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AW201: The Secrets to Building Private Clouds with Nutanix

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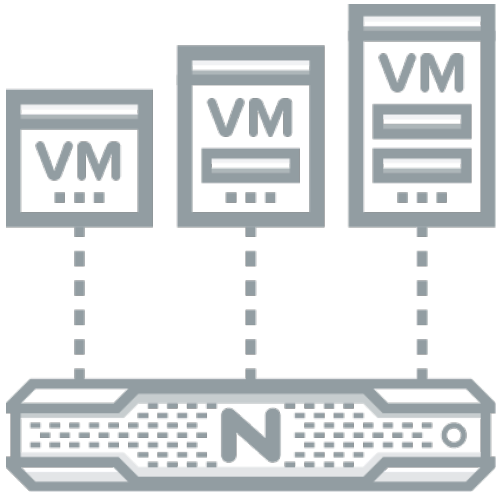
Journey From Traditional Data Centre to Private Cloud

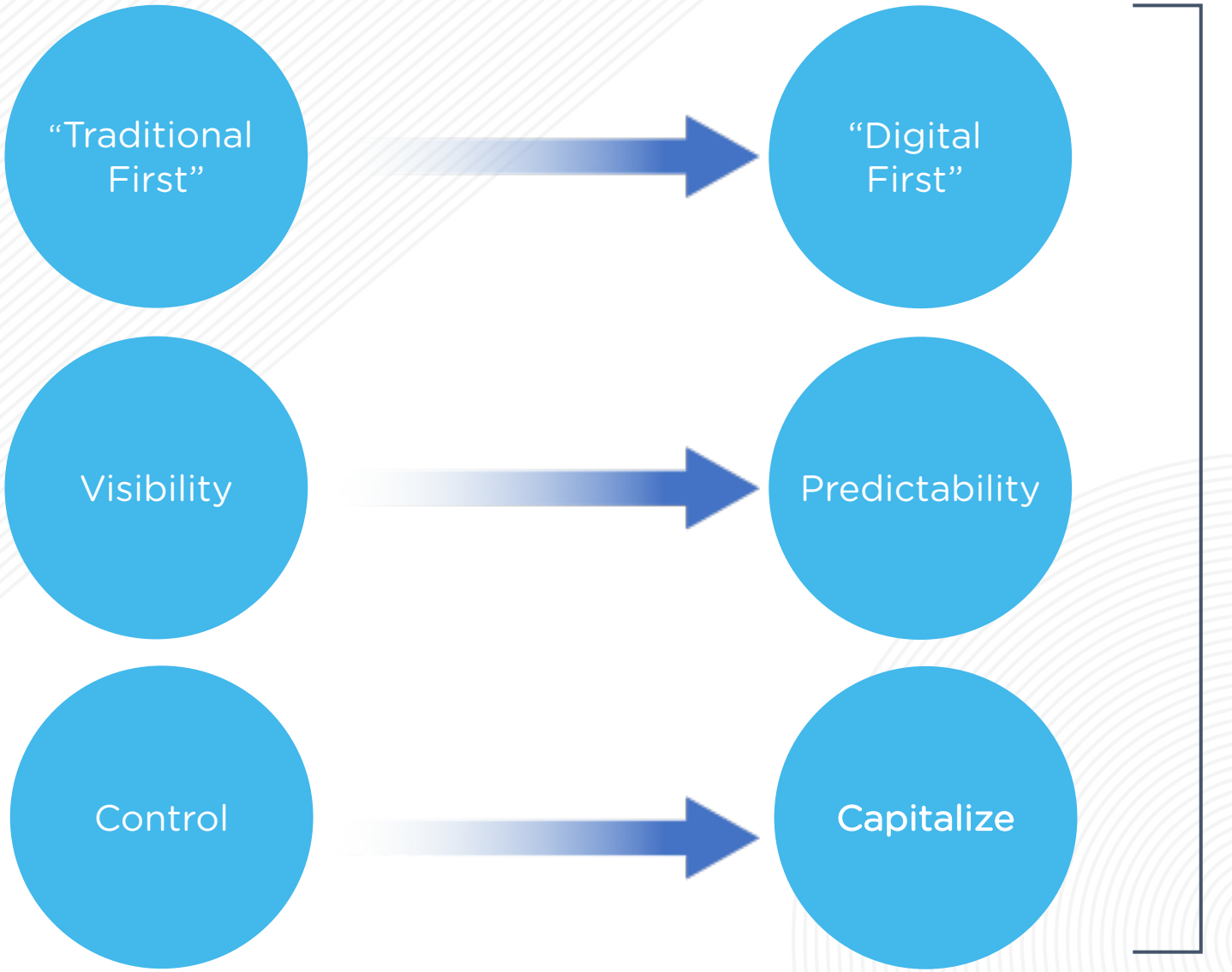
TRADITIONAL COMPUTING

VIRTUALIZED COMPUTING



CLOUD COMPUTING

The New IT Mandate: Enable Digitization



Does your datacenter strategy need to change?

What Is IT as a Service

Software

as a SERVICE

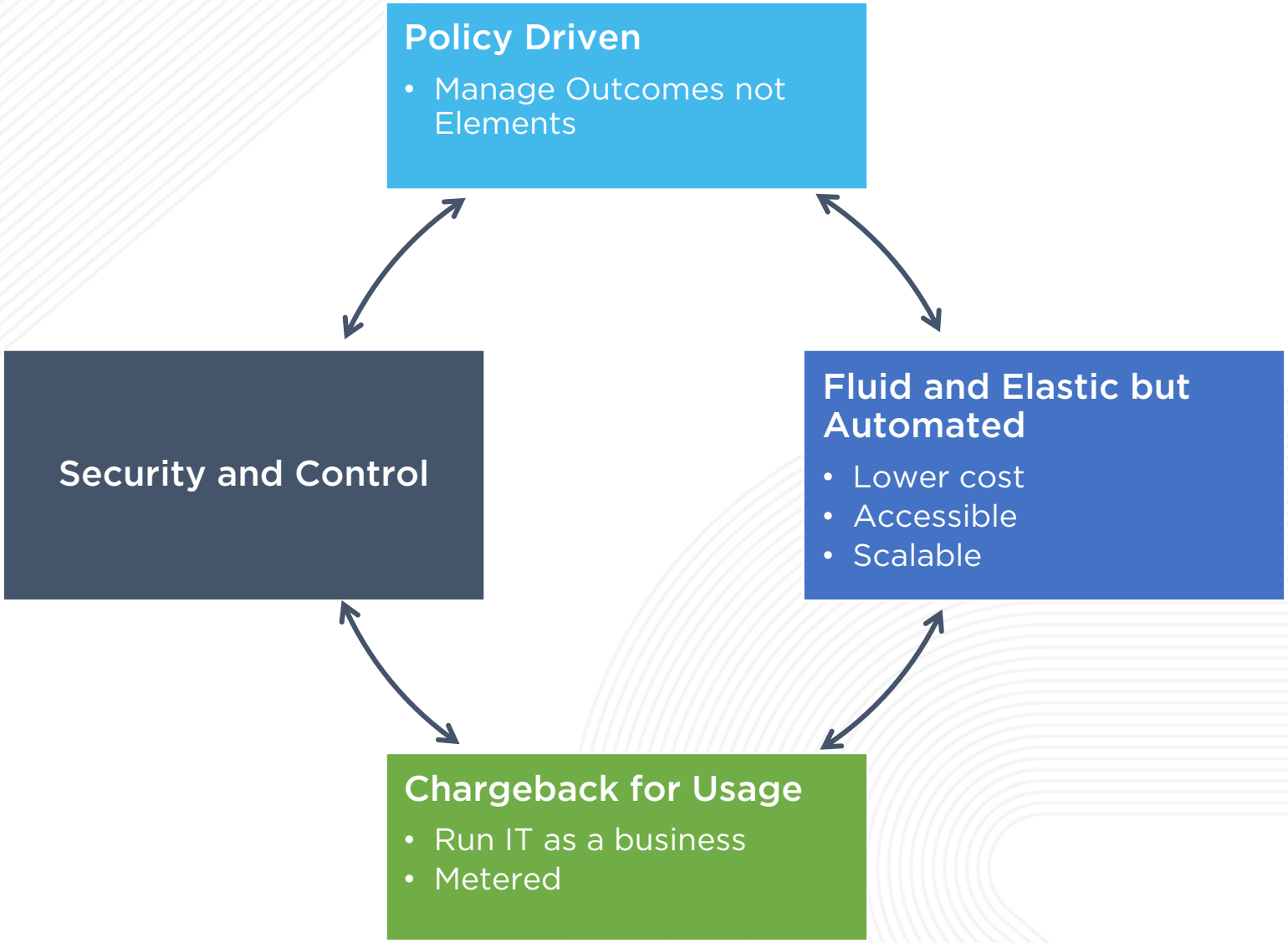
Platform

as a SERVICE

Infrastructure

as a SERVICE

What It Means to "Run as a Service"



Is Cloud the Answer

RAPID TIME TO MARKET

"I deployed my application in five minutes."

FRACTIONAL IT CONSUMPTION

"I use and pay for just what I need only when I need it."

ONE-CLICK SIMPLICITY

"No more time spent on low-level infrastructure management."

CONTINUOUS INNOVATION

"New capabilities are available on a regular basis."

Nutanix Solution for Private Cloud

Full-stack
Infrastructure Services

Automated
Operations

Pay-As-You-Grow
Consumption

Integrated
Security

Openness
and Choice

Hyperconvergence
++

Rich Machine
Intelligence

Web-scale
Engineering

Security-first Design

Application Mobility

Enterprise Cloud

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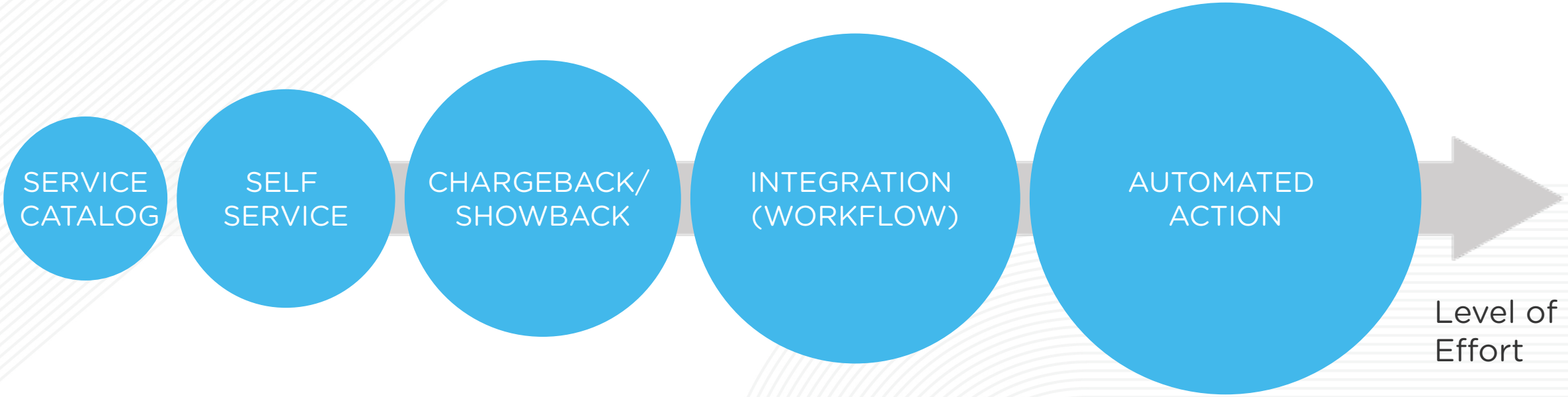
What Is Private Cloud - Evolution



Private Cloud Focus Areas

Consumer

User on
any device

Service Catalog

Application

Administrators

Standardization → Processes → Orchestration and Automation

Service Catalog →

End User
Consumption

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How to Build a Private Cloud

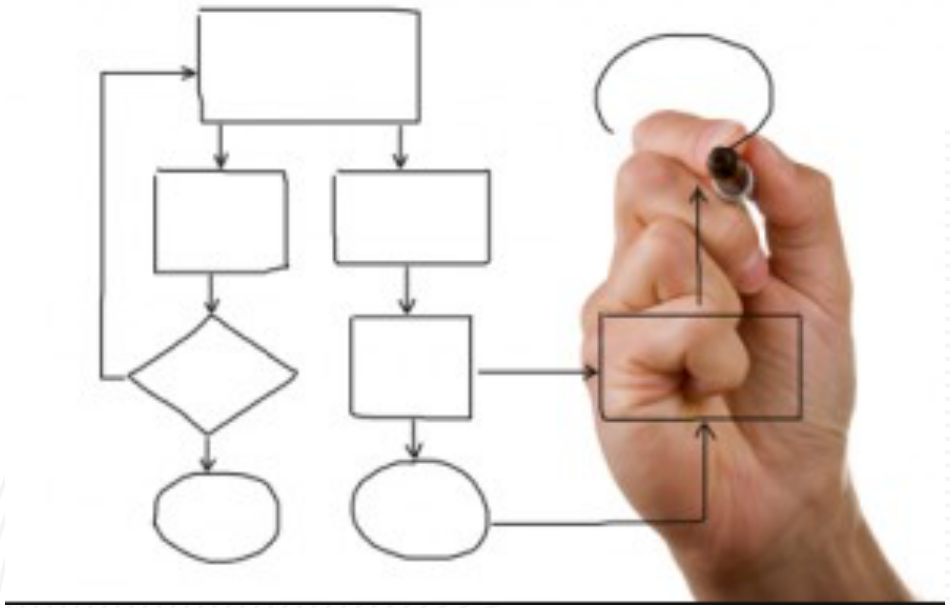
PREREQUISITES

STANDARDIZATION

- Cost value
- Compatibility time savings
- Support / support cost

PROCESSES

- Governance
- Lifecycle management
- Actions

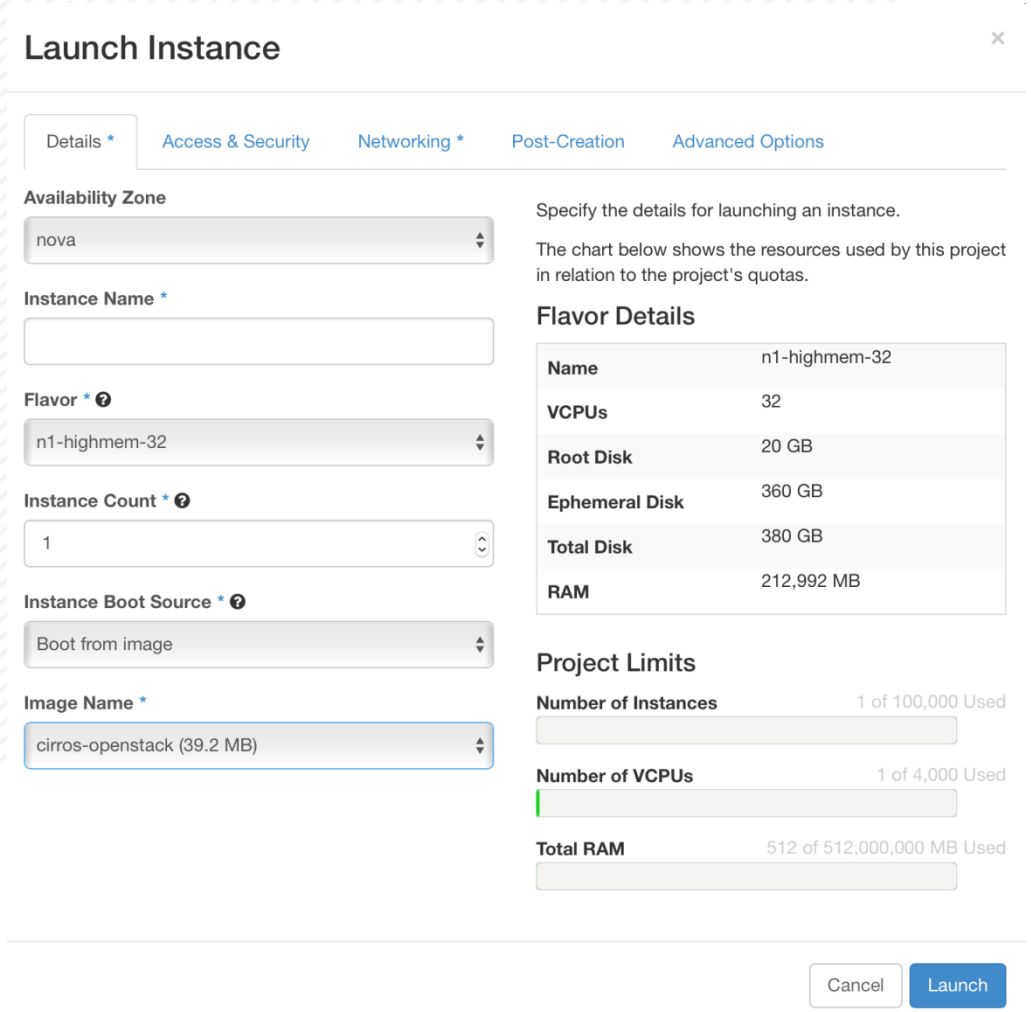


PEOPLE

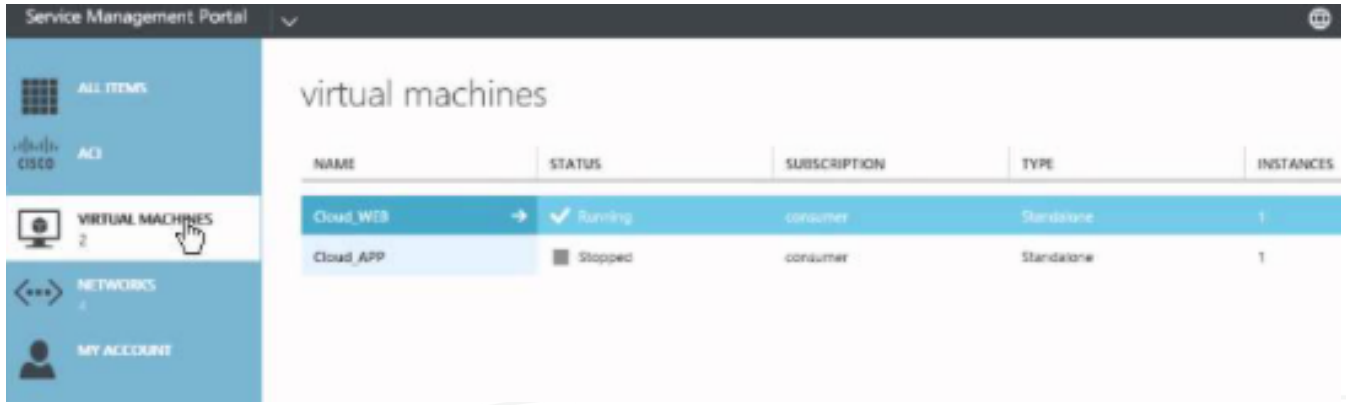
- Knowledge Sharing
- Eliminate Silos
- Cross-skilling to ”Full stack engineers”

How to Build a Private Cloud

OPENSTACK



MICROSOFT AZURE PACK



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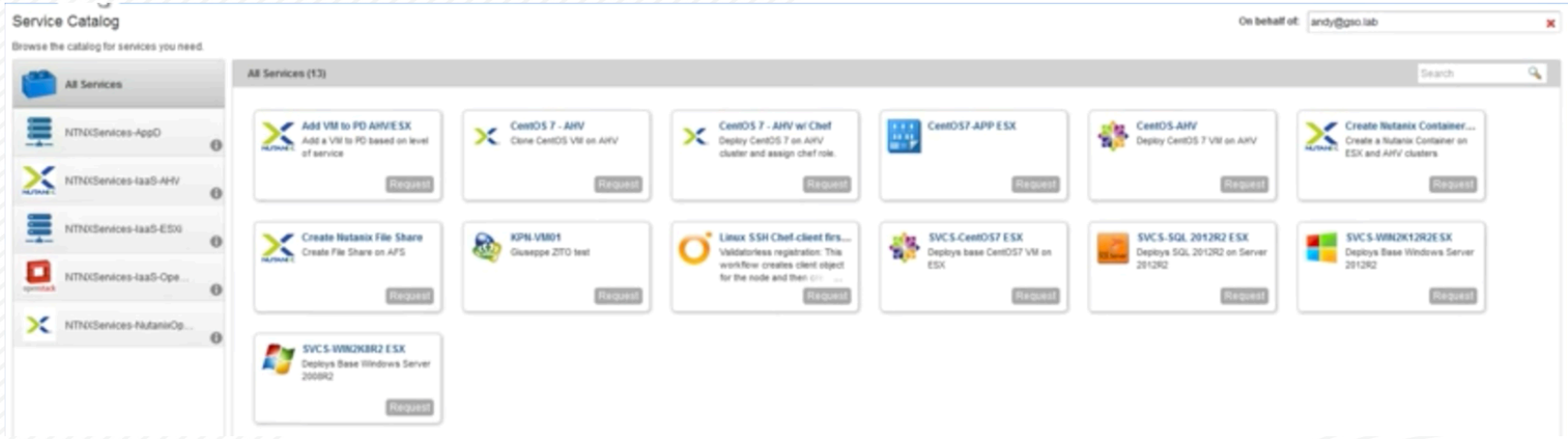
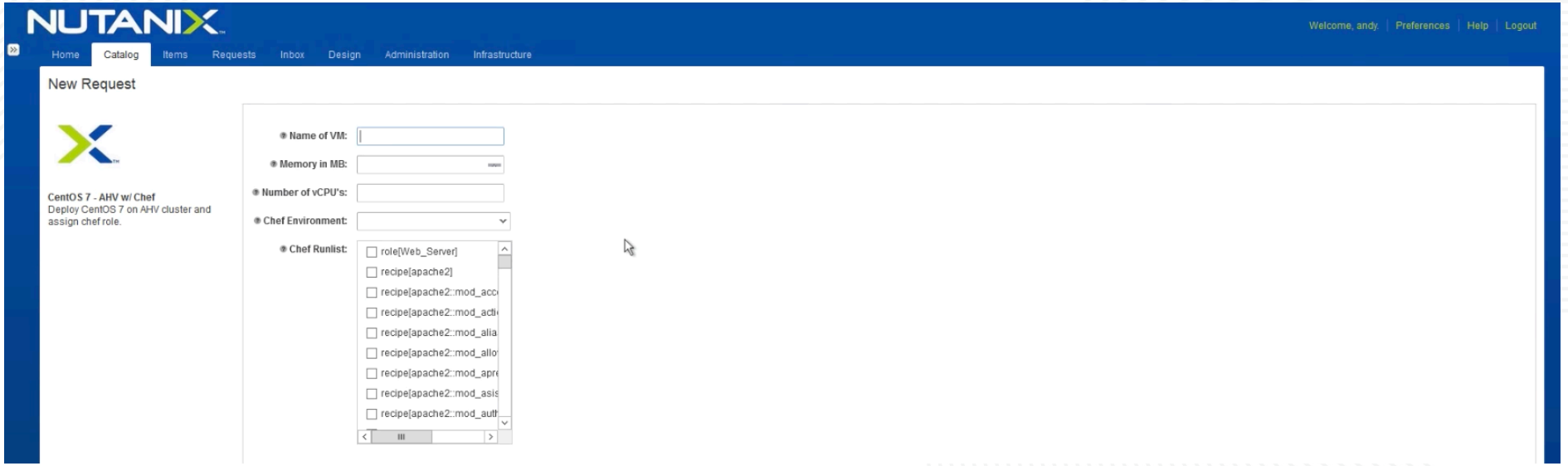
How to Build a Private Cloud

VMWARE – VREALIZE AUTOMATION



VREALIZE AUTOMATION + CHEF + NUTANIX AHV



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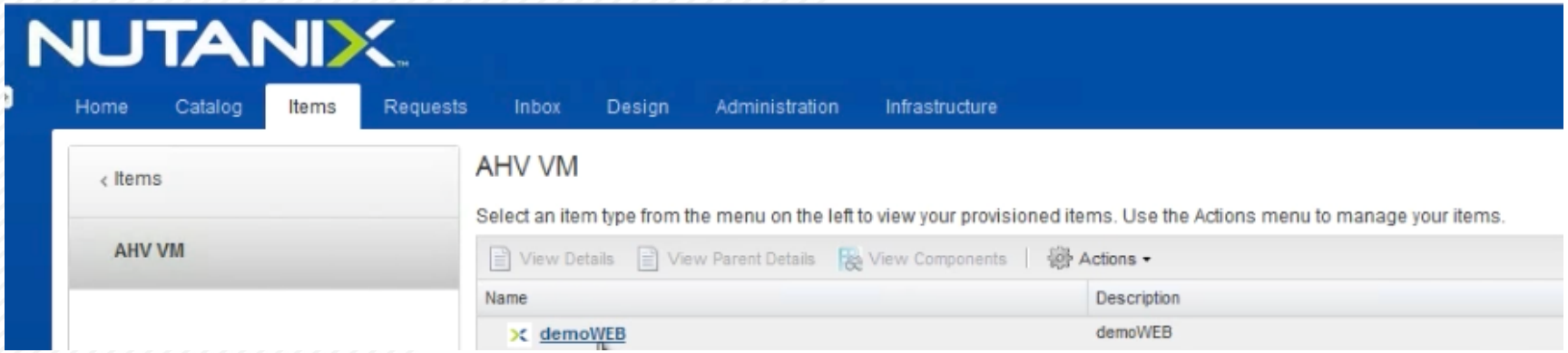
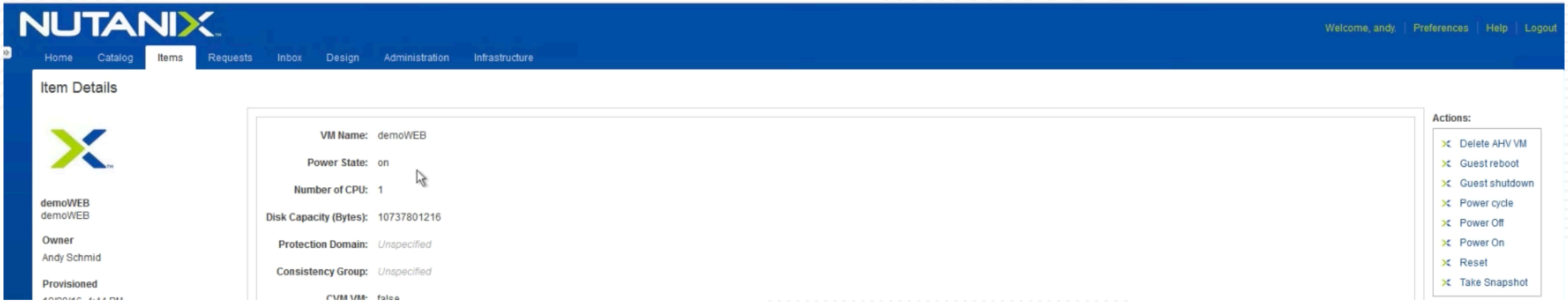
How to Build a Private Cloud

AHV VM AS MANAGED ITEM IN VREALIZE AUTOMATION

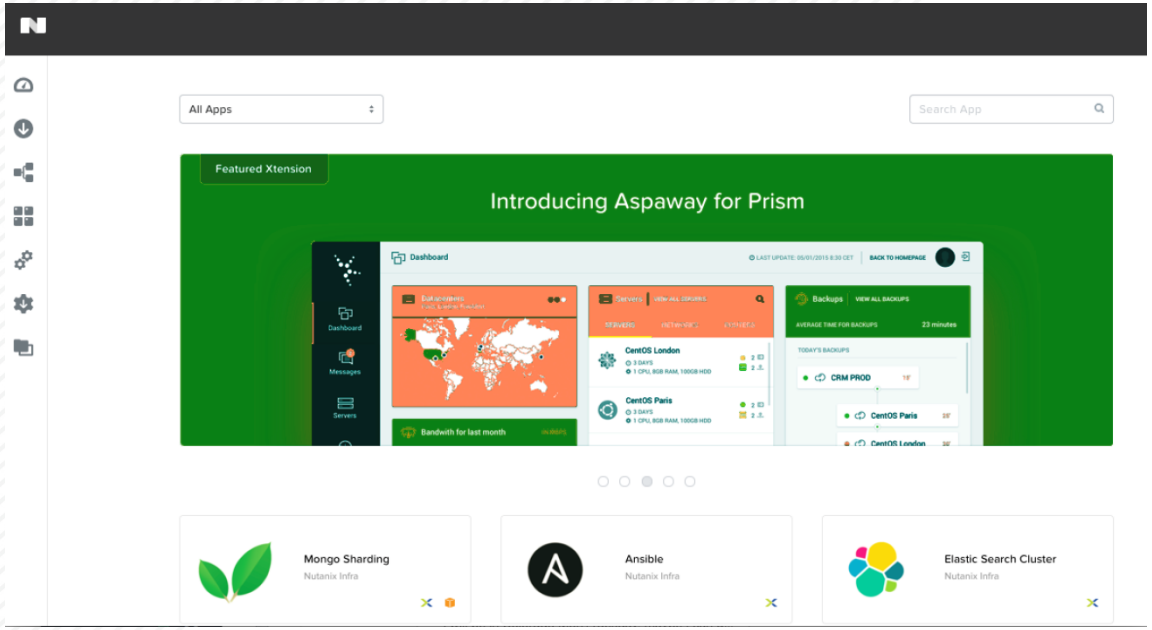


DAY 2 OPERATIONS

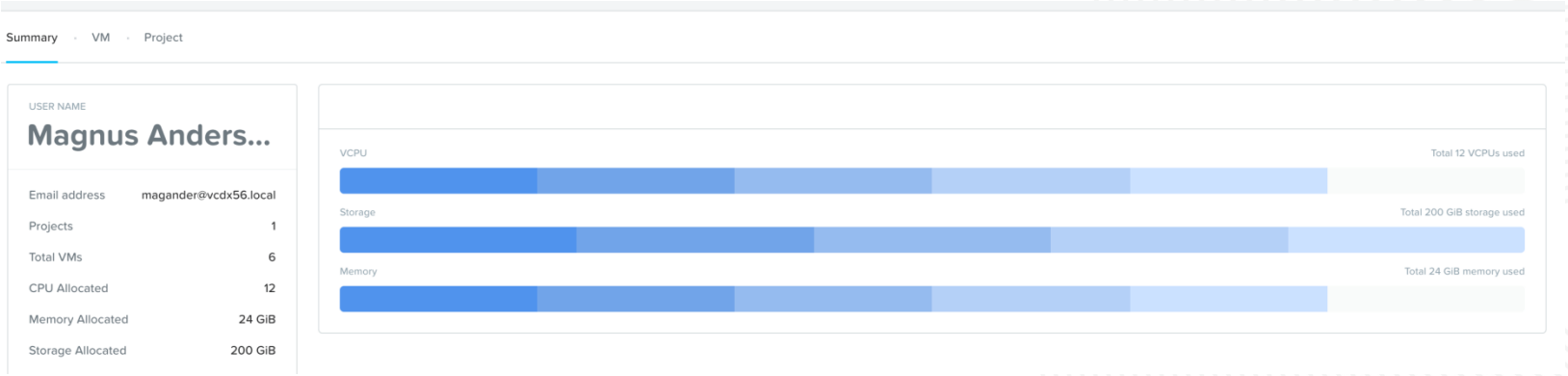


How to Build a Private Cloud

NUTANIX CALM



NUTANIX SSP



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RoundTower's Experiences with Customers

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How does Nutanix Cloud Offerings Resonate with IT

VMware vRA/vRO/NSX	Most Popular – Advanced IaaS, PaaS & XaaS
Nutanix SSP	Attractive for Basic IaaS and beating vTAX
OpenStack	Enterprise Customers – Rarely
ServiceNOW	Very Popular – especially for Basic IaaS
Azure Pack	Emerging

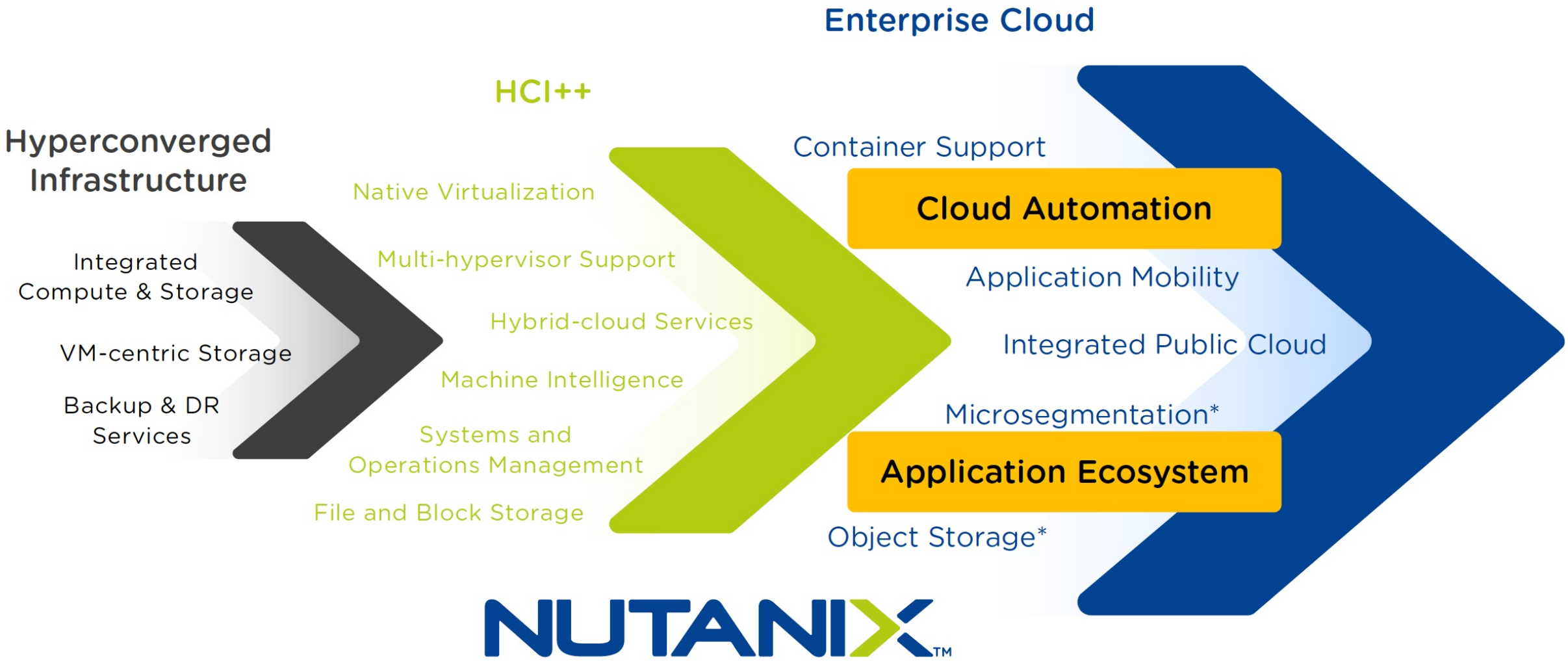
Common challenges your customers have with Cloud services?

- Understanding the correct use of Cloud
- People & Process transformation required
- Messaging across the Enterprise
- 3rd Party and ”Northbound” integrations
- APIs are important
- Understanding DevOps
- Consistent Security Posture

Why Nutanix Enterprise Cloud as a solution?

- Support
- Roadmap to Enterprise Cloud OS – Application Focus
- Platform Choice – x86 & non-x86
- Partner Eco-system

Pioneering the Enterprise Cloud OS



The Building Blocks of Private Cloud – 40,000ft View

PLATFORM

- Nutanix NX
- Dell EMC XC
- Lenovo HX
- Cisco UCS
- HPE
- IBM OpenPOWER LC

HCI

- ADSF
- AMF
- Snapshots
- Time Stream
- Async DR
- Metro Availability

HCI++

- AHV
- vSphere
- Hyper-V
- XenServer
- Prism
- Prism Pro
- AFS
- ABS

ENTERPRISE CLOUD

- Docker
- vRA
- Azure Pack
- OpenStack
- SNOW
- 1-Click U/G
- SSP
- vRO
- Xi Cloud Services
- Calm
- Excellent Support

PARTNER ECO-SYSTEM

- Microsoft
- Citrix
- Commvault
- Comtrade
- Rubrik
- And more!

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Questions?

Like What You Heard

ATTEND

HCE201
Introducing new Hybrid Cloud with app-centric automation

HCE202
Deep-dive into Prism and app automation

HCE205
Building one-click Hybrid Clouds with AWS

HCE203
Unveiling new public cloud services for the Nutanix Platform

READ

Nutanix Enterprise Cloud Datasheet

Nutanix Acropolis Datasheet

Nutanix Prism Datasheet

The Nutanix Bible

USE

Nutanix Community Edition

Nutanix Sizer

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Thank You

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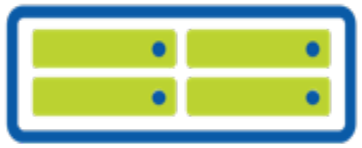
Summary

Standardization

Processes

Hypervisor of your choice

Front end portal of your choice

Orchestration engine of your choice