Safe Harbor

Forward Looking Statements

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Future of Work, Healthcare, Education

Hybrid Everything
Customer Journey to Cloud

Cloud is the Enabler of Constant Innovation

Phase 1
Infrastructure Modernization

Phase 2
Automate IT Operations

Phase 3
Integrate Public Cloud

Phase 4
Unify Hybrid & Multicloud

Data Center Services
Storage | Networking | BC/DR

DevOps Services
Cloud Native | Automation | DBaaS

Desktop Services
VDI | DaaS | Digital Workspaces

Digital Hyperconverged Infrastructure Services
Virtualization | Storage | Management & Operations | Security

PRIVATE CLOUD

1-Click Mobility
Seamless Operations

PUBLIC CLOUD
Addressing a Large and Expanding TAM

- Core/Private Cloud: $101B
- Hybrid Cloud: $96B
- Edge & End User: $21B
- Apps & Dev Ops: $5B

Total: $200+B

Source: IDC April 2020.
Cloud Consumption Trends

% age of respondents using the cloud for >25% share of overall public cloud workload

<table>
<thead>
<tr>
<th>Cloud Platform</th>
<th>% Age</th>
</tr>
</thead>
<tbody>
<tr>
<td>AMAZON AWS</td>
<td>24%</td>
</tr>
<tr>
<td>GOOGLE CLOUD VMware Engine</td>
<td>1%</td>
</tr>
<tr>
<td>AZURE VMware</td>
<td>3%</td>
</tr>
<tr>
<td>VMWARE on AWS</td>
<td>7%</td>
</tr>
<tr>
<td>GOOGLE CLOUD PLATFORM</td>
<td>1%</td>
</tr>
<tr>
<td>ORACLE CLOUD</td>
<td>2%</td>
</tr>
<tr>
<td>MICROSOFT AZURE</td>
<td>5%</td>
</tr>
</tbody>
</table>

% age of respondents using the service out of all those using at least one specialized service

<table>
<thead>
<tr>
<th>Service</th>
<th>% Age</th>
</tr>
</thead>
<tbody>
<tr>
<td>REDHAT OPENSHIFT</td>
<td>9%</td>
</tr>
<tr>
<td>GOOGLE ANTHOS</td>
<td>5%</td>
</tr>
<tr>
<td>ORACLE MANAGED DATABASE</td>
<td>8%</td>
</tr>
<tr>
<td>AZURE ARC</td>
<td>6%</td>
</tr>
<tr>
<td>AZURE STACK</td>
<td>29%</td>
</tr>
<tr>
<td>AZURE SQL</td>
<td>50%</td>
</tr>
<tr>
<td>AWS OUTPOSTS</td>
<td>2%</td>
</tr>
<tr>
<td>AWS RDS</td>
<td>3%</td>
</tr>
</tbody>
</table>

Source: Nutanix customer survey in July 2020.
Public Cloud

- On Demand Resources
- Agile and Elastic
- OpEx Model

On-Prem

- Cost, Control and Compliance
- Process and Planning Oriented
- CapEx Model
Why is Hybrid Cloud Hard?

Private Cloud

Multiple tools and management planes
Lack of consistency
Cost inefficiencies
Skillset gaps
Lack of mobility

AWS
Azure
GCP
Hybrid’s Next Evolution - True Hybrid & Multicloud

- Connect private to multiple public clouds
- One management plane for multiple clouds
- Portability and mobility without re-write and re-factoring
- Built-in cost intelligence features

![Diagram of Hybrid Multicloud with Management Plane connecting Private Cloud, Data Center, Azure, GCP, SaaS App, and Hosted Private]
Hybrid with Optionality and Mobility
Introducing Nutanix Clusters

Simplifying Hybrid Cloud

- Nutanix running on AWS bare metal (more clouds to come)
- Single Management plane with Prism
- True Hybrid Multicloud architecture that spans private and public clouds - but operated as a single cloud
- Benefits:
  - Elasticity - on demand bursting
  - Mobility - write once, run anywhere
  - Optionality - license and operating model

Hybrid Cloud Infrastructure

AWS

Azure*
Hybrid Cloud Infrastructure

Data Center
Storage | Networking | Disaster Recovery

DevOps
Automation | PaaS | DBaaS

Desktops
VDI | DaaS | Digital Workspaces

Private Cloud
x86 servers
10-25-100 GbE

Public Cloud
Nutanix Cloud | XSP | Hyperscalers

Simple
Secure
Seamless
*Under development.
Key Use Cases & Target Workloads

**Lift and Shift**
Move applications to the cloud with no code change

**On Demand Elasticity**
Rapidly burst into public cloud for seasonal increase in demand

**VDI on Cloud**
Leverage public cloud nodes to simply scale VDI infrastructure

**Business Continuity**
Quickly build-out disaster recovery sites in any public cloud region

**Cloud Native Services**
Modernize applications and connect natively to cloud services

**I/O Intensive Apps**
Tackle high end databases, big data and other I/O intensive apps
Case Study

Challenge

• On-prem datacenter running out of capacity for VDI workloads
• Use AWS for DR without cost concerns

Solution

• Nutanix Clusters makes it easy to rapidly restore VDI in AWS in case of a DR event

Outcome

• Quick setup: started using Nutanix Clusters on Day 1
• Ability to hibernate the cloud cluster helps control hybrid cloud costs
• Same performance, same failover policies in cloud as in on-prem datacenter
• No new skills needed to setup DR in AWS

“Nutanix Clusters allows us to easily and rapidly burst capacity in AWS when needed to quickly restore our workloads from a backup.”

Craig Wiley,
Sr. Infrastructure Systems Architect
Case Study

Challenge
• Short-term, seasonal increased resource capacity needs
• Need to avoid operational silos

Solution
• Nutanix Clusters automatically bursts into AWS when datacenter capacity hits a threshold

Outcome
• On-demand capacity expansion without datacenter expansion
• Autoscaling policies remove manual effort from cluster expansion
• Unified management plane across AWS and on-prem improves operational efficiency

“Nutanix Clusters provides a seamless way to burst into public clouds, while knowing all our apps will just work – without needing to repackage or rearchitect them.”

Julian Doak, CISO
How are we Different?

- Re-use AWS Accounts
- Your cloud. Your control with self-service
- Direct network integration to reuse VPCs
- Portable on-prem license
- Hibernation and cost governance built-in
Your Cloud in 2 Simple Steps

Create Cluster

Region and Network

Cluster Name: ACME-v3x8E6f
Region: Northern California

Networking

Virtual Private Network (VPC)
demoNutaxi (172.0.0.0/16)

Management Subnet:
Public/Subnet (172.0.2.0/24)

Testing

Compatibility matrix tag
Deployment group tag

Cluster Capacity

Host type: 3rd-metcal
Number of nodes: 3

Redundancy Factor: 2

Key name: new-ssh-key-name

Nutaxi Software

ADS Version: 5.17.5

ADS Software Tier: Pro

Add-on Products:
- [ ] Nutaxi Files on ADS
- [ ] Privy Access
- [ ] Restricted

Management Services Access:
- [ ] Restricted
- [ ] Disabled

Next
Single Management Plane

Virtual Machines
Containers
Storage
Network & Security
OPS with IaC
Cost Governance from the Get-go
Hibernate for Additional Cost Efficiencies
Summary

• Hybrid cloud solutions need to evolve to support multicloud

• Existing solutions do not address the current customer challenges around cost inefficiencies, lack of choices, and mobility and portability of apps, data and license

• Nutanix Clusters is the first of its kind that bridges private and public clouds in a simple, seamless way that is cost intelligent, enables portability of workloads across multiple private and public clouds

• Nutanix is evolving its leading HCI solution into industry’s first Hybrid Cloud Infrastructure
Digital Experience

Test Drive
Self-guided walk-me experience of provisioning & use cases
All costs covered by Nutanix
4-8 hrs of availability

Free Trial
30-day free trial of Nutanix software
AWS infra responsibility of prospect
All Nutanix products available to try
Thank you