



NUTANIX

March 2014

Cloud and Web-scale Architectures

Roadmap for Mainstream Enterprises



Add scale one x86 server at a time

Flat and simple datacenters

Software driven to reduce CapEx

facebook.



Google™

Google-like Infrastructure for the Enterprise



Converged
storage and
compute



Highly
distributed,
shared nothing
software



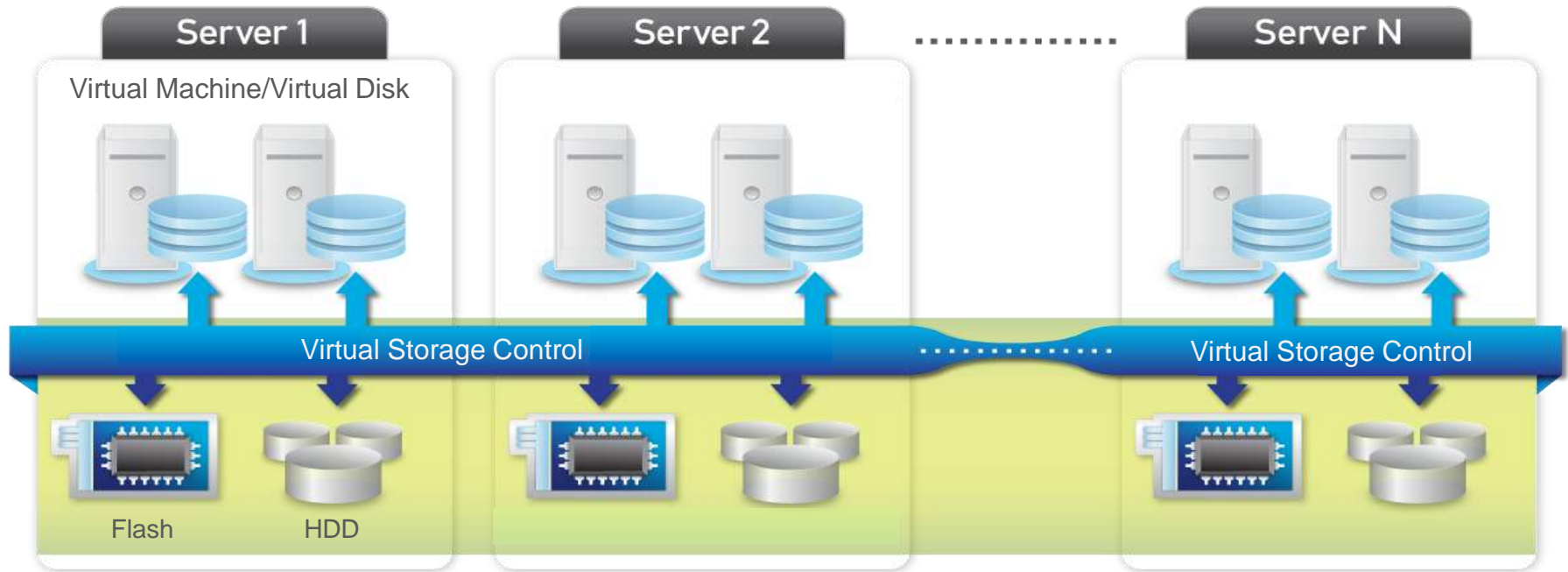
High
performance
commodity
hardware



Massive and
linear scale-out
architecture



Nutanix Distributed File System (NDFS)



Enterprise Storage

Clones, snapshots, replication, compression, thin provisioning

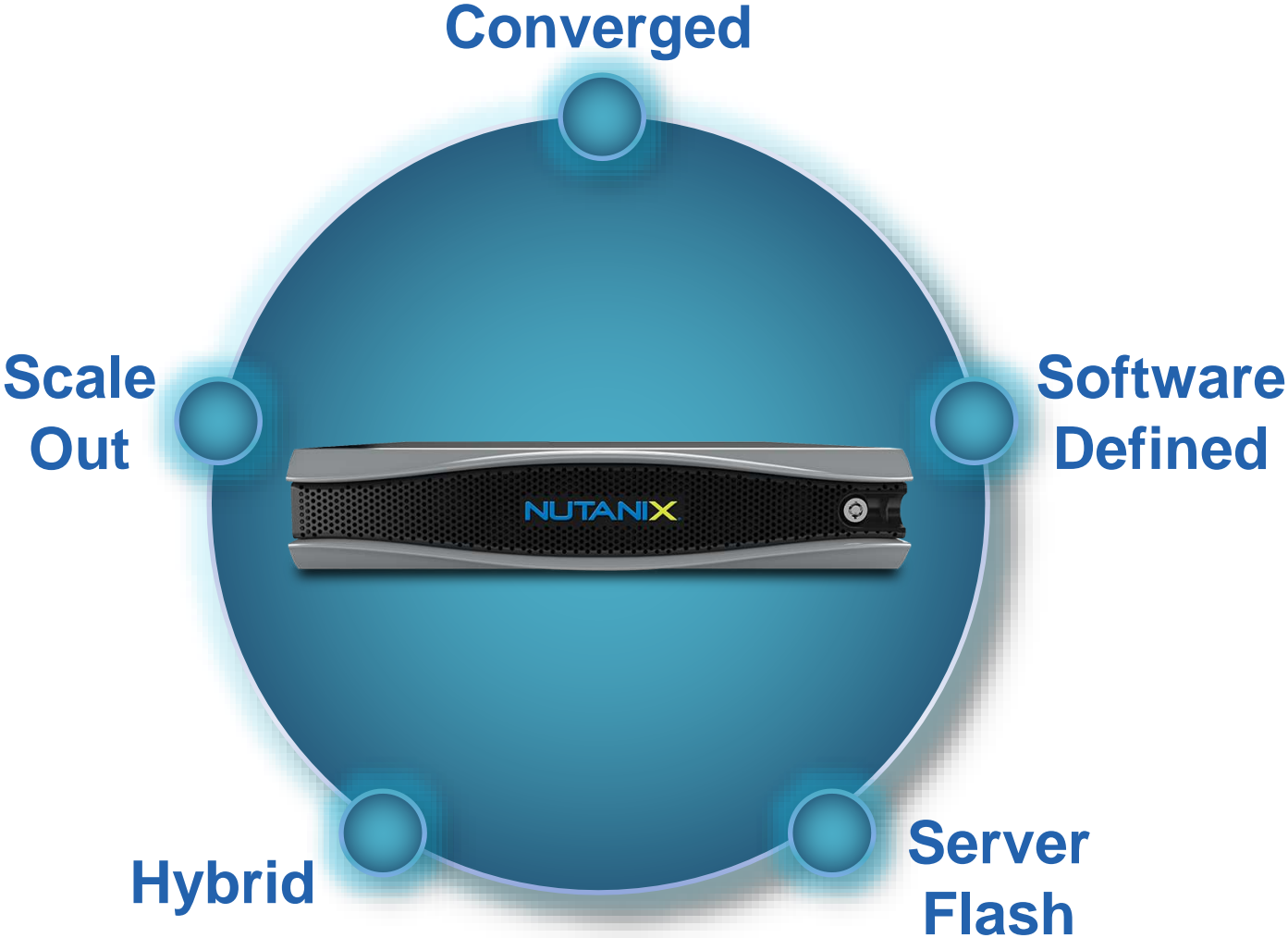
Fastest Performance

Localization, tiering, deduplication

Hypervisor Agnostic

vSphere, KVM, Hyper-V

Nutanix Virtual Computing Platform



What the Experts Are Saying

COMPLEXITY

*Enterprises are struggling “to meet service levels with a **rigid storage architecture**, for example, that **can’t keep up** with a highly consolidated and automated virtual server environment.”*

Forrester Research

COST

“Storage accounts for 40% to 60% of the total cost of SHVD cost per desktop.”

Gartner

*Storage Design
Alternatives for Virtual
Desktop Deployments,
January 2013*

PERFORMANCE

“Maintaining high performance while scaling is a top 3 storage challenge.”

Forrester Research

*Survey on Storage for
Virtual Servers*

Flexible Enterprise Infrastructure



**Server
Virtualization**



**Desktop
Virtualization**



Big Data



**Enterprise
Branch Office**



**Disaster
Recovery**

Pay-As-You-Grow



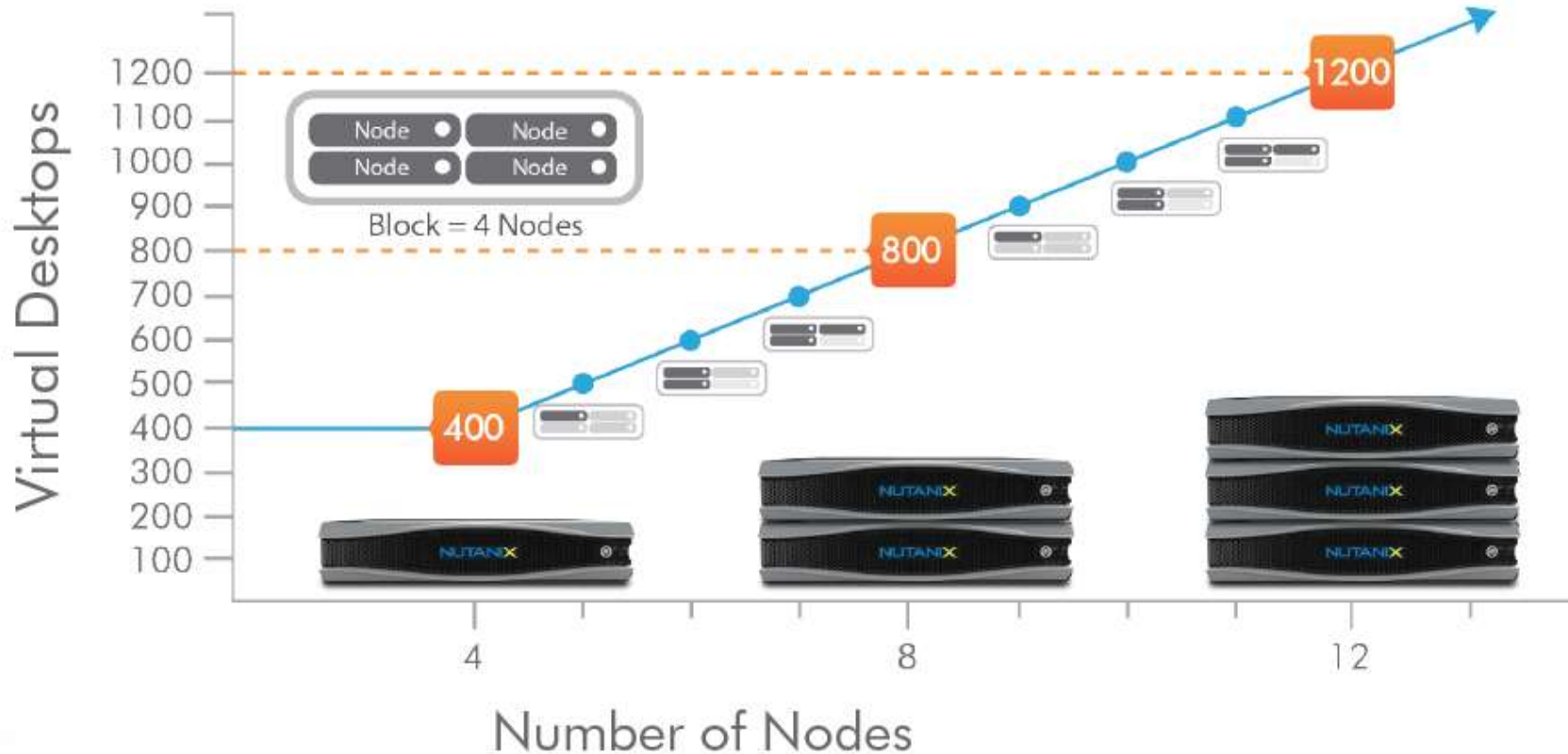
Scale incrementally one node at a time

Protect infrastructure investment by eliminating forklift upgrades

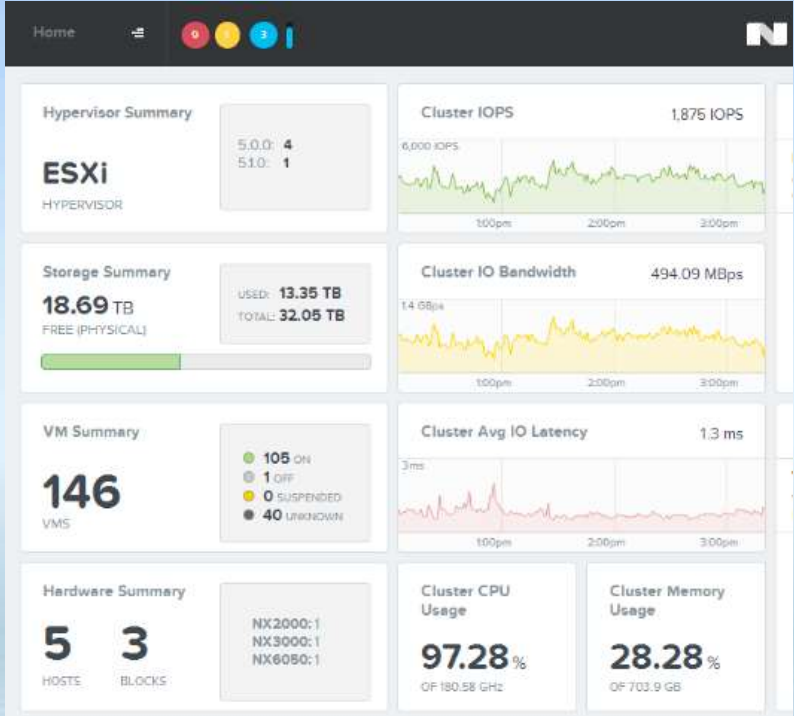
Scale storage capacity and performance independently

Predictable Economics and Growth

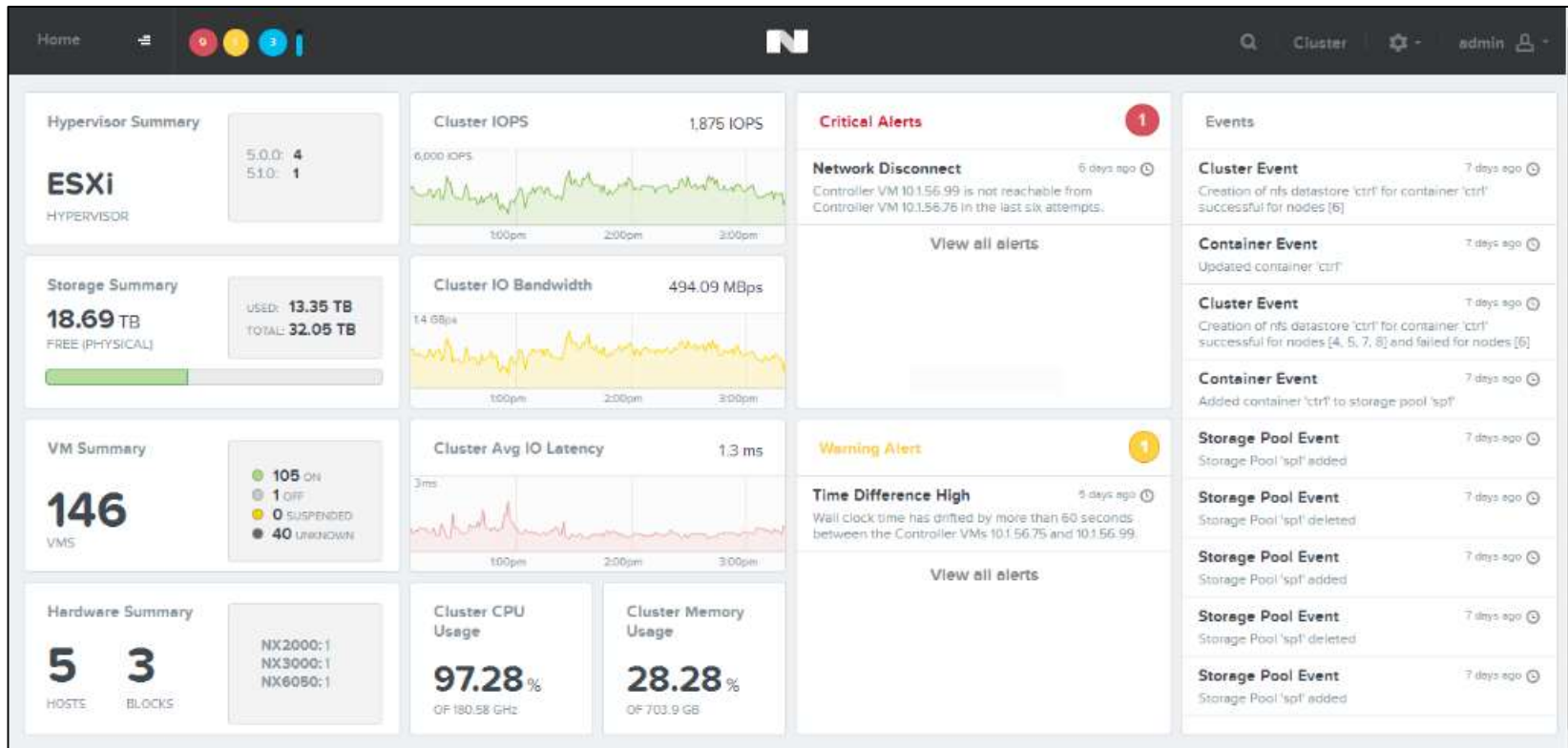
True Linear Scale-out Performance



Simple Is Better



User-centered Design



Intuitive. Beautiful. Insightful.



“Nutanix can be regarded as a blueprint for this new class of infrastructure offering.”



“So why are we so excited about Nutanix? We believe the company represents the next-generation of IT infrastructure – a converged storage and compute platform uniquely able to cost-effectively power the datacenters of today and tomorrow.”



“Converged storage makes SAN look like the mainframe.”



Unprecedented Customer Adoption



LIBERTY GLOBAL



Kaneka North America LLC



Nashville Wire Products



FAA



Dept. Energy



U.S. AIR FORCE



Built for Long-Term Success

- ✓ Incorporated in 2009
- ✓ Record \$172M raised from top-tier investors
- ✓ Core team from Google, Facebook, VMware, NetApp, Oracle, Citrix, Palo Alto Networks and Cisco
- ✓ 100% worldwide channel model
- ✓ Widely recognized as innovative and disruptive



khosla ventures



Morgan Stanley

SAP VENTURES

NUTANIX®

The Fastest Growing Infrastructure
Company of the Last Decade