**Nutanix Hyper-converged Infrastructure**

**Plan and Design Workshop**

**OVERVIEW**

The HCI Design Workshop focuses on collaborating with customers to assess and design virtualization infrastructure to streamline and accelerate solution deployment, adoption, and to enable business outcomes.

A certified Nutanix consultant will deliver a series of design workshops to ensure that solution requirements are identified and are met the first time while adhering to Nutanix and industry recommended practices whilst minimizing cost and complexity.

After the design workshop a customized Nutanix Design document and configuration workbook will be created covering conceptual, logical and physical HCI design elements with documented requirements, constraints, assumptions, design decisions, identified risks and mitigations.

**SERVICE SCOPE**

Develop the Requirements and Design to Deliver a Nutanix HCI Solution

This fixed outcome service has three different sized scopes depending on the customer needs:

**Starter Service:** For customers who want a basic infrastructure to accelerate time-to-value when adopting Nutanix HCI as their virtualization platform

**Design Includes:**

- Gather and document solution requirements, constraints, assumptions, dependencies and decisions in a series of workshops
- Nutanix infrastructure architecture for one production environment at one physical location, on a single hypervisor
- Define integration with AD/LDAP and IPAM/DNS environments
- Nutanix and virtualization cluster design
- Virtual networking design including integration with physical network
- Virtual storage design
- Virtual infrastructure sizing validation
- Planning for System Functional Validation Testing

**Pro Service:** For customers looking for a more comprehensive design focusing on migration of existing workloads and storage, driving adoption, and maximizing the value of the Nutanix HCI Platform

**Design Includes:**

- Starter Service
- Design to support migration of existing workloads and storage into the new environment
  - High level review of existing environment to support sizing
  - Detailed migration plans are developed in the Migration workshop service

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**Benefits**

- Accelerate your adoption of the Nutanix platform by leveraging experienced consultants
- Lower risk with a comprehensive design document tailored to your specific requirements
- Identify requirements and considerations to successfully deploy and manage an Enterprise Cloud Platform
- Provides recommendations to prepare for and plan your virtualization infrastructure platform
- Comprehensive project documentation and knowledge transfer

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WARRANTY AND ACCEPTANCE

drive simplicity in the data center. Nutanix delivers invisible infrastructure for next-generation enterprise computing, allowing IT to focus on the applications and services that power their business. The company’s software-driven, all-in-one architecture integrates compute, virtualization and storage into a single solution to drive simplicity in the datacenter. Using Nutanix, customers benefit from predictable performance, linear scalability and cloud-like infrastructure consumption.

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Ultimate Service: For customers looking to fully transform their experience with Smart IT Operations, micro-segmentation, multi-site architectures, and disaster recovery capabilities.

Design Includes:
- Starter and Pro Services
- Current State assessment of elements included in the design
- Support for multiple hypervisors
- Manageability design including K-Play Prism, Prism Central, and 3rd party integrations
  - Design limited to "out of the box" functionality and excluding custom API or custom script based integrations
  - These functionalities are available as offerings under Cloud and Automation
- Security design including RBAC and system hardening
- Datacenter infrastructure and platform selection
- Security and Compliance Design
- Multi-Site design planning and design
- RPO and RTO Requirements Design, including DR and replication considerations
- Planning for use of Nutanix Flow
  - Nutanix Flow configuration details are developed in the Microsegmentation Design service
- Planning for disaster recovery and active-active site configurations

DELIVERABLES
- Project Plan
- Project Status Reports
- Requirement Gathering and Design Workshops
- Architecture Requirements and Design Documents
- Configuration workbook
- Design Presentation
- Solution Deployment Guide
- Solution Test Plan
- Project Close Out

<table>
<thead>
<tr>
<th>Task</th>
<th>Starter</th>
<th>Pro</th>
<th>Ultimate</th>
</tr>
</thead>
<tbody>
<tr>
<td>Nutanix Design Workshop (onsite+remote)</td>
<td>Typically 2+3 days</td>
<td>Typically 5+5 days</td>
<td>Typically 5+10 days</td>
</tr>
</tbody>
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Commented [DQ8]: 90% of the designs I do are across two sites. Shall we put this in the pro service? and add more than two to Ultimate

Commented [KF9R8]: We’ve specifically scoped the ‘pro’ (and starter) services to be limited to a single site. Both because we want to limit the scope (LOE) and because we want to keep disaster recovery as a topic for the Ultimate offering.

Commented [DQ10R8]: Understood, this is fine

Commented [JY11R8]: how about aligning the “Starter” “Pro” and “Ultimate” to also align to what license feature they need to use? Reason being many features in Ultimate, typically means the environment has higher requirements and complexity, even if small scale. As such, it warrants the attention. E.g. if you want Metro Availability, get the Ultimate service. However, it doesn’t mean those with starter license will only need to get starter services. Starter license but large scale can also consider Ultimate.

Commented [JY12]: Is this Data Protection for VMs? Or it is two separate things. Does this include integration/readiness to work with 3rd party backup solutions, and/or Nutanix native solutions?

Commented [KF13R12]: Hurry up short answer – Yes! This is design so we need to address integration with...

Commented [JY14]: I think this can be risky. How do we limit the scope. What if it is a massive environment?

Commented [JY15]: what sort of X-Play design? it can be a rabbit hole to end up with a lot of automation.

Commented [KF16R15]: I can see this being a potentially large topic, intent is to design to support deployment and...

Commented [JY17]: I would not think not all packages should deliver all the same set of docs or they would, just the...

Commented [KF18R17]: Thought is the same set of docs, with the Starter being less detailed than Pro than Ultimate.

Commented [JY19]: this is a generic guide, or customised? Generic should be ok, but customised can be too heavy.

Commented [KF20R19]: Anticipating a customized version of a generic guide. E.g. only including elements which are...

Commented [DQ21]: These estimates are super accurate. Do we want to include additional time to create

Commented [KF22R21]: Expectation is that the remote time is for creation of documents. Onsite for discovery or...

Commented [TR23R21]: There is no quantity associated with a "production environment" maxes out at. Is that...

Commented [AK24R21]: I'm thinking how do we come up with limits/boundaries for each offering. It is going to be...

Commented [KF25R21]: @David Quinney@Timothy Buckholz@Artur Krzywdzinski I'm ok with making these ti...
The Professional Services shall be provided in a professional manner with reasonable care and skill. Your sole remedy for breach of this warranty shall be reperformance of the Professional Services at no additional cost, provided that you notify Us of any non-conformity within thirty (30) days of the provision of the non-conforming Professional Services. A breach of one SOW or Service shall not amount to a breach under any other SOW or Service.

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TERMS AND CONDITIONS

Pre-paid fees for services are non-cancellable and non-refundable except as otherwise expressly stated herein, and Nutanix’s obligations to perform any services in return for any pre-paid fees shall expire six (6) months after receipt of the applicable purchase order. The Client has five (5) days upon delivery of the Services to notify Nutanix that the Services do not meet the warranty above or are otherwise not accepted. Absent such notification in the timeline stated in the preceding sentence, the Services shall be deemed accepted.