanix does not charge for its hypervisor, which has enabled us to save approximately $1.7 million compared to our VMware solution.
>
> — American Automobile Association (AAA)

> **"** It's really easy to use the Nutanix platform. After working with it for just a few days, I told my colleagues that 'Nutanix works the way that VMware should.' Prism Central manages not only HCI but also AHV virtualization. By easing the management burden, I've been able to focus on more strategic projects.
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> — Ruffalo Noel Levitz

NUTANIX™