



Kjell-Einar Anderssen. Country Manager Norway - Nutanix

**Make datacenter infrastructure invisible,
elevating IT to focus on applications and services**



1750+ customers

Over **70** countries

6 continents

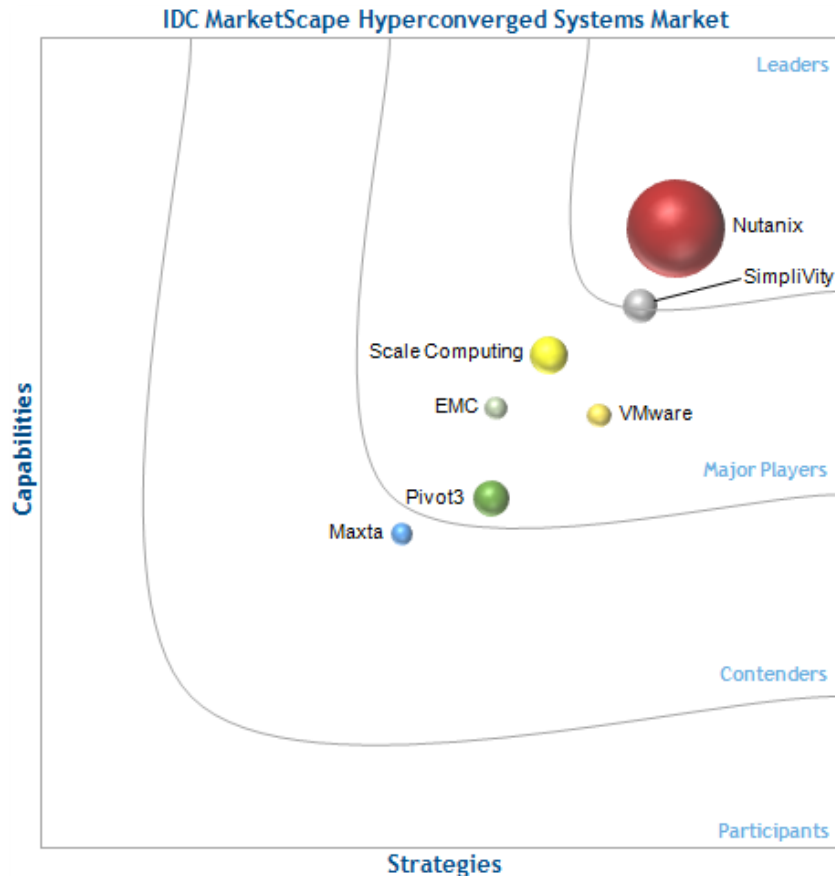


Founded in **2009**



1100+ employees

➤ Clear Market Share Leader



52% market share

- “Nutanix has been a key player in the emergence of the hyperconverged market and was early to demonstrate demand for the technology.”
- “Leading position in mindshare, as well as market share.”
- “Nutanix systems have diversified from targeted or specialized workloads like VDI to Tier 1 applications and highly virtualized general business workloads like SAP, Oracle, Microsoft Exchange, SQL Server, SharePoint, Splunk, and Unified Communications.”

Gartner Magic Quadrant Integrated Systems 2015



Strengths

- Nutanix is a complete infrastructure solutions company, providing its customers flexibility in their choice of hypervisors and cloud usage
- Nutanix has gained market credibility and established a worldwide presence
- The Acropolis scale-out architecture, along with the ability to scale compute and storage independently, enables users to grow Nutanix deployments incrementally to meet application needs.

> Web-Scale: Design Point For Invisible Infrastructure

Design Principles

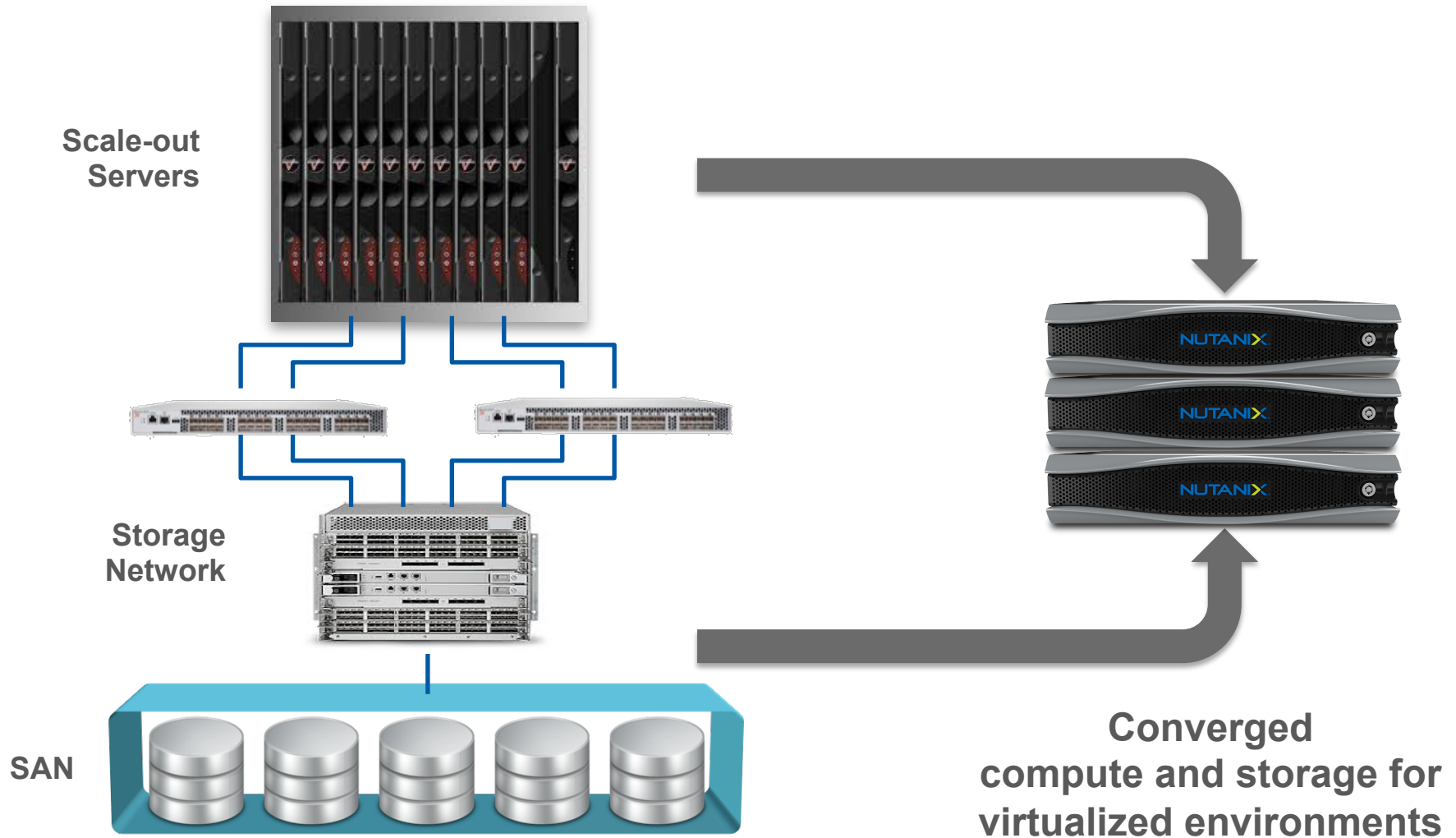
- Unbranded x86 servers: fail-fast systems
- No special purpose appliances
- All intelligence and services in software
- Extensive automation and rich analytics
- Distributed everything

Benefits

- Linear, predictable scale-out
- Always-on systems
- Fast innovation in software
- Operational simplicity
- Lower TCO



> Hyperconvergence Solves the Data Problem



> Bigdata references

- Laurentian bank of Canada
- NASDAQ
- Nintendo America
- Northern Trust
- Omgeo
- Seniors Energy
- Splunk
- Toyota
- Swisslos

- Swiss lottery company founded in 1937
- Contributes all revenue to charitable cultural projects, sporting activities and social institutions
- Lottery and card games, online gaming, and sport and horse-race betting activities
- Profit of 365 million Swiss francs

Challenges:

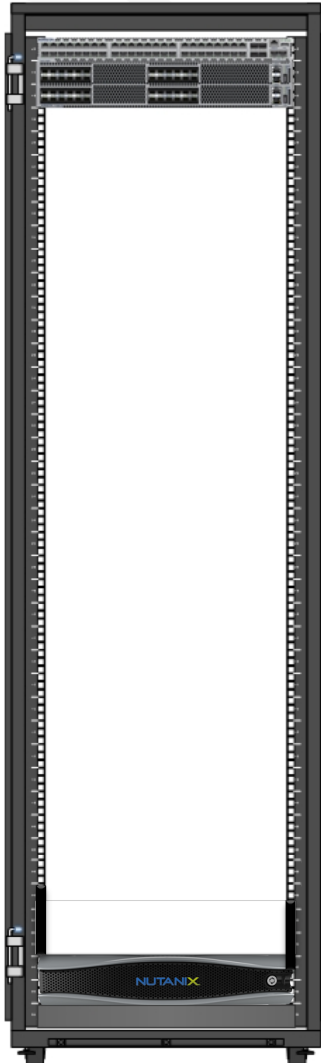
- Increasing number of customers,
- Increasing expectations in terms of customer response times
- Providing customers a buying experience online that is fast and efficient
- No longer than 20 seconds to effect a transaction

Old Environment:

- Migrated from physical machines, 8GB FC storage, 24GB of RAM and 16 Core on two sockets.

New Environment:

- Each indexer VM has 24GB of RAM and 8 vCPUs.
- Two indexers are running in cluster with the Splunk cluster replication
- OS of all Splunk VMs is Red-Hat Enterprise
- Splunk version 6.3
- Indexing 77GB/day
- Running three Splunk search heads each with 8 vCPUs and 8GB of RAM



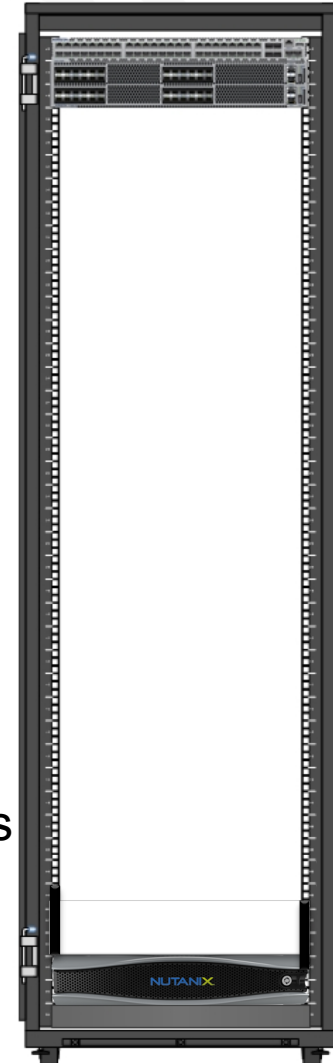
- Configuration:
- 4 x servers with total
 - ✓ 64 cores CPU
 - ✓ 1TB memory
 - ✓ 3.2 TB SSD
 - ✓ 16TB HDD
 - ✓ Nutanix starter license
 - ✓ Nutanix Acropolis Hypervisor

Splunk cluster replication.



200 Linux Virtual Machines

Installation and training: two days



- Swisslos also operates a Test-environment (Test-bed)
- Test-bed used during the migration of the virtual machines
- Virtual machines were firstly provisioned on the test-bed system and, once proven – at a keystroke - migrated directly onto the new live production environment
- Prism, Nutanix's management framework, provided the ability to control and manage the complete environment for the migration,
- Prism includes REST-API for seamless integration with third-party environments

“Nutanix delivers exactly what it promises. We can easily perform all of our day-to-day management and support activities in a live-productive environment, without any worry of performance degradation or outages.

Joris Vuffray,
Head of Networks & System Solutions, Swisslos

Benefits

- Faster, easier, more cost-efficient solution
- An architecture to scale for the long-term (Pay-as-you-grow)
- Easy administration of VM clusters
- More system-administration time freed up for technical staff to spend on value-added tasks
- Nutanix implementation deliver over eleven million page views per month
- The most striking features of Nutanix's platform are its simplicity and speed,"

Joris Vuffray, Head Network & System Solutions at Swisslos.

Resources:

Swisslos:

<http://www.nutanix.com/resource/swiss-lottery-migrates-online-lottery-business-nutanix/>

Splunk:

<http://go.nutanix.com/rs/nutanix/images/nutanix-splunk-solution-brief.pdf>

Hadoop:

http://go.nutanix.com/rs/nutanix/images/Hadoop_Solution_Brief.pdf



Questions?