Build Profitable Services with Nutanix

The move toward hosted and hybrid cloud solutions has created an incredible opportunity for service providers. Hosted and hybrid clouds offer the security and control of on-premises IT infrastructure—mixed with the scalability and economics of cloud deployments. You can make the most of this opportunity with Nutanix invisible infrastructure built on Nutanix Acropolis, with the Acropolis Hypervisor and Nutanix Prism.

Whether your service offerings include managed enterprise applications, infrastructure as a service (IaaS), disaster recovery as a service (DRaaS), data protection as a service (DPaaS), or software as a service (SaaS)—Nutanix will enable you to create and deliver a wider range of innovative, differentiated, and very profitable services. Your clients will benefit too from the advanced capabilities associated with Nutanix, including reduced costs, better predictability, and the ease of scaling that comes with hosted solutions.
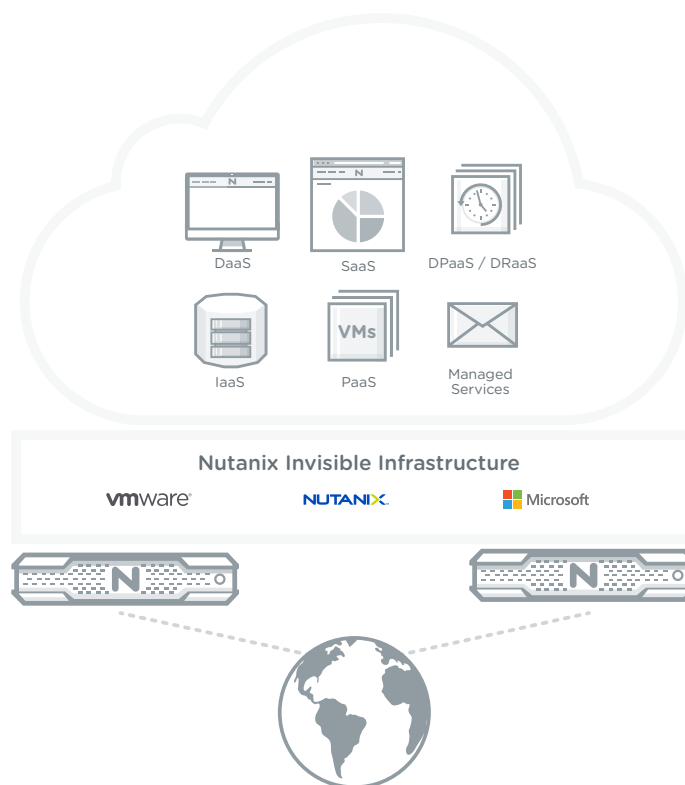
Nutanix Acropolis and Prism are the ideal tools for building profitable services. Nutanix Acropolis is the foundation for Nutanix hyperconverged infrastructure. It is comprised of the core VM-centric storage services and a virtualization runtime environment, delivering the industry's most efficient compute and storage platform for VMware vSphere, Microsoft Hyper-V, and the KVM-based Acropolis Hypervisor. Plus, Nutanix Prism delivers a single management pane to manage the entire solution, including storage, compute, and virtualization across one or more datacenters.

Service Provider FlexPrice

Nutanix FlexPrice is a purchasing program designed to help service providers quickly and easily build differentiated and profitable services on the Nutanix Invisible Infrastructure and align costs with their services businesses. With a relatively small upfront investment in Nutanix hardware appliances, service providers can enable Nutanix features for individual hosts using subscription-based FlexPrice licenses with 3, 6, 12, and 36 month terms. In addition, customers can similarly purchase subscription-based Nutanix support covering hardware, software, and maintenance.

Some of the key benefits of Nutanix FlexPrice for service providers include:

- Substantially lower upfront capital investments needed to develop and deploy new services, leading to higher profitability and differentiation

- A pay-as-you grow model that provides flexibility to enable individual nodes aligned with services sold, allowing for significant cost predictability and lower risk to service providers

- Easy procurement of hardware appliances and FlexPrice subscriptions that result in faster time to market and higher utilization

Five Reasons Why Nutanix Is Ideal for Service Providers

Hyperconverged infrastructure using Nutanix Acropolis and Prism is the leading purpose-built infrastructure for hosting the modern virtualized datacenter and hybrid clouds. Nutanix brings web-scale to your clients' hybrid cloud environments, while reducing their risk and enhancing their agility.

1

Pay-as-You-Grow Scalability: : Nutanix enables you to start small and scale appropriately with linear performance. You can reduce the amount of infrastructure needed through better utilization of existing resources, using Nutanix efficient software-based approach. Nutanix enables you to quickly add (or remove) server and storage capacity one node at a time to precisely meet business demands. With its modular and simple scalability, Nutanix FlexPrice program minimizes upfront capital expenditures by eliminating the need to over-provision simply to ensure necessary capacity and performance for the future.

2

Accelerate Time to Revenue. With Nutanix, you can speed client onboard and deployments after the initial sale, since infrastructure is no longer the bottleneck. With fast deployment and modular, non-disruptive scaling of the infrastructure, you will be able to create and grow client environments quickly, accelerating time to value and time to revenue for all of your client services.

3

Lower Operational Expense. Nutanix delivers invisible infrastructure that eliminates all of the complexities of managing separate storage, server, virtualization, and networking environments. It is smart enough to know exactly what application needs what data and where for optimal performance and it eliminates the need to provision and configure the storage. On the power, space and cooling front, Nutanix delivers the industry's best data center density. With the Nutanix solution, you will gain the ability to run large numbers of customer workloads taking very little space.

4

Create Profitable Services. Nutanix provides the industry's most flexible and open toolkit for developing differentiated hybrid cloud services. You can use your choice of VMware vSphere, Microsoft Hyper-V, or the widely supported Acropolis Hypervisor. Leverage the flexible VM management from Nutanix with as much as 80% lower upfront costs to deploy your own cloud services including hosted Microsoft SQL Server, Exchange, SharePoint, and Lync, Citrix XenDesktop and XenApp. You can consider options including data protection as a service, disaster recovery as a service, test development as a service, or managed enterprise applications all built on the VM-centric nature of Nutanix.

5

Achieve Success with the Right Partner: Service providers will benefit from Nutanix detailed reference architectures, backed by world-class services, education, proactive support and the industry's leading service provider program to reduce time to production and operate at peak efficiency. Getting started is simple, with validated reference architectures for VMware vRealize™ Automation, Microsoft Windows Azure Pack, and the Acropolis Hypervisor with VM management. With Nutanix, you can deploy self-service clouds in a very elegant fashion, without having to worry about the risks of new deployments. This approach not only accelerates client deployments, it eliminates all of the uncertainties in the design space.

Service providers that build and sell managed or co-location services based upon Nutanix technologies are achieving fast time to value and increased revenues from their service offerings. For more information on how you can leverage Nutanix hyperconverged infrastructure with web-scale technologies for your customers' hybrid clouds and the Nutanix program for Service Providers, contact us at info@nutanix.com

About Nutanix

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 or follow up on Twitter @nutanix.

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