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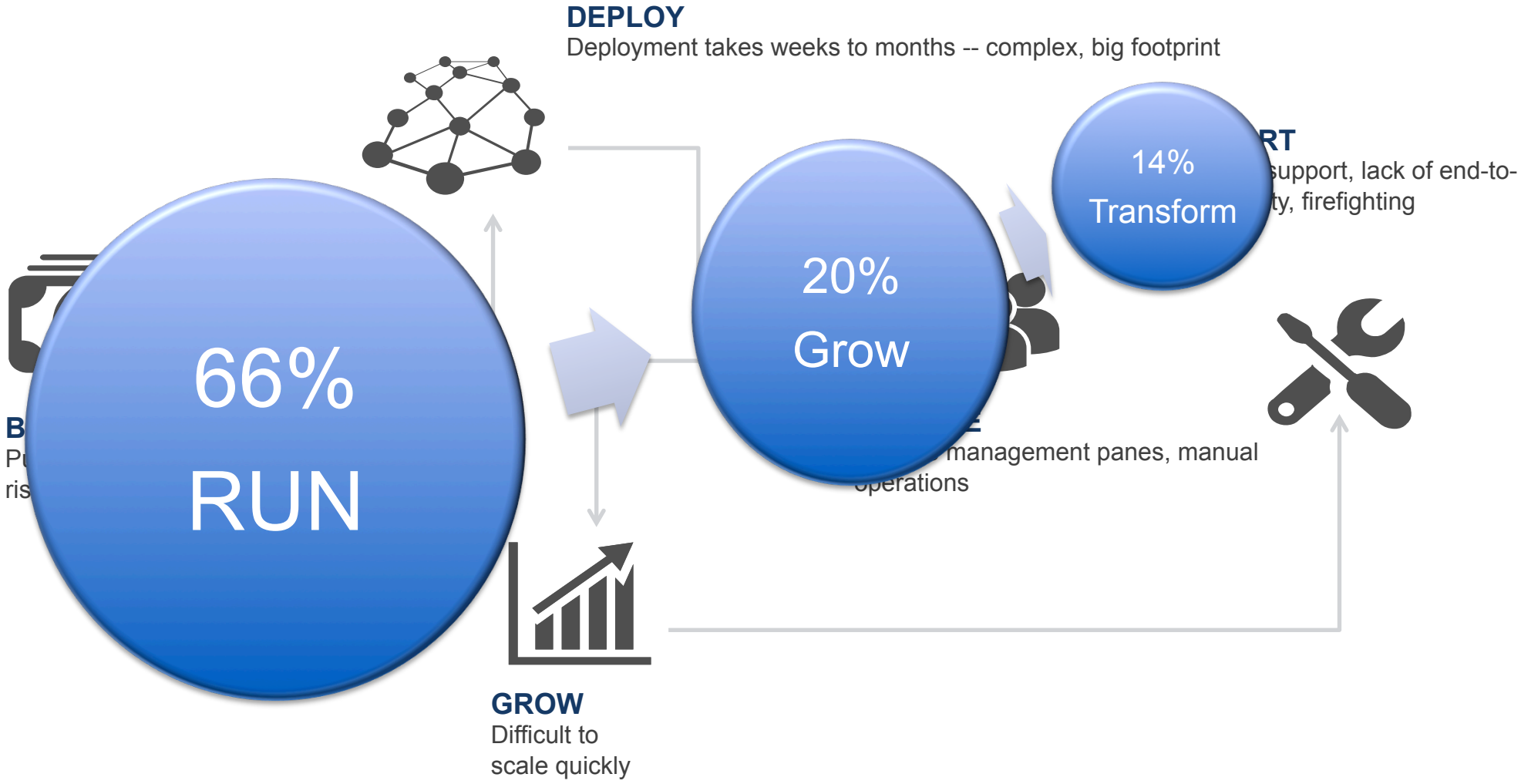
# *Hva er den reelle business-verdien ved software definert datasenter (SDDC)*

Kjell-Einar Anderssen
Country Manager - Norway

# Scale & Complexity of IT Today




Traditional Infrastructure



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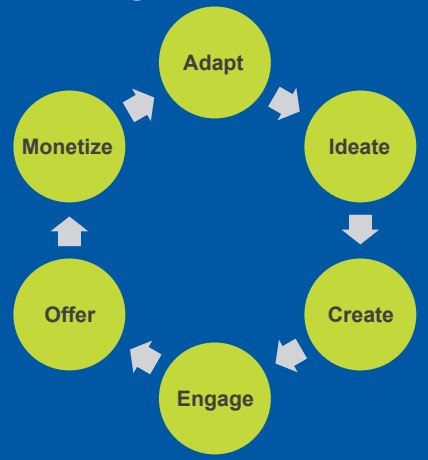
# Challenges Facing the CIO

## Evolution from "Designed to Last" to "Designed to Change"

| *Support Core Apps that Run the Business* | *Operate as a Business with Ever Lowering Costs* | *Drive Business Innovation at a Faster Pace* |
|---|---|---|
| IT Craftsmanship | IT Industrialization | Digitalization |
|   |  |   |
| IT provides innovation and new capabilities | IT supports efficiency, effectiveness and integrity | Digital provides continual opportunities for growth, innovation and differentiation |

Source: Gartner, "Flipping to Digital Leadership: The 2015 CIO Agenda"



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# Challenges Facing the CIO

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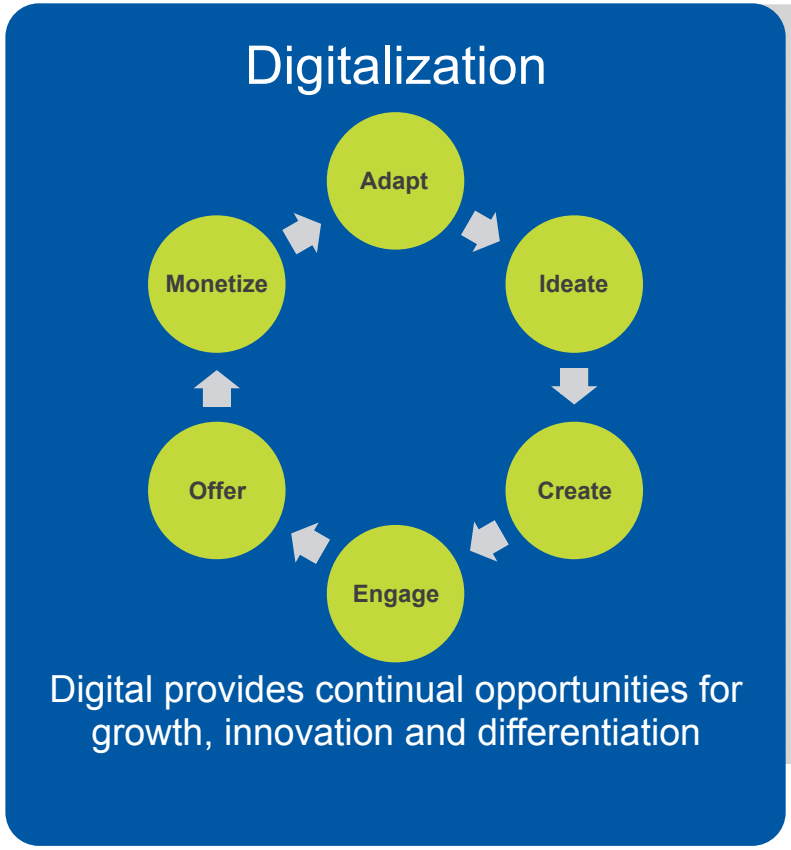


- Cloud, Mobile, Social and Big Data are central to business thinking
- Next trends, opportunities and threats are creating new competitive environments
- CEO expects the CIO to step up and lead this new era of "digital now, digital first"

Source: Gartner, "Flipping to Digital Leadership: The 2015 CIO Agenda"



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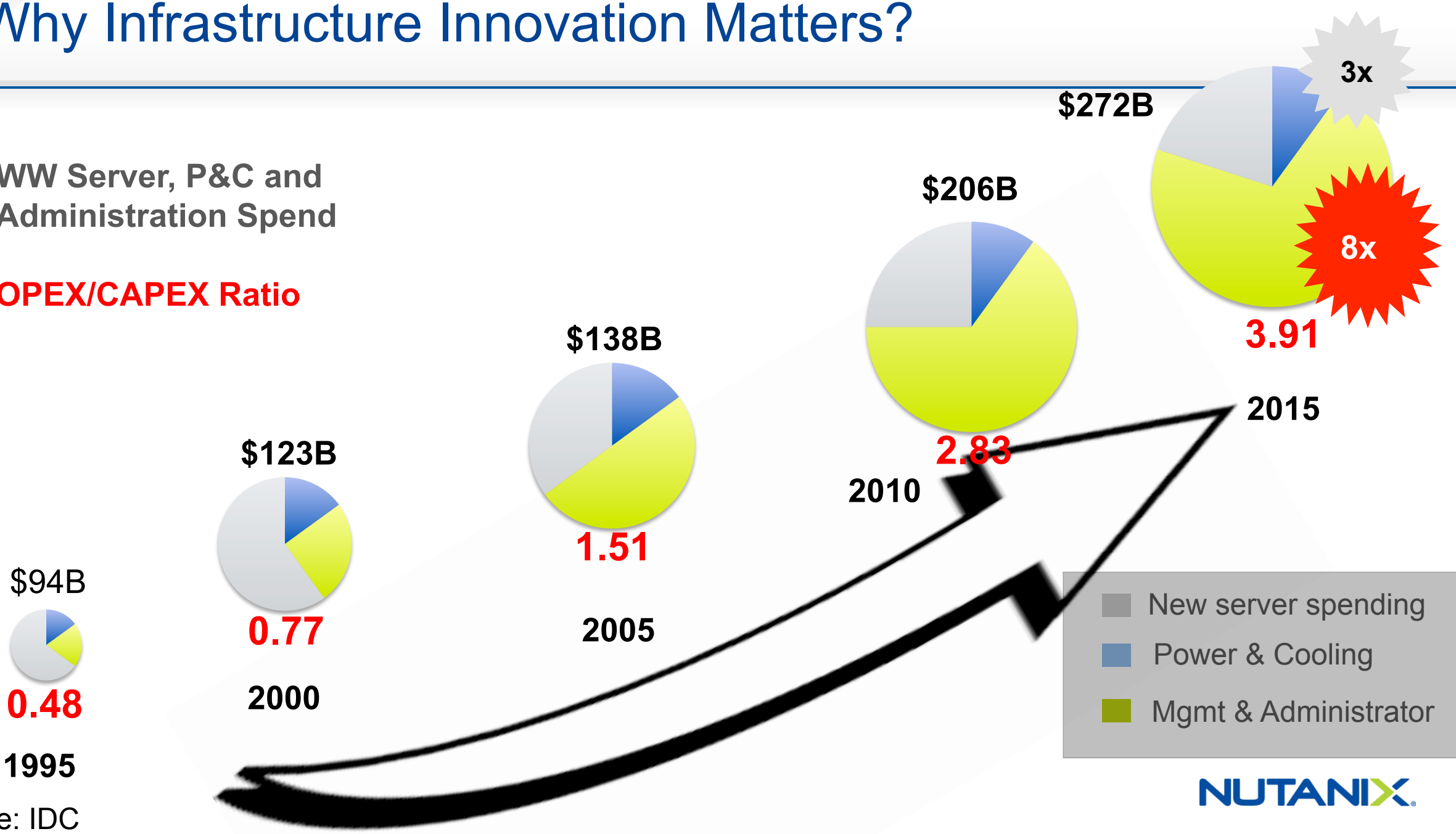
# Why Infrastructure Innovation Matters?

**WW Server, P&C and Administration Spend**

**OPEX/CAPEX Ratio**




[5]Source: IDC

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# Moore's Law –
## Friend to Software Defined – Enemy to traditional infrastructure

1. Software Defined take advantage of new CPU, memory, disk technology
2. Traditional infrastructure is best the day it is installed – After that it´s downhill
3. Traditional infrastructure require a staircase Purchase Model
4. Traditional Infrastructure has higher TCO
5. Traditional infrastructure has higher risk of downtime / lost productivity

Moore's Law marches relentlessly on



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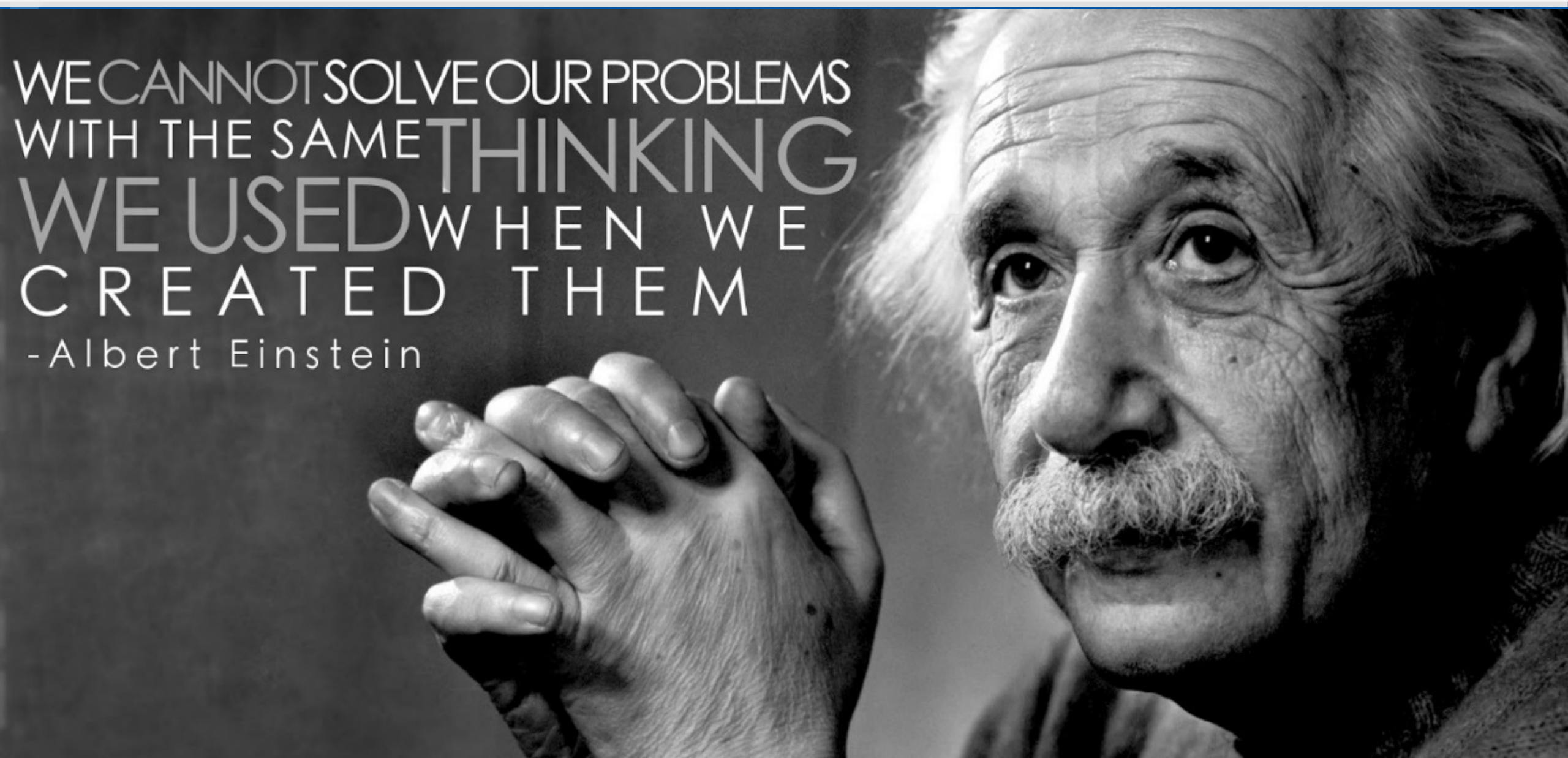
# Different Thinking to Get to Different Outcomes



# Web-Scale - Design for Invisible Infrastructure


## Design Goals

- Fractional consumption and predictable scale
- No single point of failure
- Distributed everything
- Always-on systems
- Extensive automation and rich analytics

## Fundamental Assumptions

- Standard x86 servers: fail-fast systems
- No special purpose appliances
- All intelligence and services in software
- Linear, predictable scale-out

Microsoft Azure facebook. amazon web services™ Google

Baidu 百度 Alibaba.com 新浪微博 weibo.com Tencent 腾讯

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# Quantifying the Business Value

- IDC's interviewed 13 organizations that has moved from traditional datacenter infrastructure to Nutanix  infrastructure

| | Average | Median | Range |
|---|---|---|---|
| Employees | 4.049 | 1.500 | 45 to 18.000 |
| IT Staff | 210 | 62 | 2 to 1.500 |
| IT users | 3.738 | 1.260 | 45 to 18.000 |
| Business Applications | 185 | 40 | 12 to 1.500 |
| Terabytes | 857 | 200 | 20 to 5.120 |
| Countries | United States, Canada, United Kingdom, France, Sweden, Switzerland, Australia | | |
| Industries | Manufacturing, Insurance, Financial services, Healthcare, Automobile racing, Government, Retail, Service provider | | |



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# IT Infrastructure Cost Reductions and Avoidances

| | Cost savings (% change) |
|---|---|
| Server, Storage, network HW cost | 31% |
| Software Licensing | 7.1% |
| Power Cost | 53.2% |
| Facilities Cost | 69.5% |
| Maintenance cost | 32.1% |

- Storage optimization
  - No Raid, FC or LUN
  - No overprovisioning
- Reduced datacenter footprint
  - Less power
  - Less cooling
  - Less space
- Enabling ease of scalability
  - Building blocks
  - Scale as you grow



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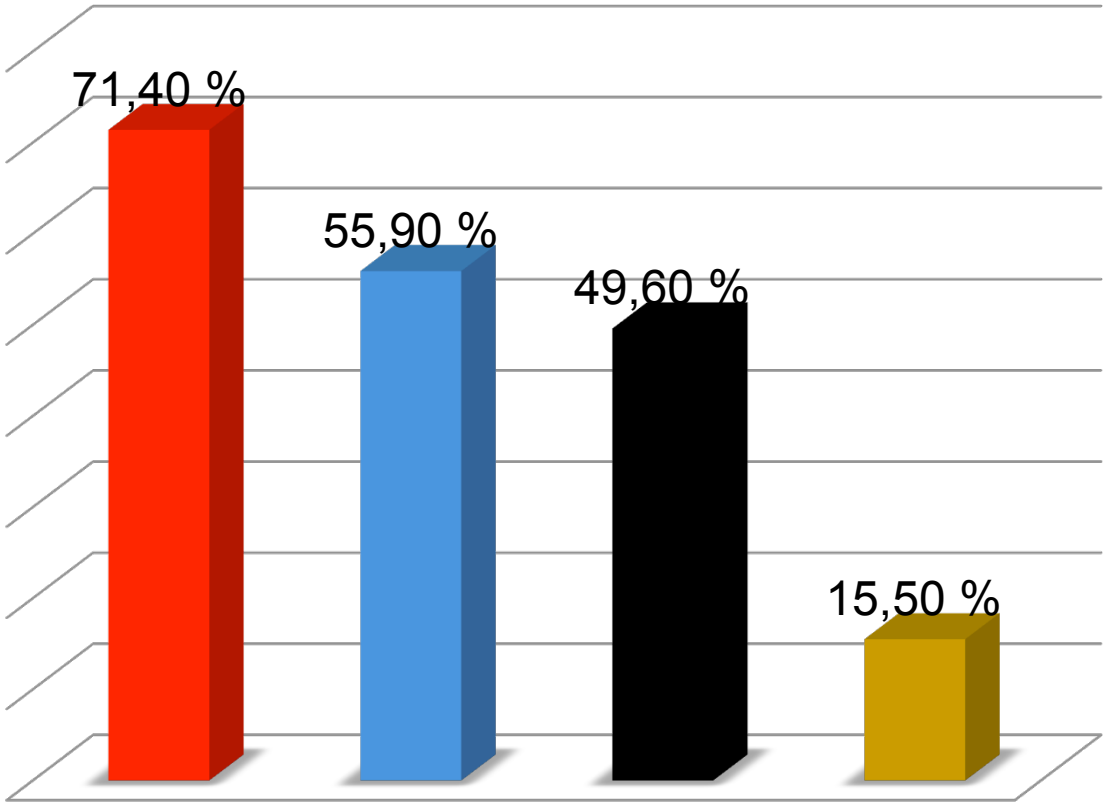
# IT Staff Productivity Benefits




- Nutanix environment management
  - 1 hour /200 nodes
- Nutanix deployment — time
  - Less then 2 days
- Nutanix deployment — staff time
- Application related

# Business Productivity Key Performance

| | |
|---|---|
| ✓ Improved application performance | 50.6% |
| ✓ Reduced time to release for applications | 37.8% |
| ✓ Reduced time needed per new storage deployment | 85.3% |
| ✓ Reduced time needed per storage upgrade | 82.6% |
| ✓ Reduced time per physical server deployment | 69.8% |
| ✓ Reduced time per virtual server deployment | 64.8% |
| ✓ Average user productivity improvement | 3.1% |



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# Quantifying the Business Value of Nutanix Solutions

5-Year ROI

510%

Payback Period

7.5

Months

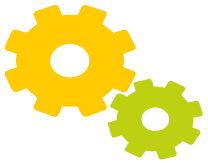
5-Year TCO Savings

58%

Deployment of Storage

85%

Faster



Management of Nutanix Environment

71%

Less Time

Unplanned downtime

98%

Fewer Occurrences



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# More benefits - Performance in Software

Performance improvement since Nutanix software v 3.1

- Random Read: 103%
- Random Write: 196%

# More benefits - New features in Software

- Erasure Coding – up to 75% better utilization of Storage
- Flash pinning – Better performance and lower cost running Oracle
- Commvault Integration – Increase flexibility around backup
- File level restore – Restore single files from snapshots
- Acropolis Hypervisor(KVM) – Supported in Microsoft and Citrix environments
- Scale out Fileserver – No need for standalone fileservers



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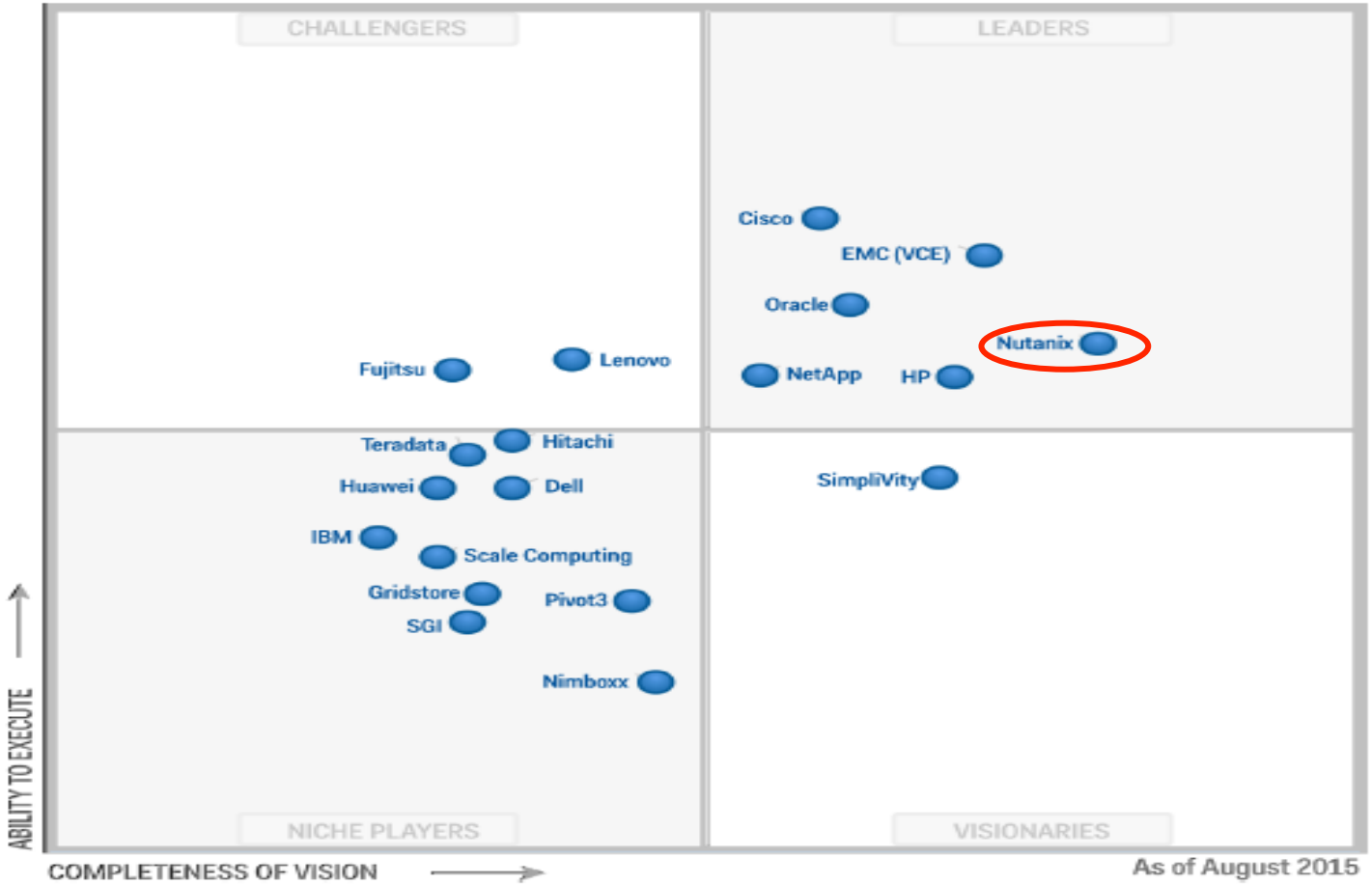
# 2015 Magic Quadrant for Integrated Systems




Gartner



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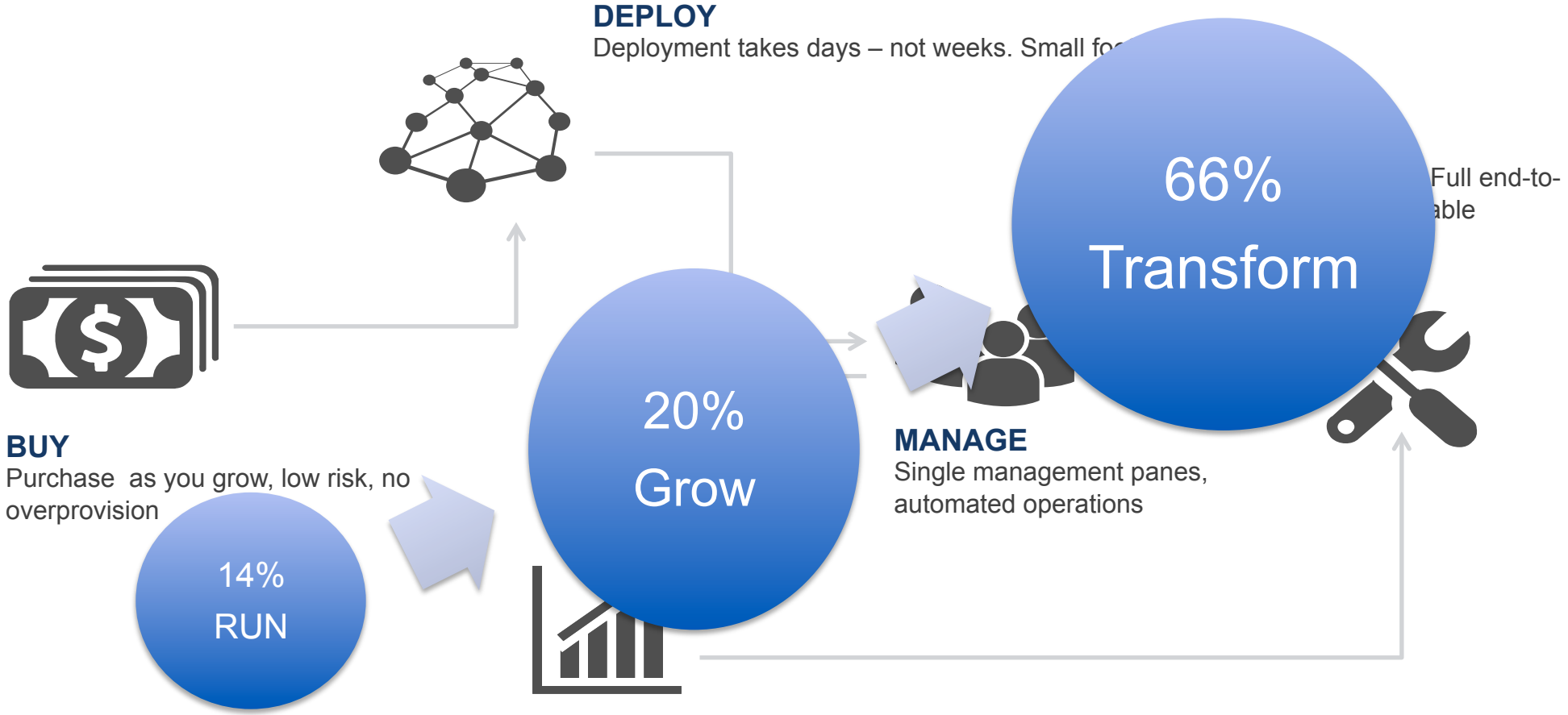
# Scale & Complexity of IT Tomorrow




Software Defined Infrastructure



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# Thank You