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Mike Schutz leads a team dedicated to easing the transition to cloud computing and helping organizations optimize their infrastructure, data center, and end user computing investments. He leads product marketing for Microsoft Azure, Windows Server, System Center, and Microsoft's Converged Systems and Enterprise Mobility offerings.

Together Microsoft and Nutanix deliver the ideal foundation for private and hybrid cloud deployments — enabling you to run any application at any scale. For more information on our joint solutions, visit www.nutanix.com/microsoft. To setup a personalized briefing including business value and technical discussions, please send us a note at info@nutanix.com or a direct message on Twitter @nutanix.

Taking a Fast Track to the Private Cloud

Microsoft on Enabling a Web-Scale Converged Architecture With Nutanix to Improve Service, Lower Costs

As more companies turn to cloud computing to make their IT organizations more efficient, they demand solutions that make deploying and scaling cloud services fast and easy. For many organizations, the answer is hyper-converged infrastructure (HCI) — solutions that tightly integrate storage, compute, networking, and server virtualization resources in a single box for predictable, incremental scalability. In addition to supporting growth on demand, HCI solutions make it possible to use the cloud for backup/recovery, as burst space to cope with fluctuations in application demand, and as a disaster recovery target with full failover and failback capabilities.

Schutz explains how Microsoft's partnership with Nutanix has resulted in web-scale HCI solutions for private and hybrid cloud, which have been pretested, preconfigured, and validated for turnkey deployment.

What is the Microsoft Private Cloud Fast Track Program?

It encourages the development of Microsoft validated private and hybrid cloud solutions based on the Microsoft stack of Windows Server, Hyper-V, System Center, and the Windows Azure Pack. Microsoft creates a variety of reference architectures and different approaches to validation testing to enable partners to build solutions that leverage their specific strengths while remaining compatible with Microsoft technologies. By testing and validating the components and

solutions together, the program creates solutions that organizations can deploy in less time, at lower risk.

What is notable about the partnership between Microsoft and Nutanix?

As a participant in the Microsoft Private Cloud Fast Track Program, Nutanix created the first Microsoft-validated, private cloud software solution based on software-defined storage and HCI. It's designed for simplicity, enabling customers to deploy quickly, start small, and scale linearly, a few servers at a time. It's a sophisticated marriage of the Nutanix solution's capabilities and the Microsoft stack for private and hybrid cloud. It also lets customers run an Azure-consistent private cloud in their own environment with many of the same infrastructure capabilities of the Azure public cloud. That means they can deploy their workloads in either one without modification and move them between the public and private cloud as needed.

What are Microsoft's thoughts on the evolution to HCI, both to meet today's needs and as a foundation for tomorrow's IT infrastructure?

Hyper-converged infrastructure is growing quickly in popularity because of the ways in which it addresses and removes the complexity of private and hybrid cloud deployment. We see HCI as highly relevant for any company looking at hybrid cloud deployment, and we expect that customers will continue to look for practical ways to deploy it.

How does your partnership with Nutanix support this trend toward HCI?

By choosing Nutanix architecture, customers can deploy their private or hybrid clouds on industry-standard hardware in a distributed fashion, starting with just a few servers and growing in a linear way as need demands. This gives companies an opportunity to begin reaping the benefits of private or hybrid cloud, particularly in situations where the complexity and up-front costs of a traditional deployment would have been prohibitive. This is especially important for smaller companies that have tight budgets and minimal IT staff, which make them an ideal candidate for HCI. By combining



the benefits of Microsoft private cloud software and Nutanix infrastructure in a pretested turnkey solution, they can instantly simplify the process of managing a variety of workloads, including SQL Server, Server Virtualization, and custom applications.

We've watched this play out with a wide range of customers. One is Jabil Electronics, a large contract electronics manufacturer. Another is a privately owned health club operator called Fitness First. A third is Direct One, a company that integrates and customizes digital and print media and provides analysis of

performance indicators. Although these companies are all in different industries, they have all been able to reap the nearly immediate benefits of using a validated, preconfigured cloud to provision workloads and applications in days rather than months. Faster provisioning allows them to see business results faster — and as they integrate additional Azure Pack capabilities, they will be able to shrink provisioning time from days to hours for even greater business agility.

What is the future of the Microsoft/Nutanix partnership?

Interest in converged and hyper-converged infrastructure is only going to continue to grow as companies seek out

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