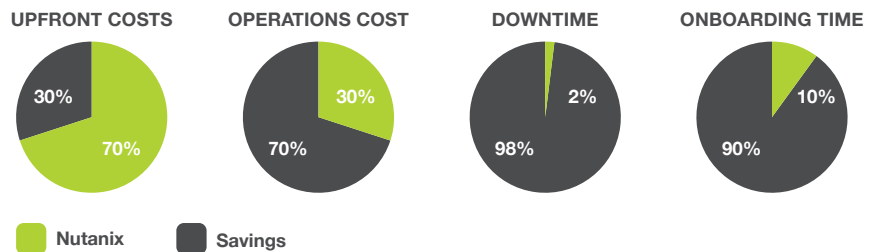


# Nutanix for Service Providers

Service providers play an important role in delivering technical expertise and IT services in a dynamic world. To be successful, service providers of all types must create cost-effective services that are well differentiated from the public cloud. However, they face significant infrastructure challenges:

- Difficulty onboarding customers quickly
- Too much time spent managing and troubleshooting infrastructure
- Silos of infrastructure requiring special skills

The Nutanix Enterprise Cloud scales easily with maximum flexibility—simplifying management without sacrificing security or control. Nutanix enterprise cloud solutions yield major savings versus traditional infrastructure for improved margins.



## WHY SERVICE PROVIDERS CHOOSE NUTANIX

Nutanix enterprise cloud solutions streamline service provider infrastructure. Advanced features—including space-efficient snapshots and clones, storage tiering, data reduction, and AHV (Acropolis Hypervisor)—combined with a turnkey infrastructure that’s easy to scale, provide the foundation for a variety of differentiated and cost-effective services.

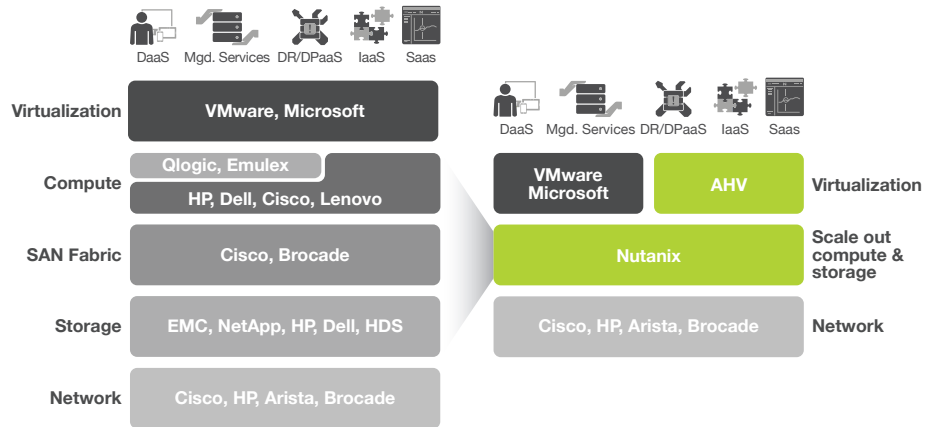
Service providers choose Nutanix for the following reasons:

- Reduce TCO. Significant savings in both OpEx and CapEx
- Create differentiated and profitable services. A service can start small and scale out quickly and easily with predictable, linear scaling
- Eliminate downtime. Resilient, self-healing design and one-click non-disruptive upgrades help meet stringent availability SLAs
- Streamline support. Full infrastructure support including servers, storage, and virtualization with no finger-pointing

In addition, Nutanix offers a wide range of platform options, and hardware can be easily moved and re-purposed. Close partnerships and detailed reference architectures simplify deployment and remove risk.

**“We deliver services to our customers and ultimately we needed a game changing technology that could bring with it a simplified and cost-effective hosting environment to support these services.”**

– Edward Evans,  
Cloud Operations Executive, UCS Solutions



### BENEFITS OF NUTANIX ENTERPRISE CLOUD FOR SERVICE PROVIDERS

Nutanix eliminates the guesswork and removes the constraints created by conventional IT infrastructure. Taking cues from Amazon, Google, and Facebook, Nutanix combines compute and storage resources with intelligent software, eliminating the challenges associated with conventional infrastructure. Benefits include:

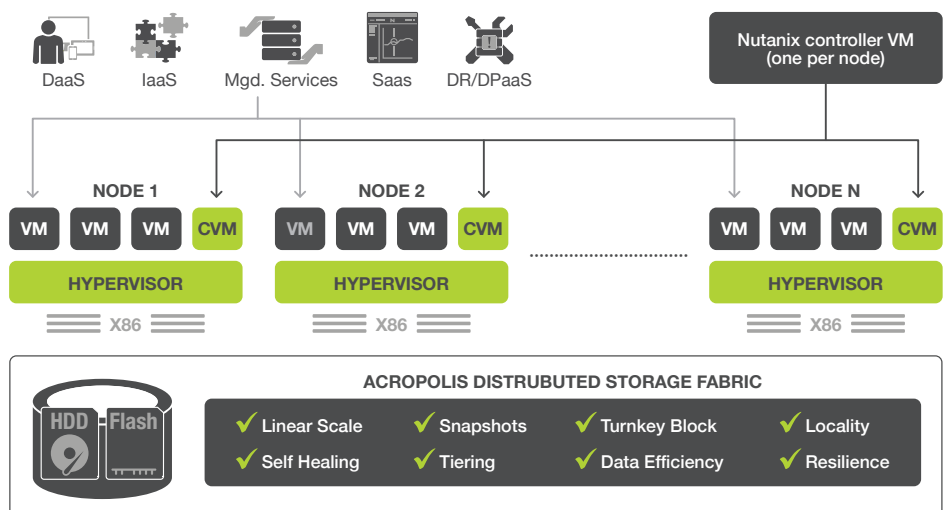
“Nutanix enabled us to take an internal capability and turn it into a profitable service offering. By deploying Nutanix, we now have the ability to offer a true Private Cloud Server that meets our rigorous security standards. Without Nutanix, the team would have spent most of their time focusing on deployments. With Nutanix, we don’t think about managing hardware and we can apply our focus where it really matters, providing secure solutions to our clients.”

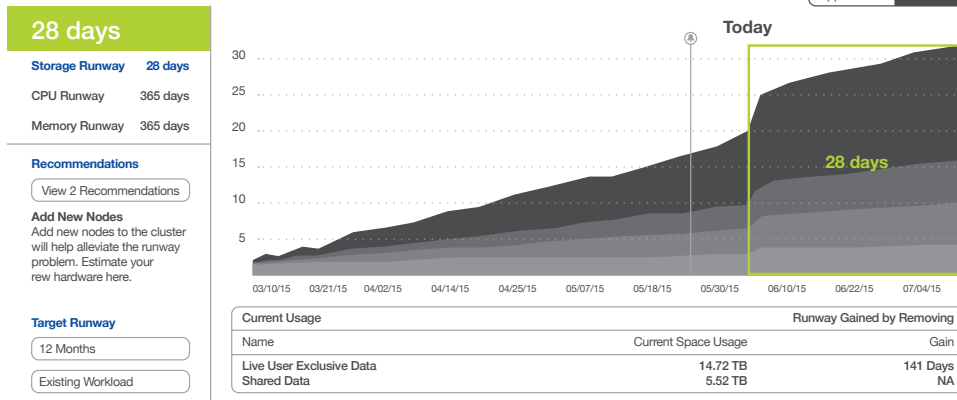
– Robert Mehrer,  
Operations Manager, Protected Trust

- **Hyperconverged design.** Servers, storage networking, storage, virtualization, and data protection in a single, scalable architecture
- **Distributed storage fabric.** A single storage pool with data locality for optimized performance, plus data reduction, data protection, and other advanced features
- **Simplified management.** Nutanix Prism offers intuitive full-stack management with one-click operations. Comprehensive REST APIs facilitate automation and software integration. Powerful analytics support just-in-time infrastructure provisioning
- **Security.** Nutanix is built with a security-first design, including self-healing secure baselines that protect customer data

### FLEXPRICE PURCHASING PROGRAM

Nutanix FlexPrice helps service providers quickly build differentiated and profitable services while better aligning costs with business needs. Service providers procure Nutanix-qualified hardware direct from the manufacturer (facilitated by Nutanix) and enable Nutanix web-scale software on a flexible subscription basis, lowering up-front capital costs up to 65%.





## NUTANIX X-POWERED

In today's dynamic market, customers are looking at cloud and managed services to solve most of their datacenter challenges and lower costs. But not services are created equal. Nutanix X-Powered delivers the performance, reliability, and scale they need to be successful.

Nutanix X-Powered is an application benefit focused program that helps service providers explain the benefits of running on a Nutanix-backed infrastructure for their end customers. This provides service providers a massive differentiation compared to their competitors, no matter if they offer DaaS, DR/DPaaS, IaaS, or Managed Services.

Nutanix preferred Service Providers receive a branding and marketing kit, which answers the question "Why choose a Nutanix X-Powered Service Provider" for their customers. Using the powerful messages in these templates, Nutanix service providers can quickly and easily build influential material and showcase the maturity and power of their service. Detailed information on Nutanix X-Powered and the benefits it provides to Nutanix service providers can be found in the Nutanix Partner Program guide.



**NUTANIX**  
Your Enterprise Cloud Platform

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Nutanix delivers invisible infrastructure for next-generation enterprise computing, elevating IT to focus on the applications and services that power their business. The company's software-driven Xtreme Computing Platform natively converges 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. Learn more at [www.nutanix.com](http://www.nutanix.com) or follow us on [Twitter@nutanix](https://twitter.com/nutanix).

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