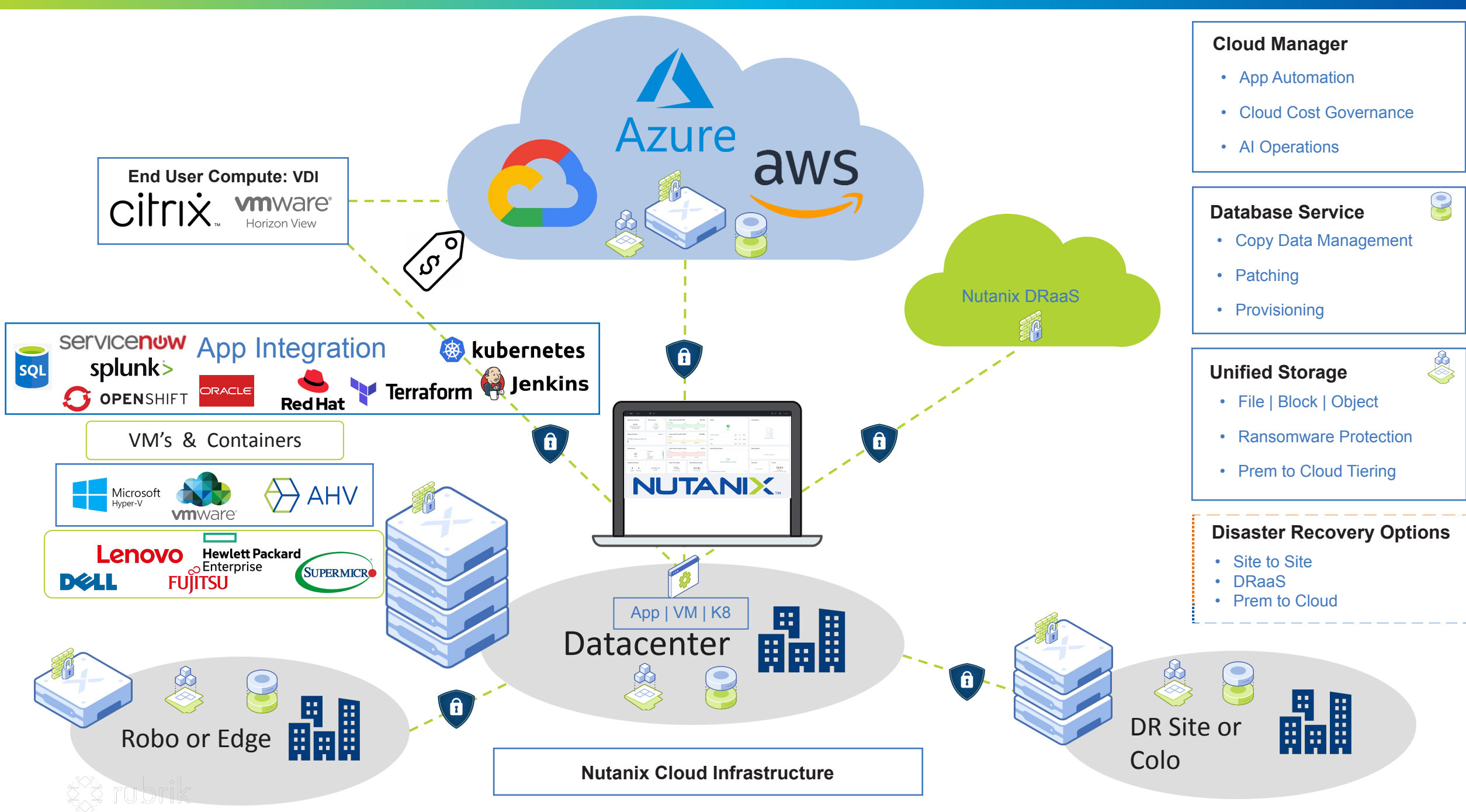




Your Apps, Infrastructure, Cloud Anywhere

Ben Bykowski – Nutanix AE
Scott Prchal – Nutanix AE



End User Compute: VDI

citrix™ **vmware**®
Horizon View



App Integration

service**now** **splunk**> **kubernetes**
OPENSIFT **ORACLE** **Red Hat** **Terraform** **Jenkins**

VM's & Containers

Microsoft Hyper-V **vmware** **AHV**

Lenovo **Hewlett Packard Enterprise** **DELL** **FUJITSU** **SUPERMICRO**

Robo or Edge

rubrik

Nutanix Cloud Infrastructure

App | VM | K8

Datacenter

Nutanix DRaaS

DR Site or Colo

Cloud Manager

- App Automation
- Cloud Cost Governance
- AI Operations

Database Service

- Copy Data Management
- Patching
- Provisioning

Unified Storage

- File | Block | Object
- Ransomware Protection
- Prem to Cloud Tiering

Disaster Recovery Options

- Site to Site
- DRaaS
- Prem to Cloud





Broad Ecosystem Support

625+ Solutions validated



Data Protection

Security

Networking

Hybrid Cloud

Applications Support

VDI

Management & Ops

UC

Monitoring



Customer Obsessed

“ The name Nutanix carries an image of functionality and quality.

Gartner”

22,600+

Customers trust
Nutanix

96%

Customer Retention

+90

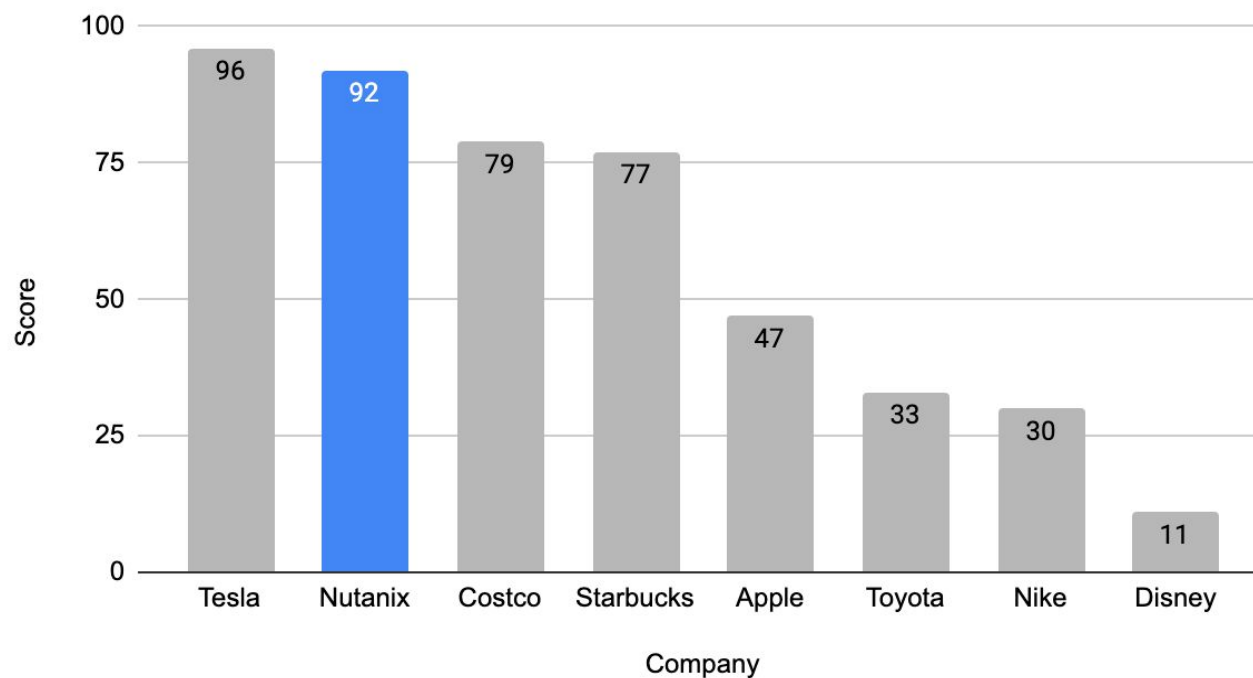
Net Promoter Score
for >6 Years



Nutanix NPS Comparison



General



Not at all likely

Neutral

Extremely likely



Detractor

Passive

Promoter

% PROMOTERS - % DETRACTORS = NPS (NET PROMOTER SCORE)



Why Nutanix



Customer Choice

Choice of Hypervisor
Choice of Hardware
Choice of Cloud
Portable Licenses



Any Workload

VM and Container
Unified Storage
Database Services
Business-Critical Apps



Modern Design

Resilient and Self
Healing
Flexible Scalability
High Performance
Secure by Design



Power of Simplicity

1-Click Operations
AI/ML Driven Insights
Self Healing &
Remediation
Self-Service IaaS
Application Automation



Delightful Support

90+ NPS
Proactive Support Tools
Differentiated Model
Delightful Experience



Recognizing Different Customer Modes



Mode 1 Legacy On-Premises

Looking to modernize infrastructure, reduce complexity, gain more agility and improve TCO



Mode 2 Modern On-Premises

Looking to complement on-premises with hosted, public cloud and SaaS services in a hybrid cloud model



Mode 3 On-Premises Cloud First

Capping on-premises investments. Focused on building and running new applications directly in public clouds



Mode 4 Born in the Cloud

Exclusively consuming public cloud resources and SaaS applications



Take a Test Drive

nutanix.com/test-drive





Thank you.

