



Nutanix Solutions for End-User Computing (EUC)

APRIL 2020

Why EUC and Specifically Why VDI/DaaS

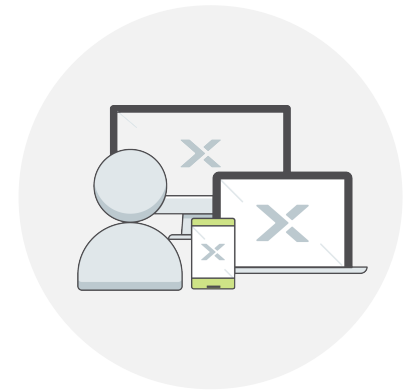
Managing desktops and users are difficult for organizations



Centralized
Management



Security



Enable BYOD



Virtual Desktops Are in Nutanix DNA!

1,000s of customers, millions of users, world class support*

Nutanix HCI Platform for VDI

Industry's best platform for VDI, particularly for Citrix environment. 1-click simple. Industry's best ROI.
Expands to 10,000s of users with linear scalability.



Desktop as a Service (DaaS)

The easiest way to deliver desktops and apps using a managed service (broker). Spin up workloads quickly in any cloud (public, private). Pay-as-you-go infrastructure.
Managed service → maximum security.



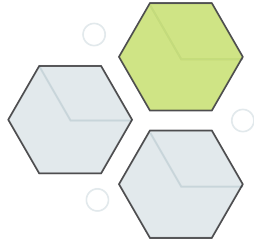
* Weighted CSAT score of 9.7 and average NPS score of 90 for 5 years



Nutanix HCI Platform for VDI



IT's Challenges with VDI



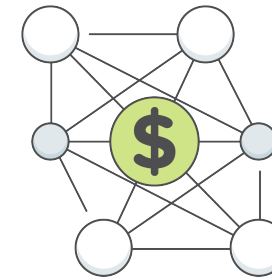
Poor User Experience



Unpredictable Availability and Security



VDI Projects Take a Long Time



Complexity and Cost



Solution: Nutanix HCI for VDI



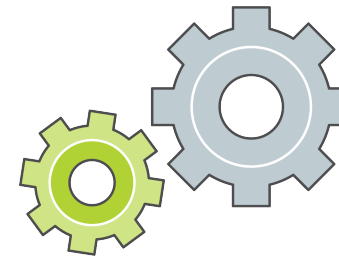
Excellent End-User Experience at Scale



Always On Availability & Security



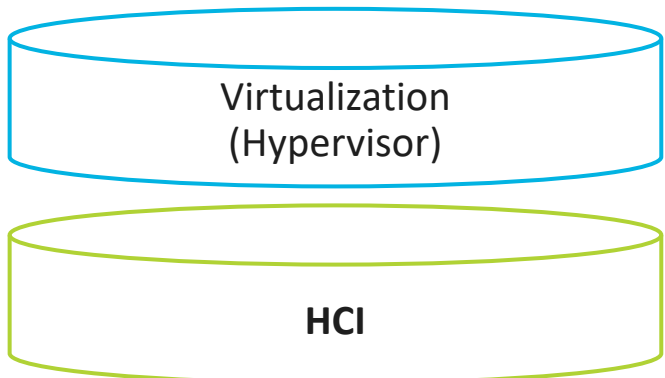
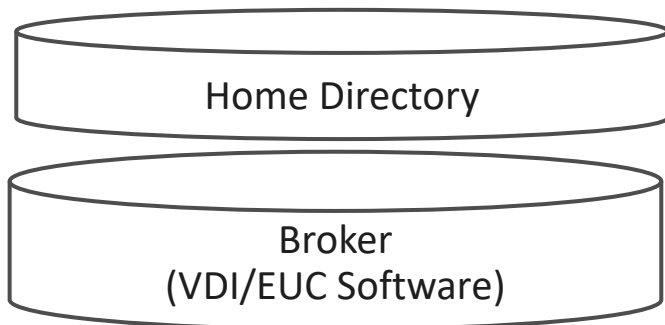
Faster Time to Delivery



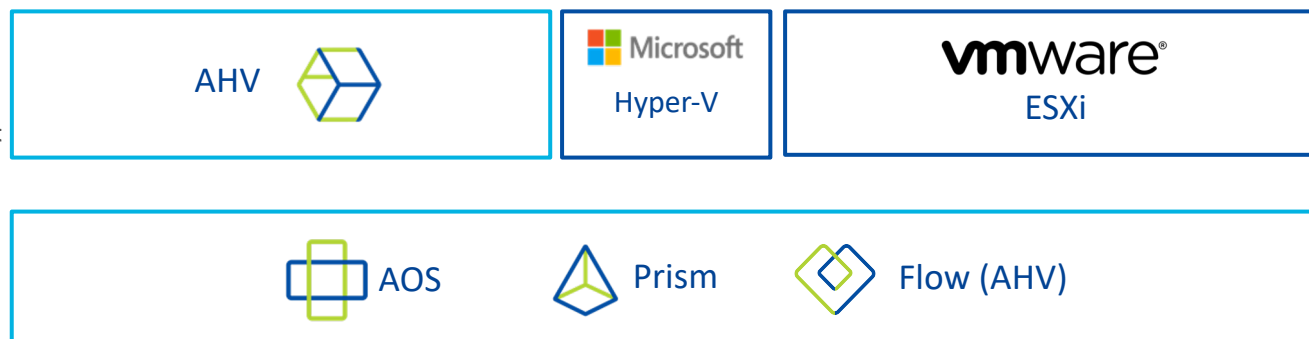
Improved Efficiency



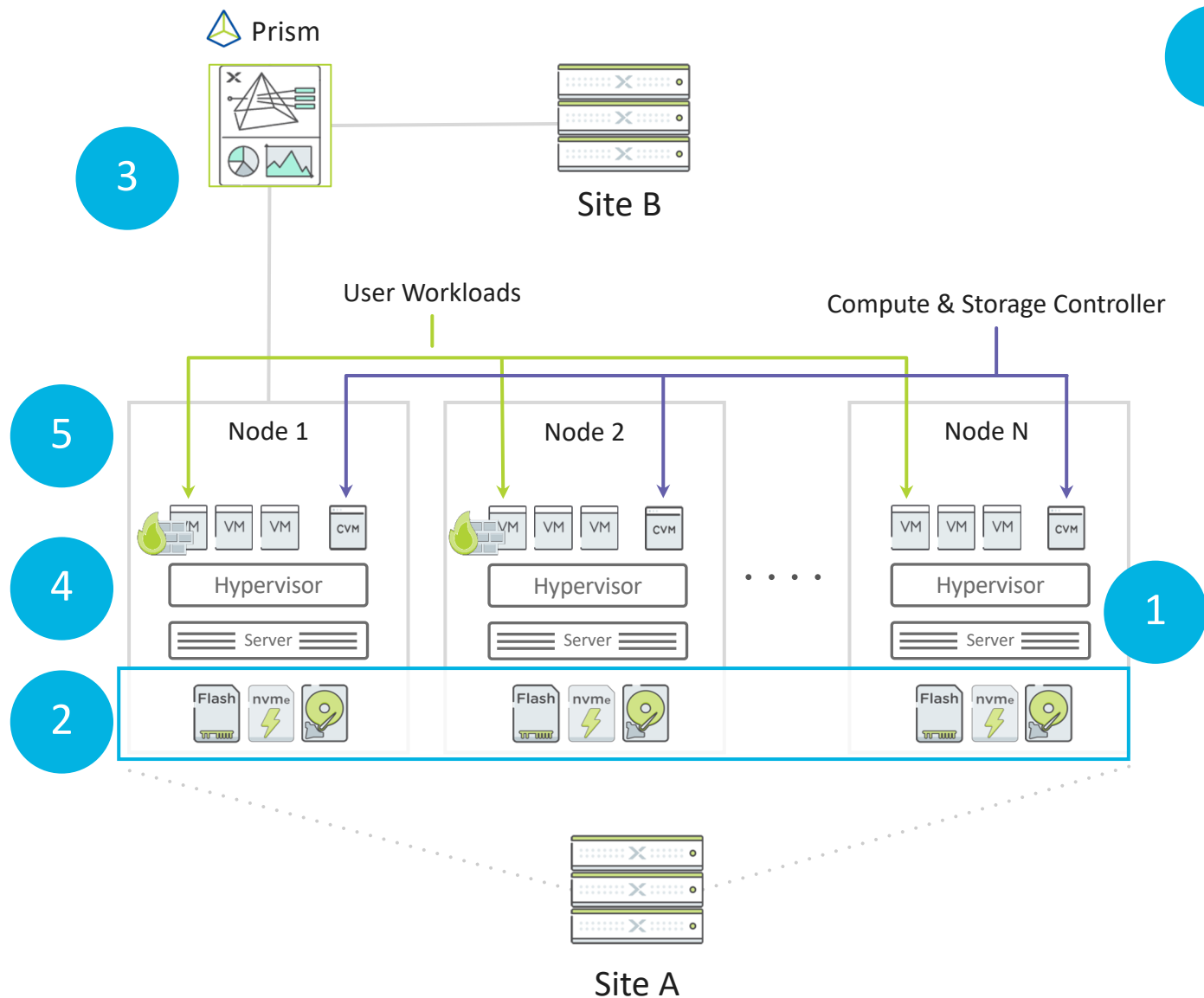
HCI Stack for VDI



Choice of
Hypervisor



VDI Solution Technology Overview

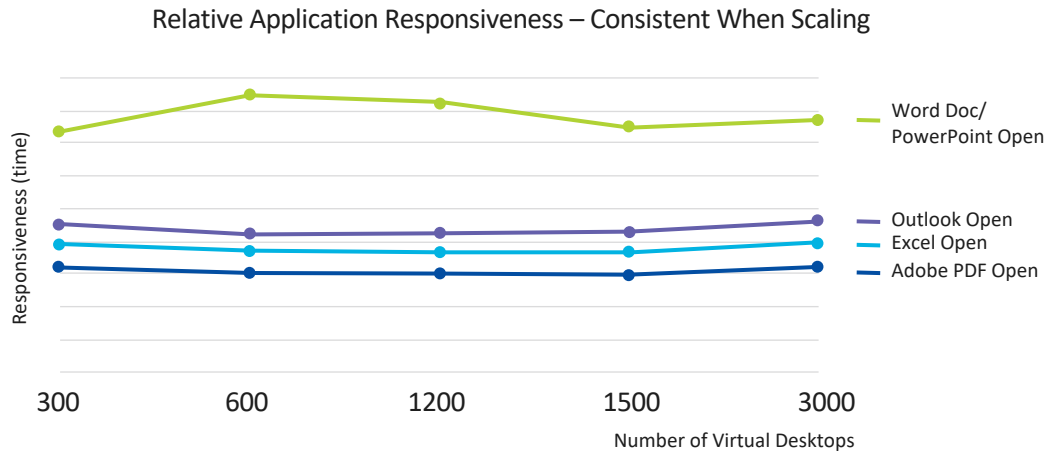


- 1 Hardware platform choice: covering user density; GPU etc.
- 2 Linear scaling & no boot storm due to web-scale & data locality
- 3 Management with Prism: Consumer grade UX & 1-click automation
- 4 Choice of hypervisors (incl. AHV)
- 5 Integrated files services, SD networking etc.



Consistently Great User Experience

From 100s to 1,000s of end users



Hokuhoku Financial Group, Inc.



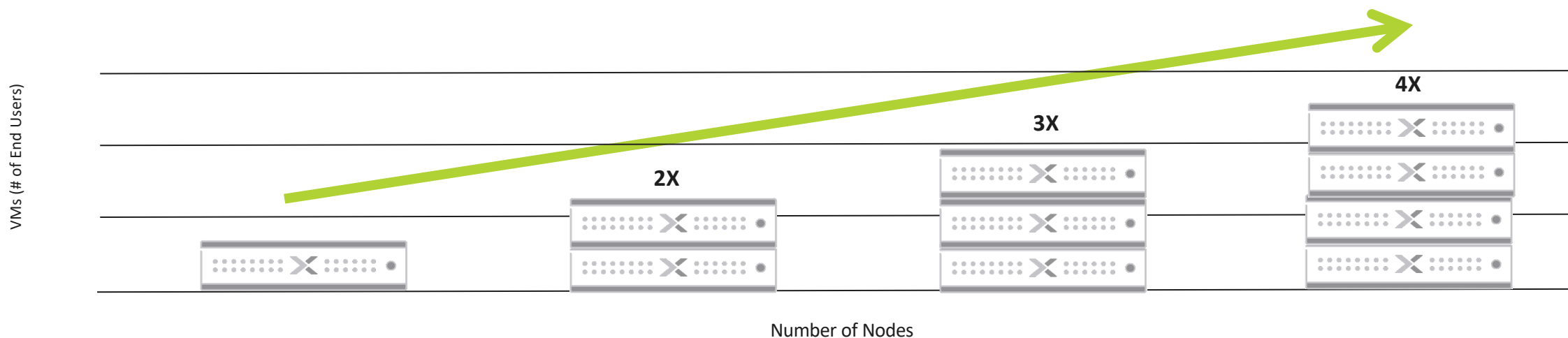
**American
Red Cross**

Enabling Advanced Workstyles

Customers like Hokuhoku and American Red Cross maintain their end-user experience with responsive desktops and applications even as they scale to 1,000s users and beyond



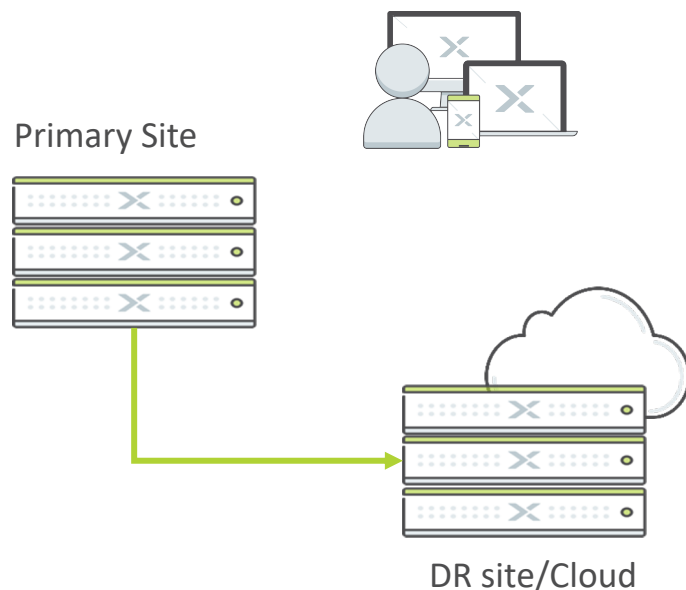
Linearly Scaling VDI Capacity



Customers like Fairway Mortgage and UW Health scale their EUC environments without forklift upgrades for 100's to 1000's of end users – paying only as they grow



Keep End-Users Always Connected



97% fewer instances of unplanned downtime vs. before¹

- Self-healing platform with integrated 1-Click DR and multi-cloud support
- Secure access to desktops and apps, integrated network security

“Nutanix is providing **near 100% uptime**, enabling us to more easily meet our SLAs. With Nutanix, our attorneys **can be more efficient** with their caseloads, providing **better service to all** of our global clients.²”

**Sheppard
Mullin**

¹: IDC Business Value Assessment of Nutanix Enterprise Cloud, 2017

²: <https://www.nutanix.com/company/customers/sheppard-mullin>



Excellent Time to Value



Nutanix HCI for Citrix with AHV

Moving Quickly During a Merger

Support the new users much faster, with fewer IT resources, and at much lower cost

More details: <https://www.nutanix.com/company/customers/cardinal-innovations>



Nutanix HCI for Citrix with ESXi

Enabling Advanced Workstyles

End-to-end setup and deployment time reduced by 92%

More details: <https://www.nutanix.com/company/customers/nomura-research-institute>

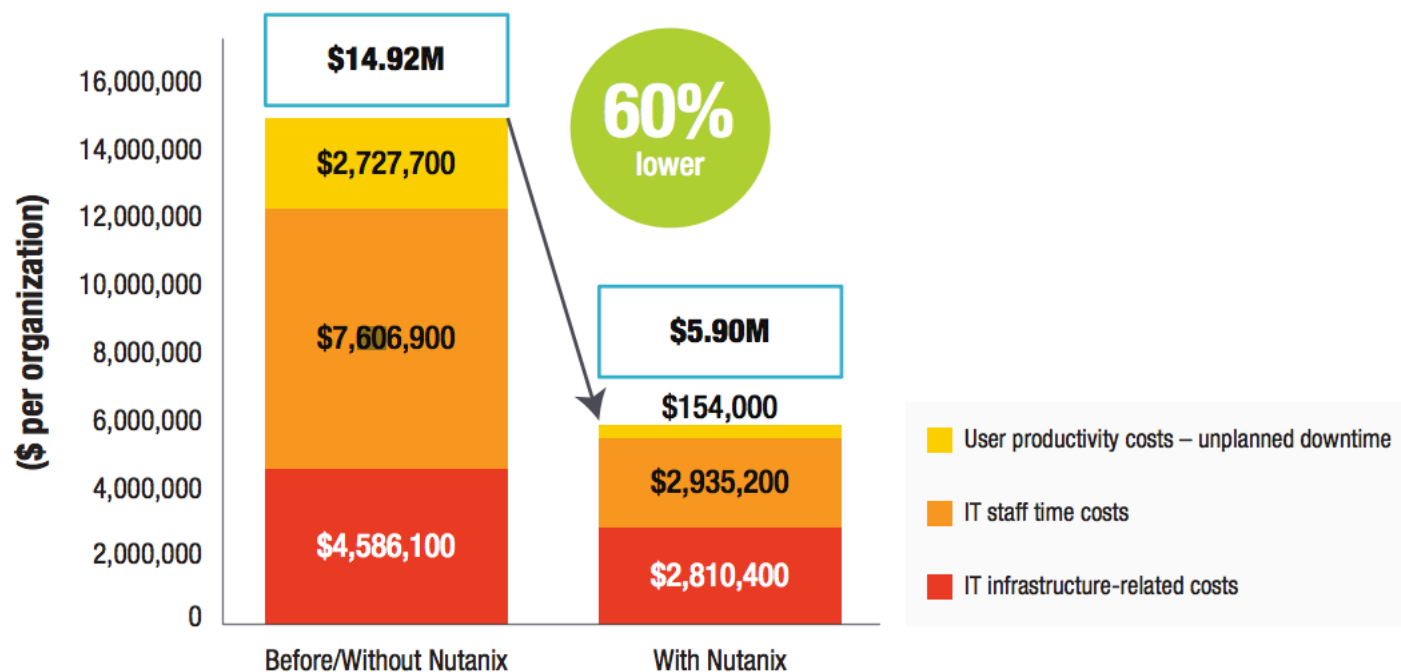


Greater Efficiency Reduces OPEX Costs

Invest more resources and funds in EUC adoption and growth



Five-Year Cost of Operations



- Up to **60%** five-year cost reduction of supporting workloads (including EUC) on Nutanix
- Up to **61%** savings less IT staff time to deploy, manage, and support than their legacy infrastructures

Source: IDC, 2017



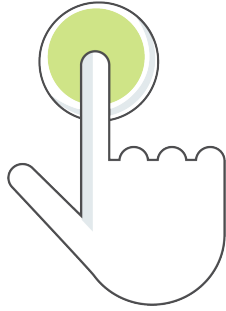
Source: IDC White Paper, Nutanix Delivering Strong Value as a Cost-Effective, Efficient, Scalable Platform for Enterprise Applications, August 2017



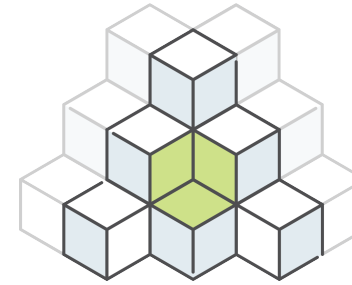
Frame Desktop as a Service (DaaS)



Nutanix Xi Frame: Desktop as a Service



Instant Start



Unlimited Scale in Multi-cloud



Top-notch Security



CapEx to OpEx



Industry's Best DaaS Solution

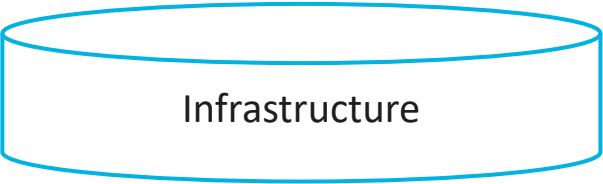









Xi Frame

Cloud-hosted
DaaS platform



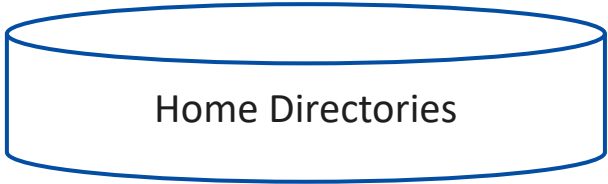






On-prem or Hosted Private Cloud







OneDrive



panzura

Shared drives SMB

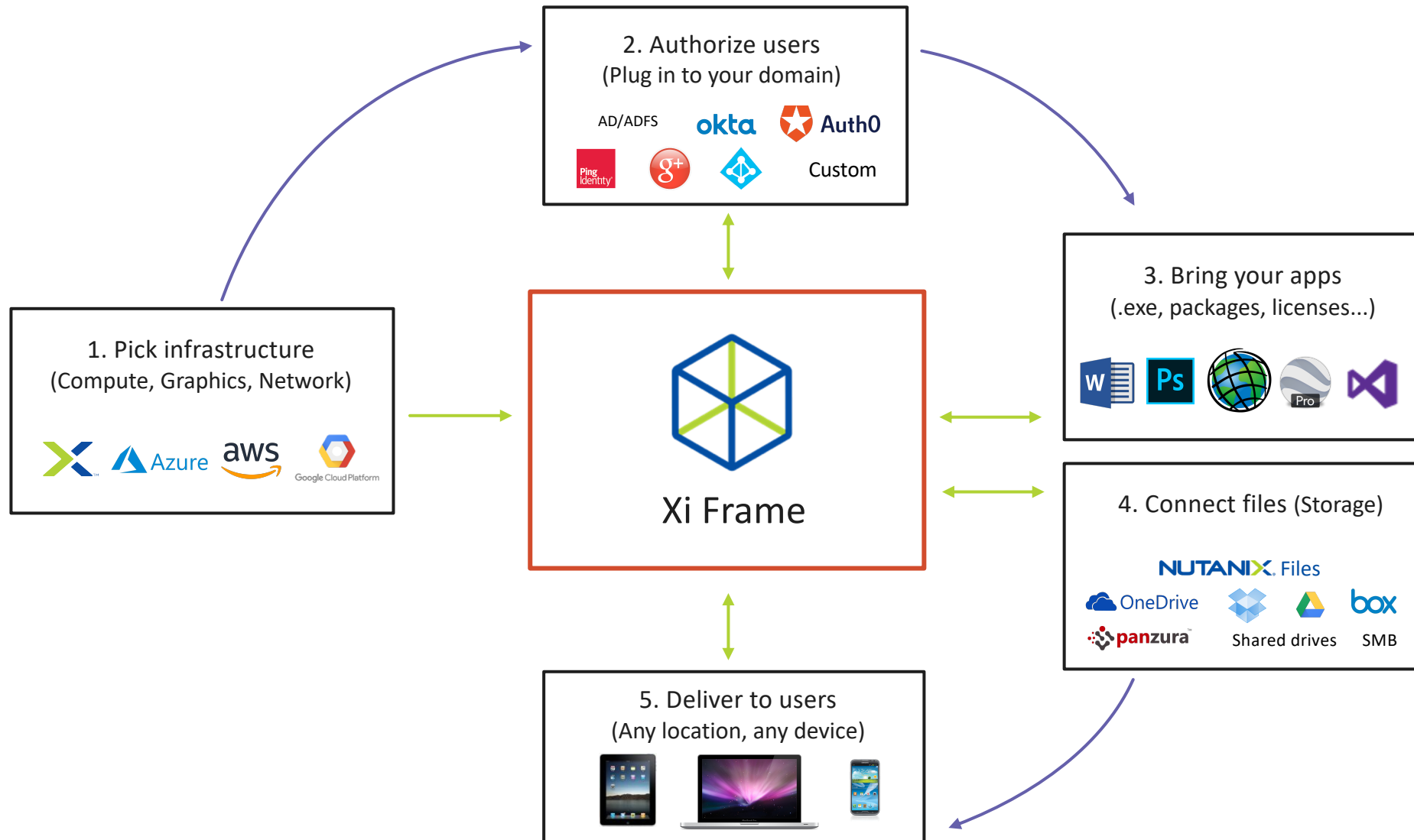




Files



Xi Frame Solution Overview



Instant Start: Zero to Production in <3 days



Before

On-prem >3 months

- Accounting convince IT to provision Oracle DB
- Client software install

With Frame

Cloud <3 days:

- Entire software stack provisioned/configured
- Accountants invited by email; access via browser from anywhere

Multiview Customers



More details: <https://www.nutanix.com/company/customers/multiview>



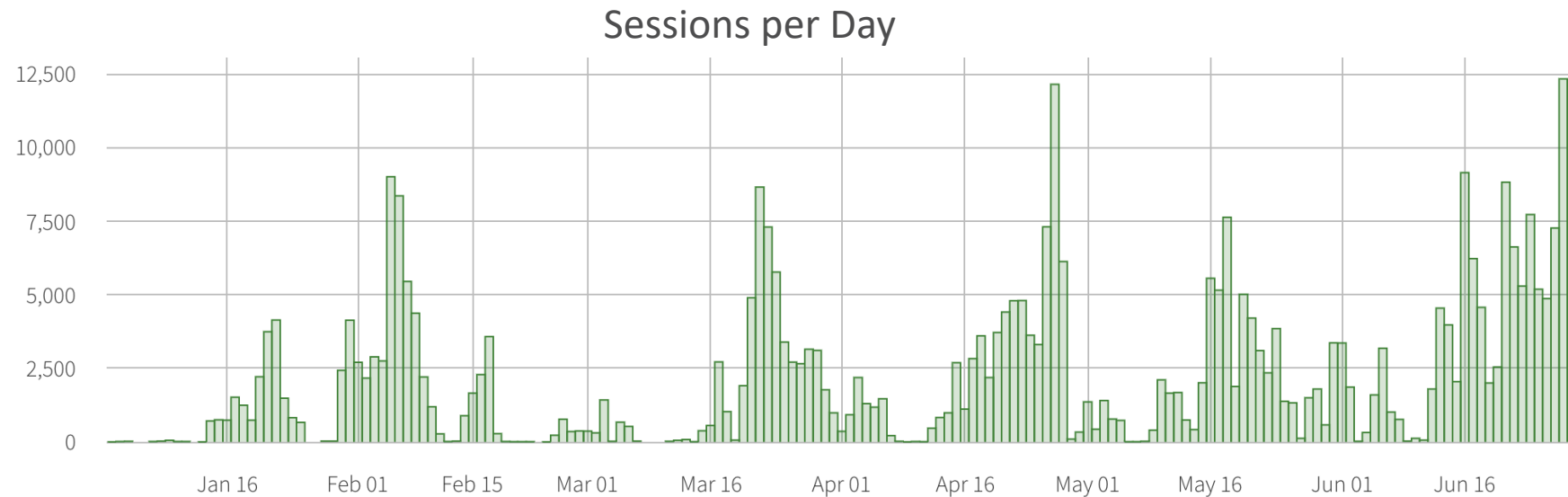
Unlimited Scale in Multiple Clouds



Market research for major consumer brands



- Project-based deployments scale from 0 to 15,000 sessions/day
- Customers dictate which cloud to use



More details: https://docs.google.com/document/d/1hygY_G6lBRoGuCvPHcGPXRL_LYhg8CKrK8OAhPG-ts



Top Security: Government-Grade Clouds



Frame Control Plane in AWS Government Cloud

- Public Sector use cases: agencies handle controlled information
- Frame's security features built for government, benefit commercial customers too

CLASSIFIED



More details: check your tax return!



Pay for What You Use: CapEx to OpEx

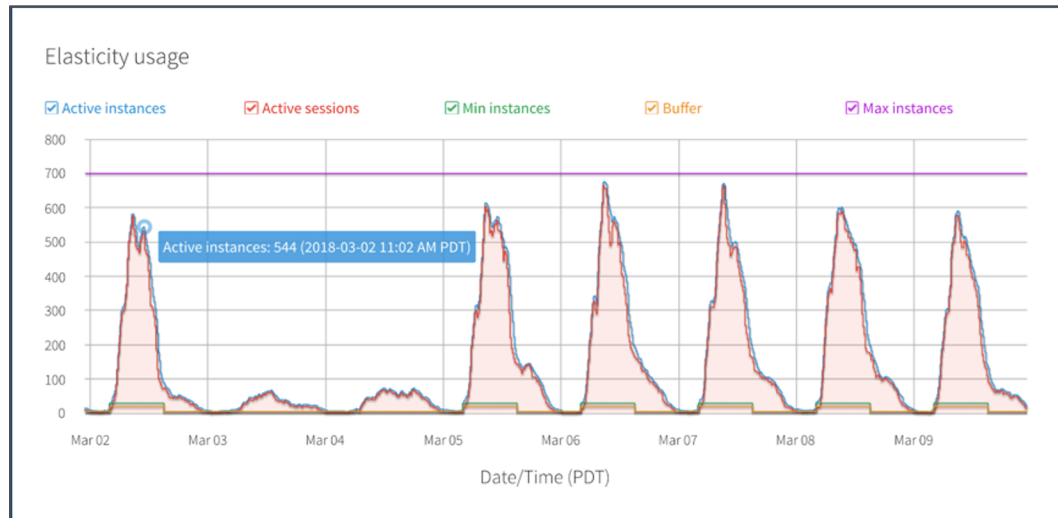


Perfect for Education:

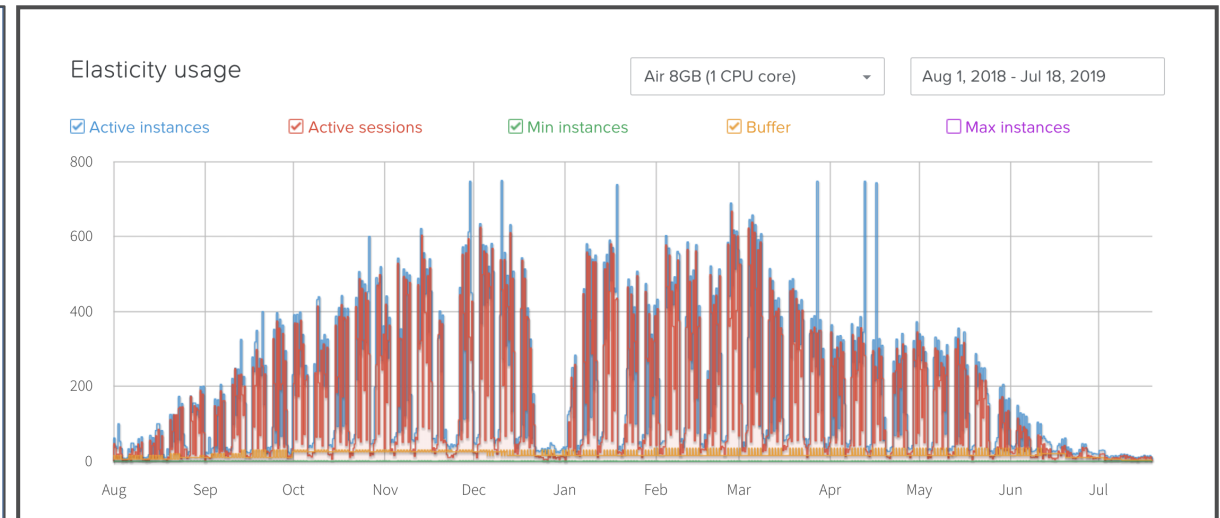
- ~500 high schools for yearbook design
- Student access: part-time
- Usage: seasonal



Weekly Usage Pattern



Annual Usage Pattern



More details: <https://www.nutanix.com/company/customers/jostens>



Large Scale Nutanix EUC Deployments



Nutanix Customers with 10s of Thousands of Users Deployed



Global 500 financial
services companies

Many other Enterprises
and Public sector
customers



Tools and Resources



Tools & Resources

Nutanix EUC site

- www.nutanix.com/euc

Email

- EUC/VDI specialist: vdi@nutanix.com
- Frame specialists: frame-sales@nutanix.com

Other resources:

- ROI/TCO Calculator: <https://www.nutanix.com/vdiroi>

For Reference Architectures, Solutions Notes, Best Practice Guides, visit the Support Portal: <https://portal.nutanix.com/#/page/solutions> and filter by “VDI”.



The background features a blue-to-green gradient with four large, semi-transparent chevron shapes pointing towards the center. The Nutanix logo is centered in the upper half of the image.

NUTANIX™

Thank you