

# Nutanix Solution for Service Providers

Deliver profitable cloud services powered by Nutanix

According to Grand View Research, the global managed services market size was valued at \$175B USD in 2018 and is expected to grow at a CAGR of 11.7% from 2019 to 2025. That is a massive opportunity for Service Providers. Plus, they need to create cost-effective, flexible, and scalable services that are value differentiated from public cloud. However, they face challenges such as:

- Lifecycle management complexity means more time spent managing and troubleshooting infrastructure
- Difficult to describe their value proposition and promote their service
- Decreasing margins with increasing platform costs and restrictive program requirements

Nutanix provides service providers with an industry leading, well-architected platform with simplicity, stability, and scalability to deliver anything-as-a-service (XaaS), from managed or hosted private clouds to hybrid clouds.

“Adoption of public (shared) cloud services continues to grow rapidly as enterprises, especially in professional services, telecommunications, and retail, continue to shift from traditional application software to software as a service (SaaS) and from traditional infrastructure to infrastructure as a service (IaaS) to empower customer experience and operational-led digital transformation (DX) initiatives.”

– Eileen Smith, IDC Program VP, Customer Insights & Analysis

## LEADING CLOUD SERVICES THAT CUSTOMERS WANT

Nutanix Solution for Service Providers is built on industry-leading hyperconverged infrastructure (HCI) technology that takes the complexity out of managing infrastructure, allowing your teams to spend more time integrating and delivering leading cloud services to your customers. Benefits include:

- Simplified lifecycle management. Manage with Prism and 1-Click upgrades that are non-disruptive.
- Faster time to value. Seamlessly add Nutanix solutions to onboard and productize new services like Desktop-as-a-Service and Database-as-a-Service.
- Profitable services with tenant intelligence. No minimum commitment levels or mandatory product bundles. Includes tenant usage trends.

Nutanix innovation keeps pace with service provider's need to expand their services ecosystem. Advanced data services, built-in security, intelligent operations, and native data protection are integral parts of the platform.

## XaaS Use Cases

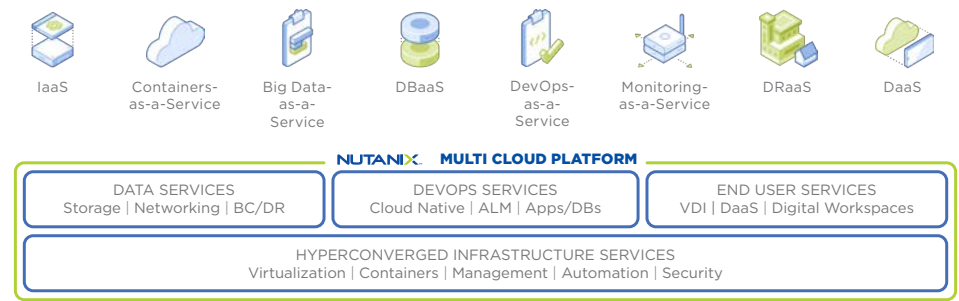
Service providers need Nutanix, which is a well-architected platform that provides simplicity, stability, and scalability as its three pillars.

The top XaaS use cases include IaaS, VDI-as-a-Service/Desktop-as-a-Service (DaaS), and Disaster Recovery-as-a-Service (DRaaS). In addition, securely enable Data-as-a-Service, which includes scalable, highly performant storage services for both structured and unstructured data as well as databases and the automation and orchestration of database operations.

The Nutanix Solution for Service Providers will continue to get better as our software continues to integrate and deliver new services.

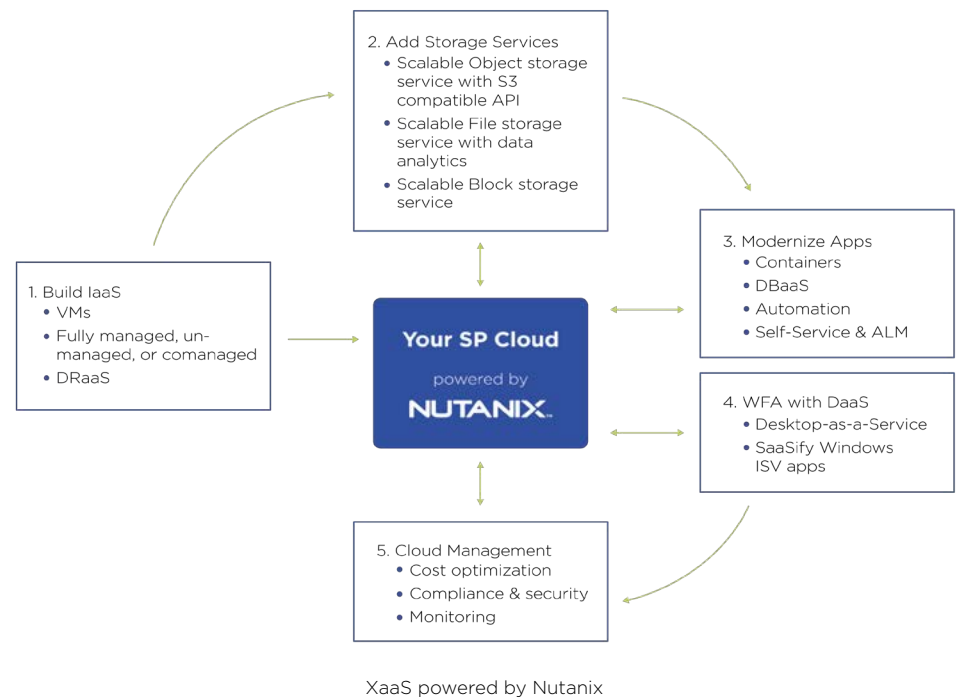
Learn more about the [Nutanix Service Provider Program](#).

Nutanix delivers the security, availability, resiliency, redundancy, and recoverability in a platform that service providers need with far less effort.



## DESIGN, DATA, DELIVERY AND DELIGHT

Nutanix simplifies infrastructure management across the entire lifecycle, automates operations, and enables self-service to streamline Service Provider operations. Start with the stable and scalable Nutanix platform to deliver Infrastructure-as-a-Service (IaaS). Then, seamlessly add other services like storage and cloud-native services to deliver a complete solution for tenants. Delight your customers by removing the barrier to consume services as they connect with their apps and data.



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## SCALABILITY AND WORLD-CLASS SUPPORT

With Nutanix HCI technology, simple building blocks create a powerful and flexible scale-out platform. Start small and seamlessly scale as your customers' needs expand. Pair this with consumption licensing and pay only as your tenants' consumption grows.

Finally, the solution is backed by Nutanix's world-class support organization with an industry leading Net Promoter Score of 90.

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## GETTING STARTED WITH THE NUTANIX SERVICE PROVIDER PROGRAM

To learn how Nutanix can help you expand your managed infrastructure business visit: <https://www.nutanix.com/solutions/service-providers>



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