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Complex is Competent

Simple is Genius

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IT Delivery Models Transitioning

Journey to Invisible Infrastructure

Traditional
Boxes

EMC² · Hewlett Packard Enterprise · IBM · Dell · Pure Storage · NetApp · VCE · Cisco

Too many components
Heavy upfront capex
Manual operations

Virtualization
Software

vmware · Microsoft Hyper-V

Technology Lock-in
Heavy-touch management
Expensive ELAs

Cloud
Services

amazon web services · Microsoft Azure

Pay-As-You-Grow
Consumer-grade design
Human-less operations

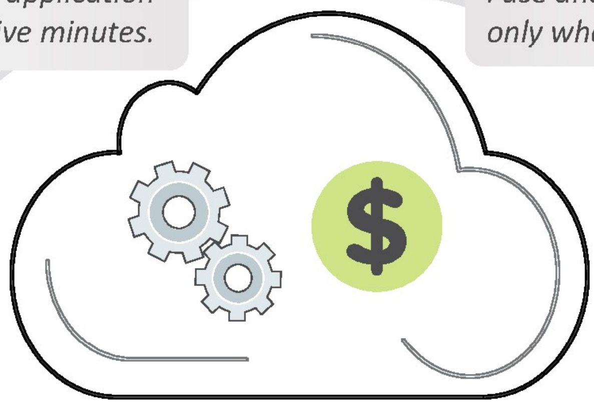
The Cloud Has Reset IT Expectations

Rapid Time to Market

I can deploy 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

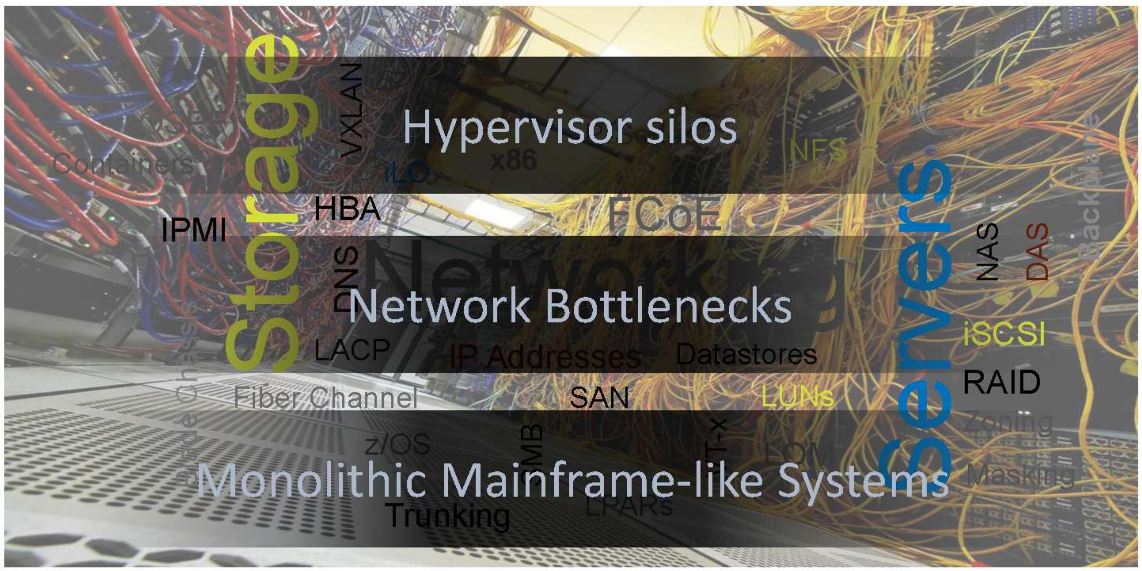
I don't spend time on low-level infrastructure management.

Continuous Innovation

My infrastructure gets better on a regular basis.

Enterprise Datacenters are Complex

Despite advances in Server (OS) Virtualization



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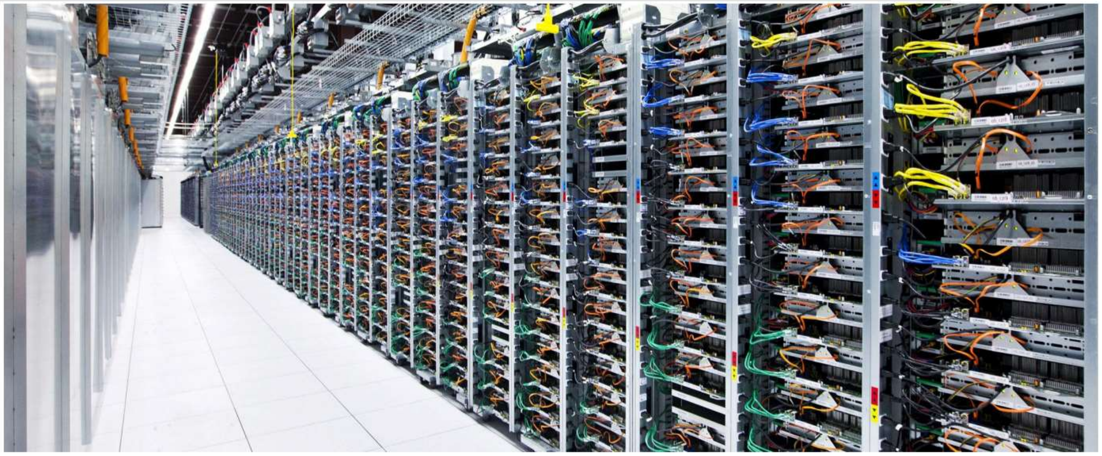
Web-Generation Datacenters

Simpler, Scalable, Predictable



Fundamental Assumptions

Unbranded x86 servers: fail-fast systems

No special purpose appliances

All intelligence and services in software

Linear, predictable scale-out

Design Goals

No single point of failure

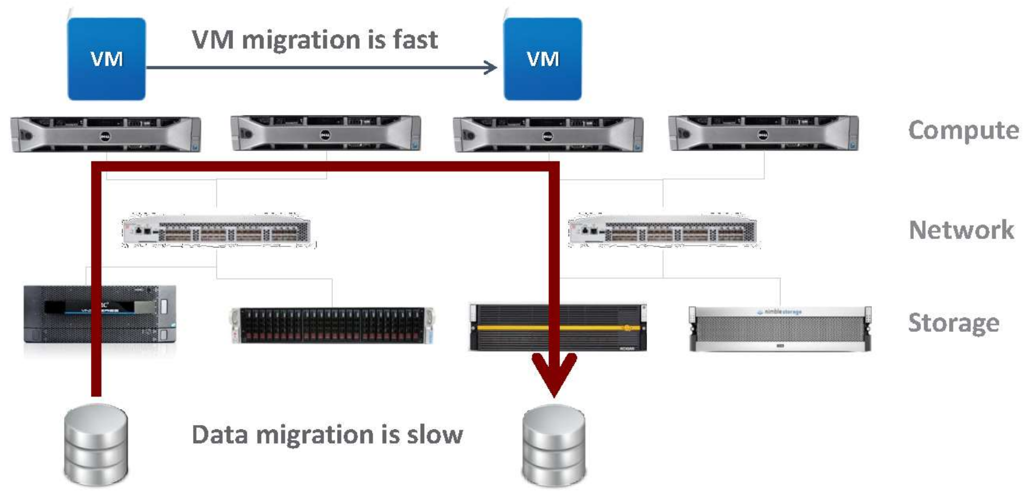
No single point of bottleneck

Always-on systems

Deep Analytics / Machine Learning

facebook. Microsoft Azure amazon web services Google

Data Is At The Heart Of The Data Center



- The biggest contributor to complexity is data storage architecture
  - Enterprise storage has tremendous inertia

Enterprise Storage Has Diverse Silos

NEEDED

1 Siloless scaleout
Fully versatile storage
VM-centric policies

2 Simple Mgmt
No data shuffling
Admin free to innovate

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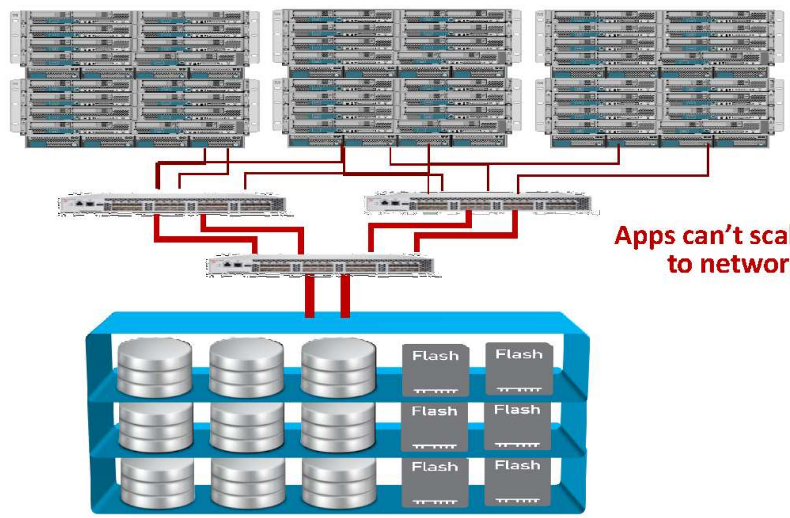
Enterprise Storage Is Constrained By Network



Apps can't scale due to network.

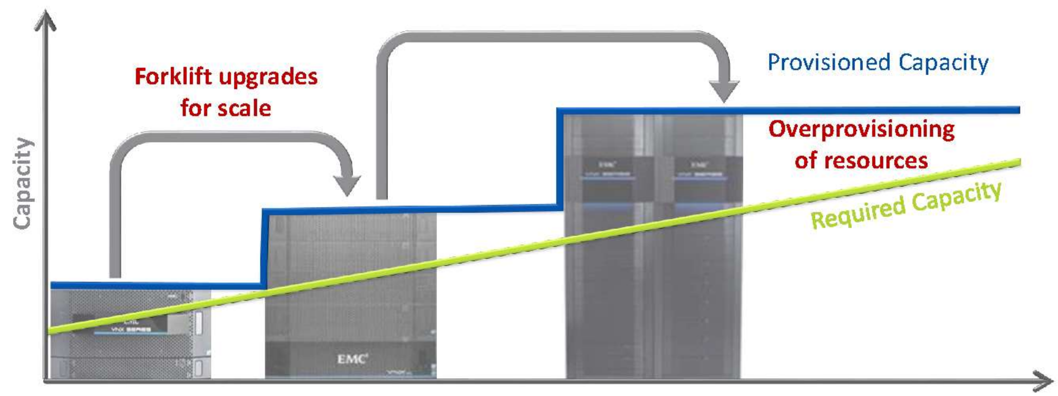
NEEDED

1 Convergence
Server-side Flash

2 Data Localization
Hot data should follow the App

Enterprise Storage Is Over-Provisioned

Scaling Challenges with Traditional Storage

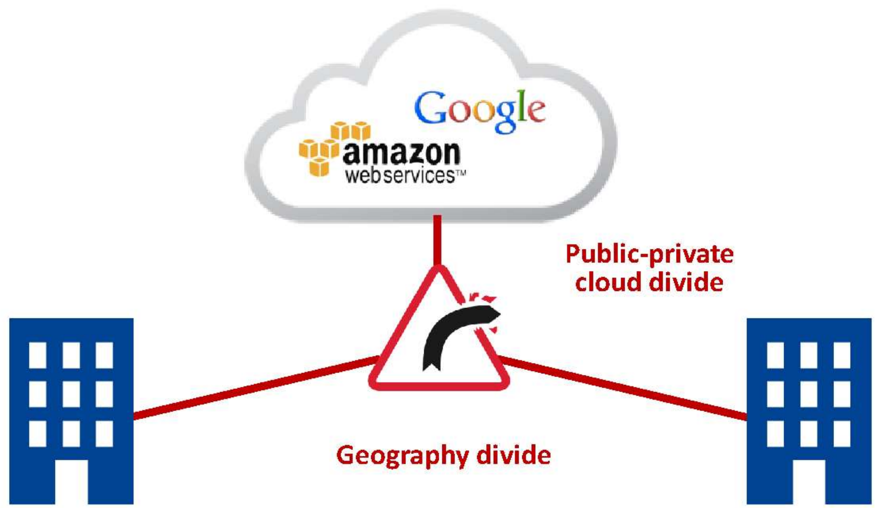


NEEDED

1 Non-disruptive Scale-out

2 Scale-to-fit
Incremental growth

Enterprise Storage Is Not Global



NEEDED

1 Global Mobility
Global namespace
VM-centric mgmt

2 Ramp to Cloud
Melding of private and public cloud

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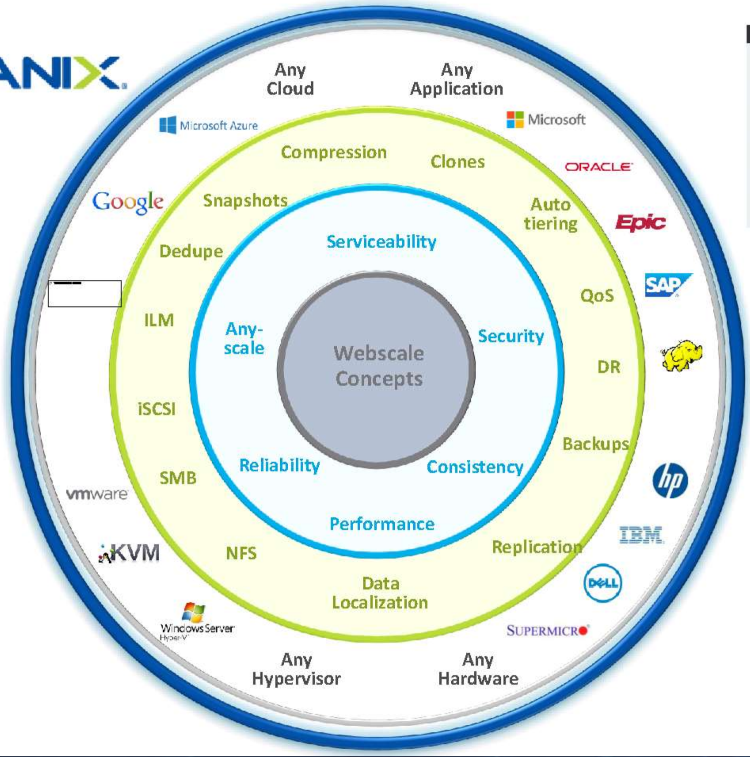
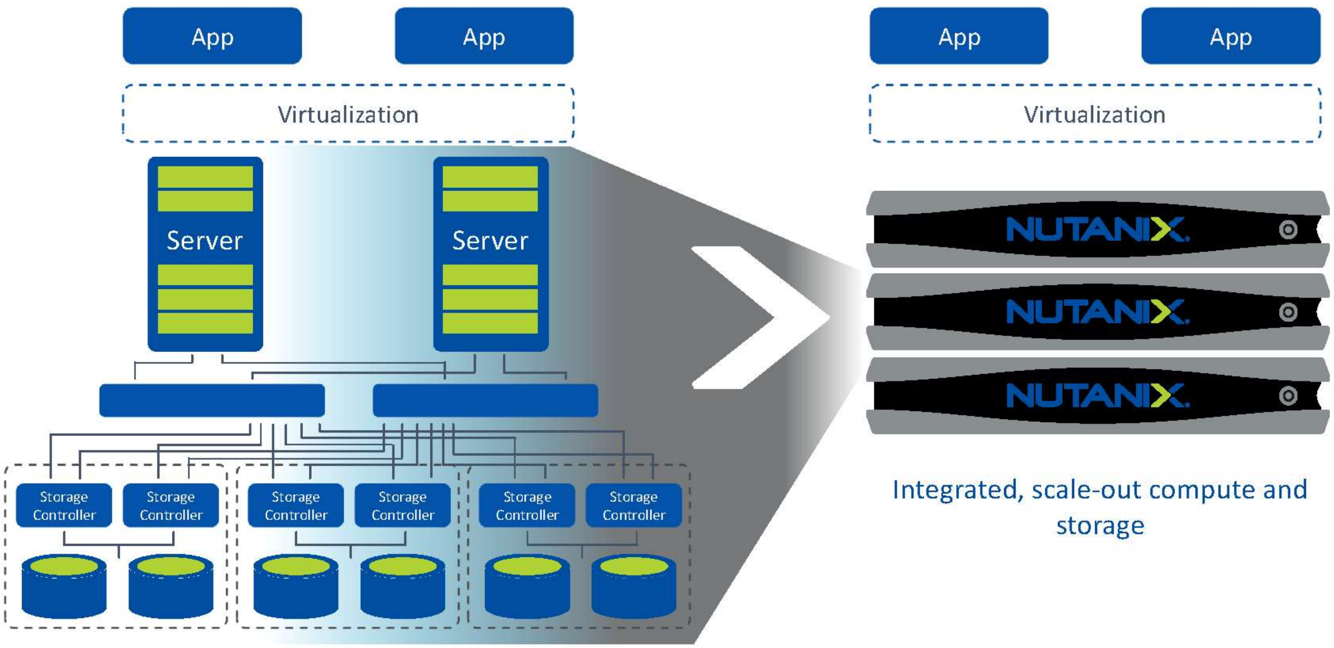
Bringing Web-Scale To The Enterprise

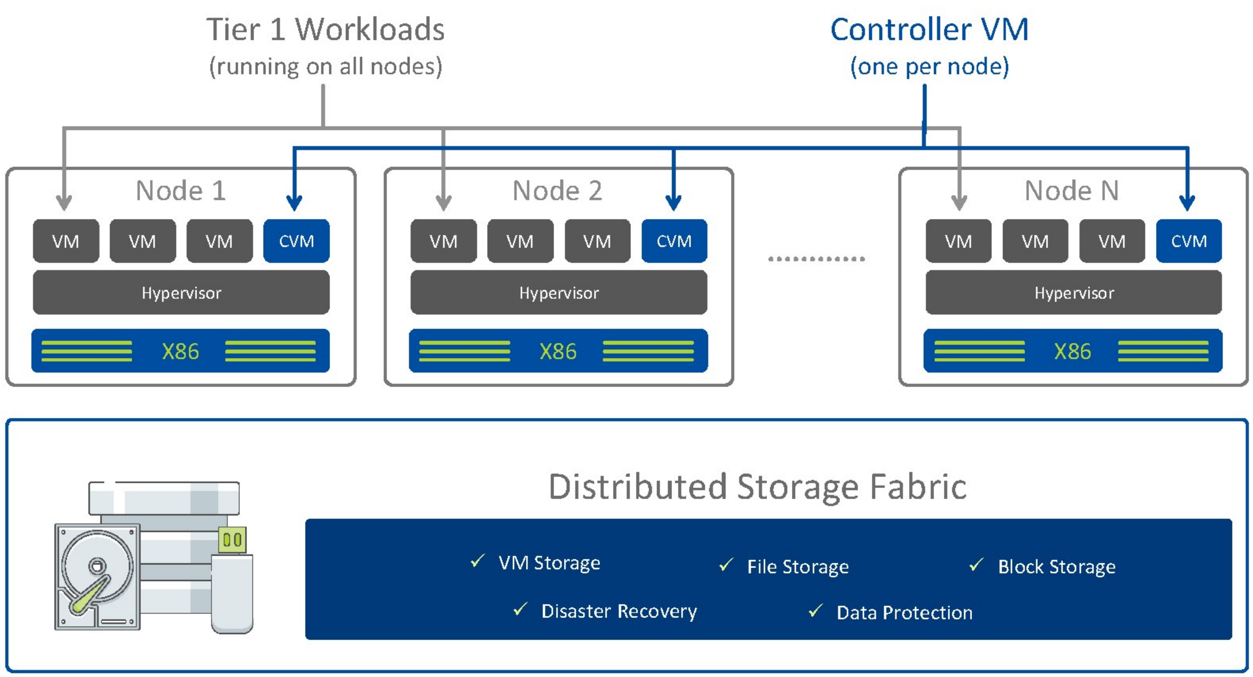


We Needed a Radically Simplified Architecture



Integrated, scale-out compute and storage

Scalable, Distributed System Design



No Storage Silos

A simple and beautiful control plane was missing

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Hypervisors in the non-Cloud era

- Designed for network shared storage
- Not built to scale
- Lack of mobility and lock-in
- Complex management
- Security an after thought
- Hypervisor feature bloat
- Focus on hardware, not applications

vmware vSphere

Microsoft Hyper-V

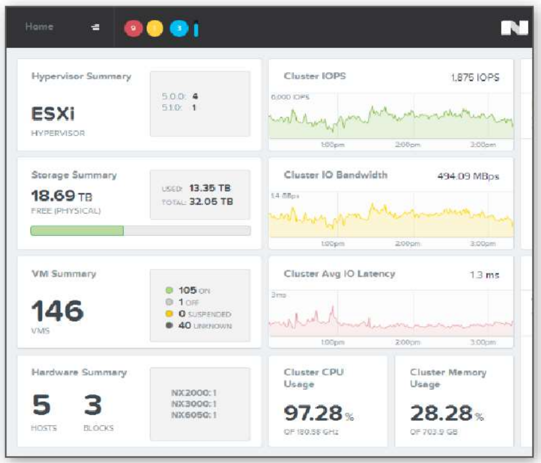
Next Generation Management Planes

Scalable ✓

Reliable ✓

Available ✓

Simple ✓



✓ Global

✓ API

✓ Fast

✓ Secure

Leveraging Webscale Foundation

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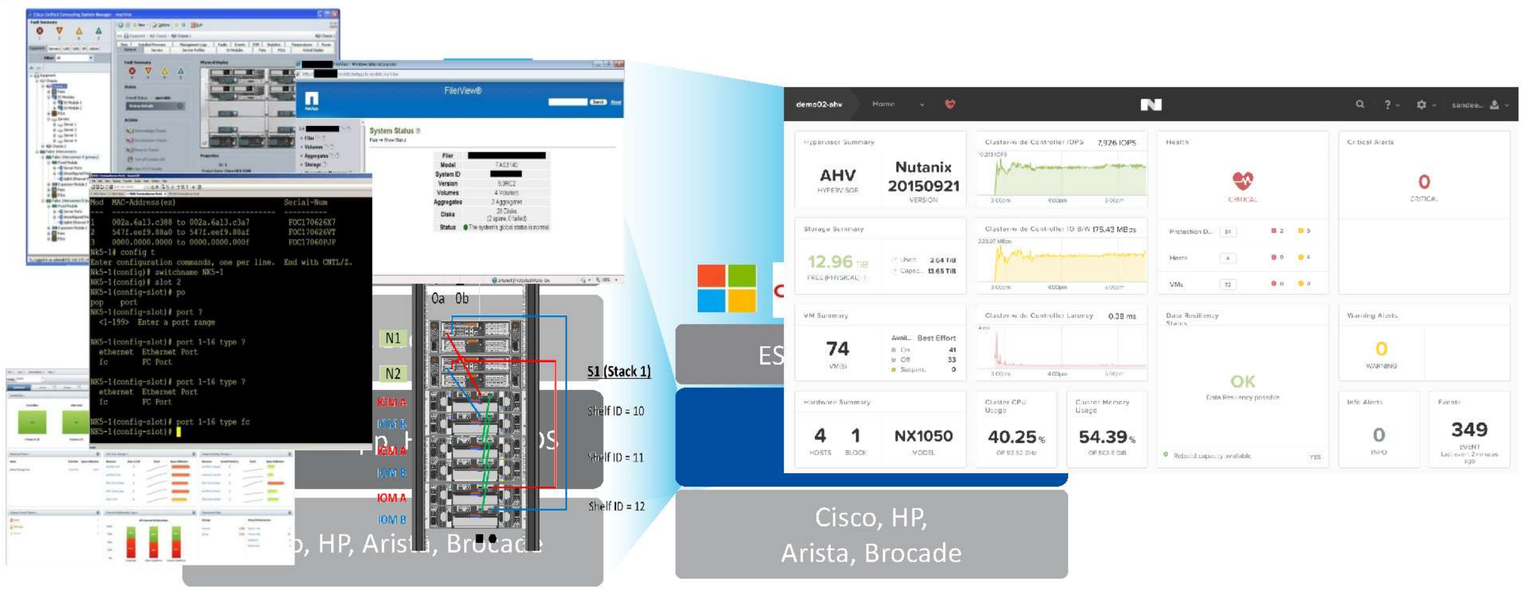
Simplifying the Infrastructure & Management Stack



Full-Stack Management

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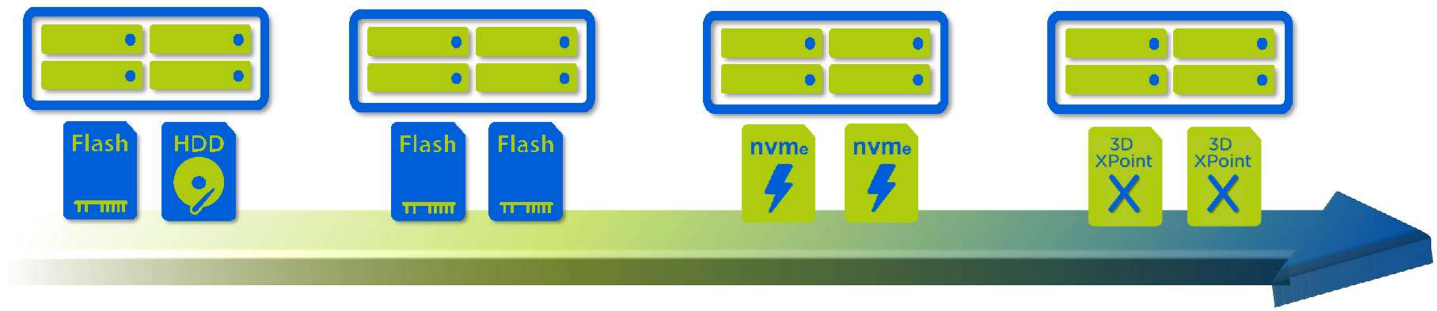
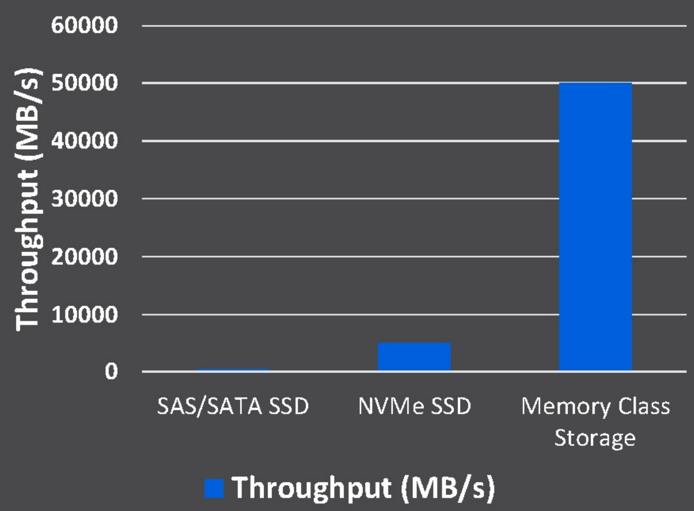
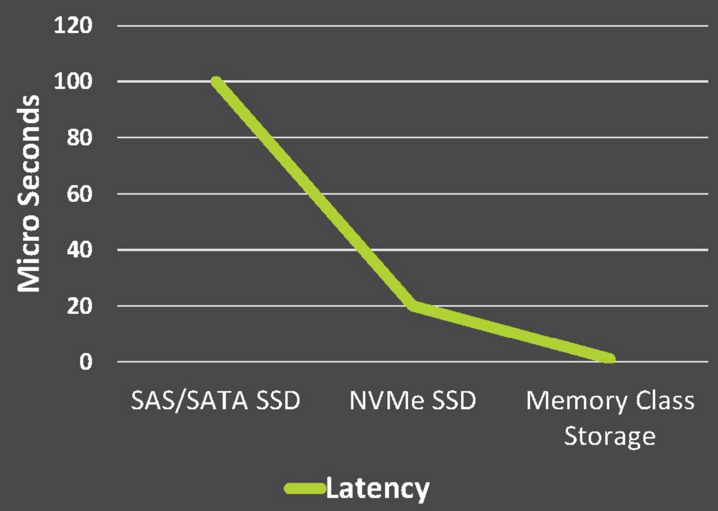
Hardware Evolution



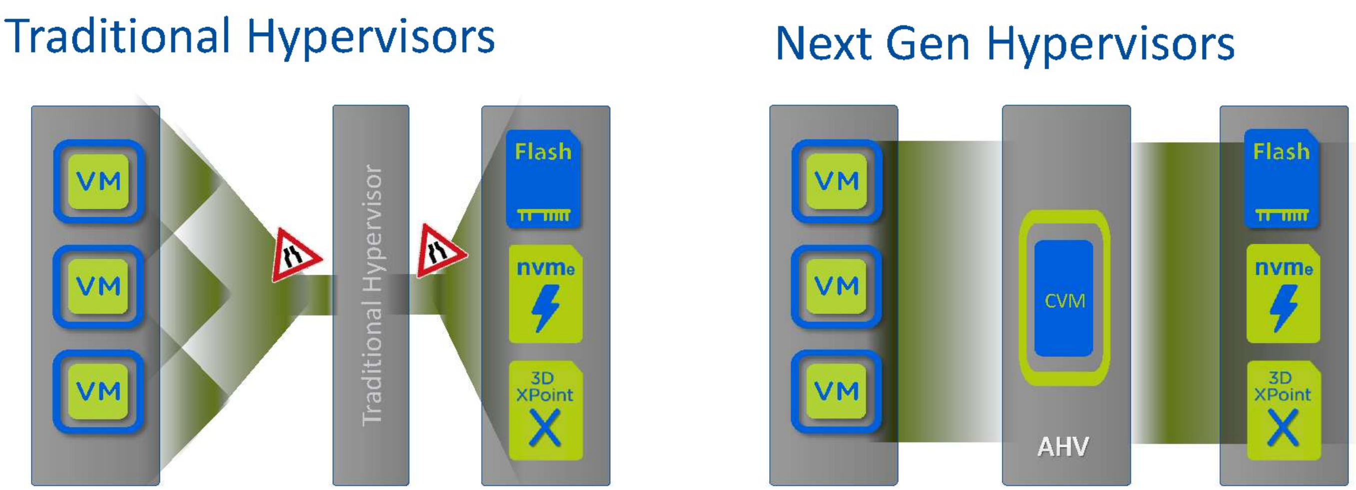


Throughput (MB/s)
60000
50000
40000
30000
20000
10000
0
SAS/SATA SSD
NVMe SSD
Memory Class Storage
Throughput (MB/s)



Micro Seconds
120
100
80
60
40
20
0
SAS/SATA SSD
NVMe SSD
Memory Class Storage
Latency

Handling I/O



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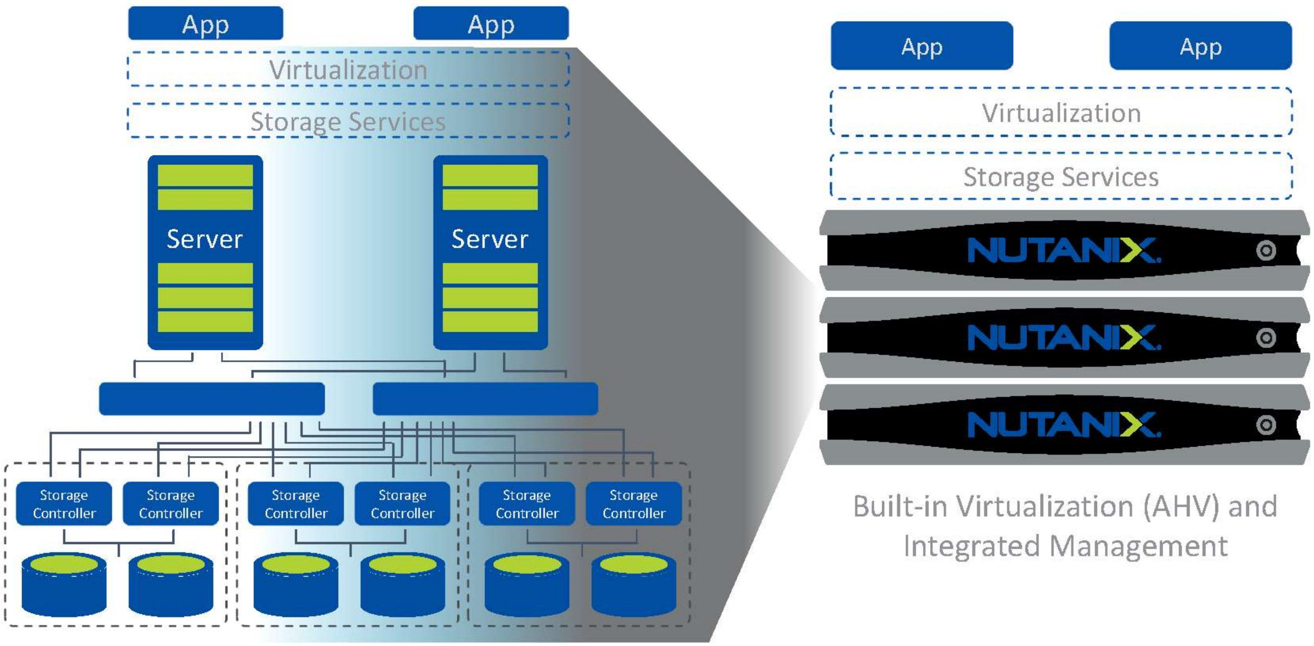
Making Virtualization Invisible



Built-in Virtualization (AHV) and Integrated Management

NUTANIX

Hyperconvergence leads to Enterprise Cloud

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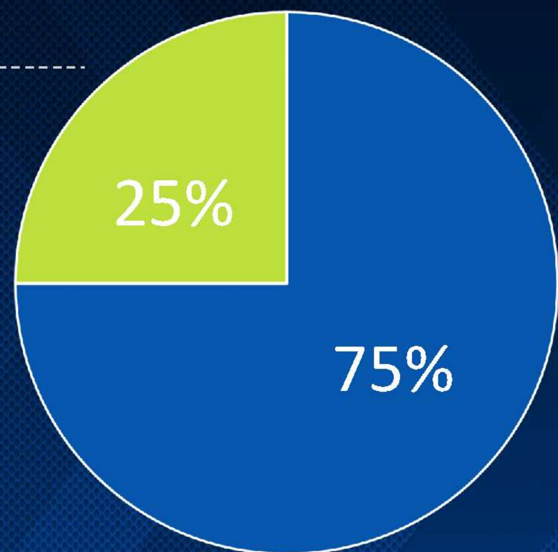
Why Not Public Cloud for All Workloads

Elastic Workloads

Spin up and down resources on the public cloud

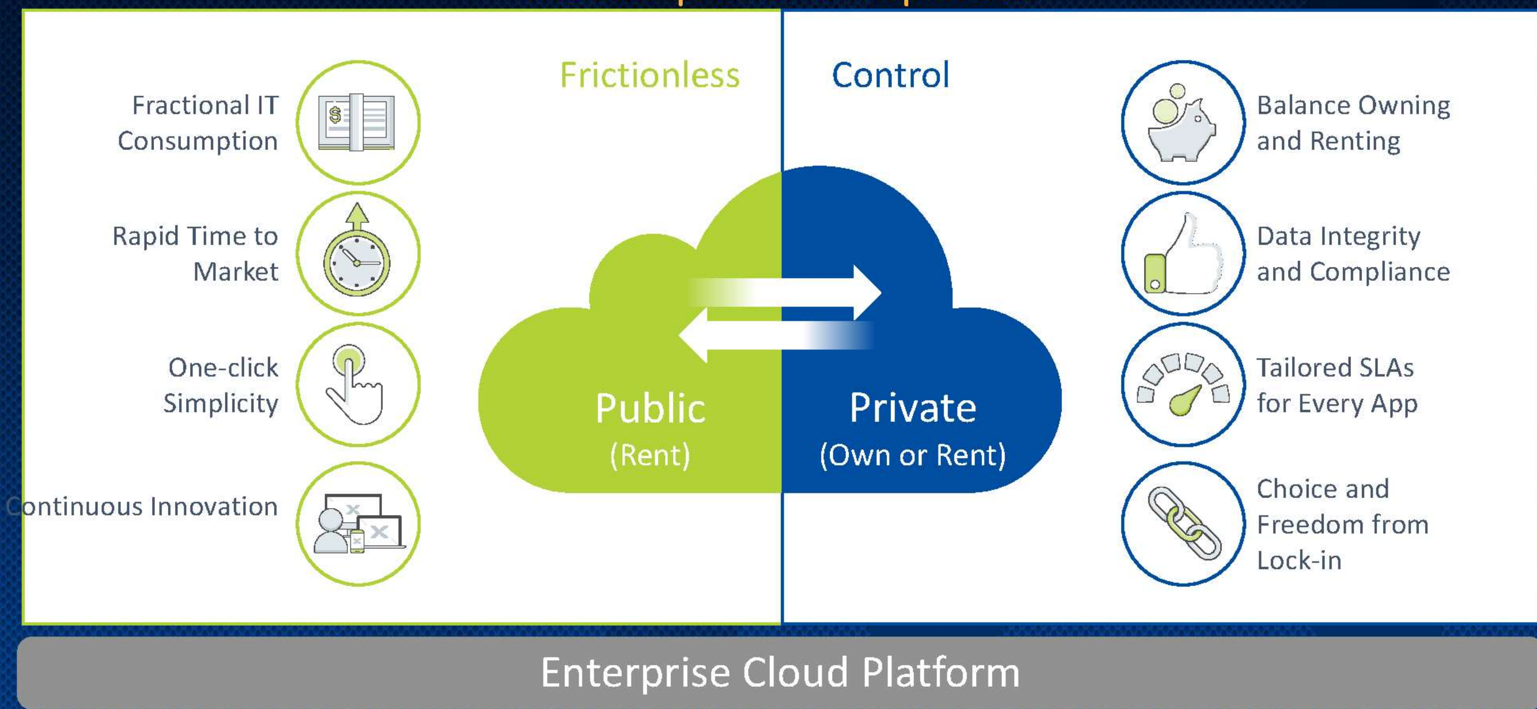


Predictable Workloads

Lower costs with private cloud infrastructure

Balance Renting and Owning for Today's Enterprise Workloads

The Enterprise Cloud Experience



Enteprise Cloud OS: Empowered with 1-Click Operations

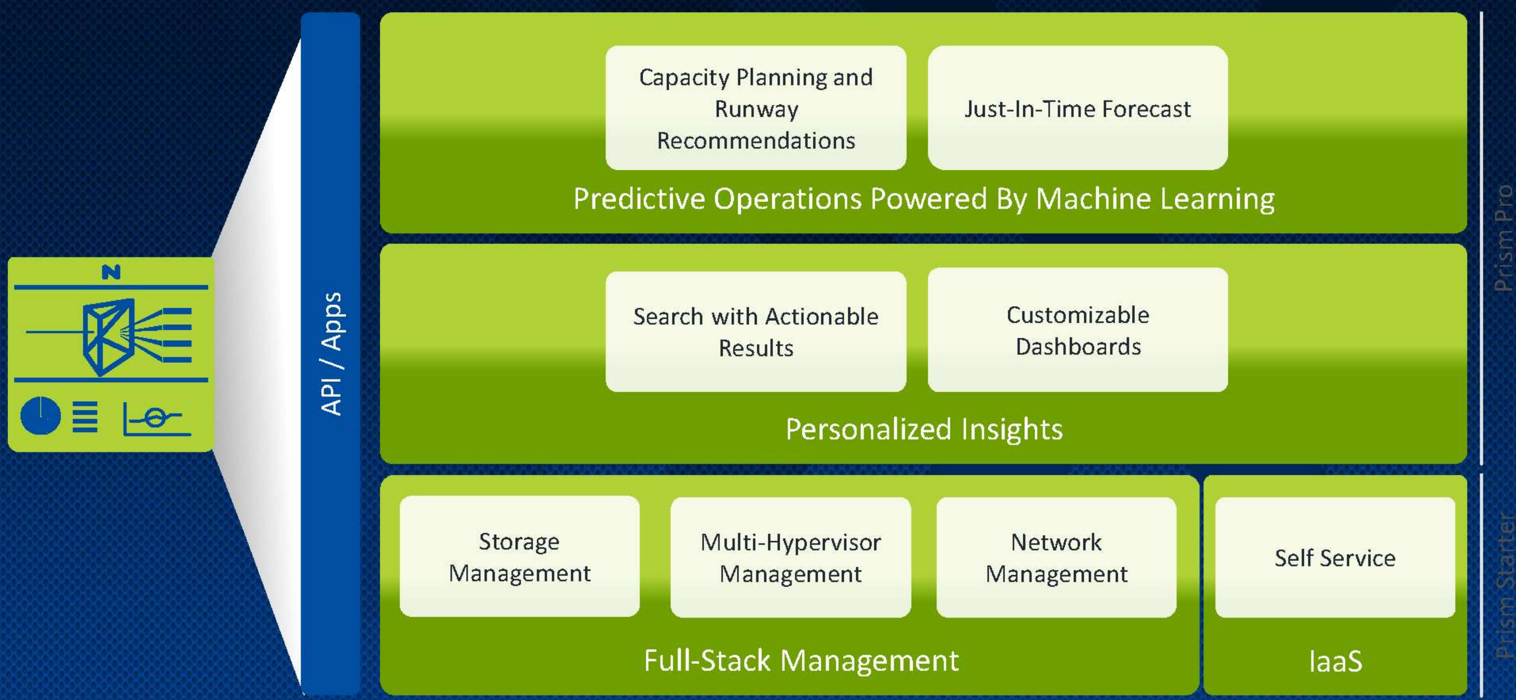
Management

Upgrades

Planning

APIs backed with Machine Intelligence

Enterprise Cloud: 1-click Management



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Any Workload

- Virtual
- Bare Metal
- Files
- Containers

Any Deployment

- Datacenter
- Remote & Branch Offices
- Edge

Any Hypervisor

- AHV
- ESXi
- Hyper-V
- XenServer

Enterprise Cloud OS


Cloud Autonomy
amazon web services
Google Cloud Platform
Azure
Predictable
Unpredictable
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Right Cloud for Right Workload

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Nutanix Enterprise Cloud OS

1-Click Experience	1-Click Upgrades(Day 0) 1-Click Provisioning (Day 1) 1-Click Operations (Day 2+)
Open Cloud Platform	ESX, HyperV, AHV, XS AWS, Azure, Containers
Web Scale Infrastructure	Single Fabric for Mode 1 + Mode 2 Intentful Machine Intelligent


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Powered by
silver peak®

Cloud Success: New ERA, New QUESTIONS

… **use the internet** to connect users directly to cloud applications?

… **continuously deliver** WOW application performance for every business-critical app?

… keep up with **changes to my WAN** without going device by device?

… deliver **new applications** to 1000s of sites, across multiple clouds, in 10% of the time?

… see everything and always know which WAN **issues to focus on** across 1000s of sites?

… **reduce human error** in a complex and ever-changing environment?

… deliver **10x more bandwidth** at the edge, for the same budget?

…make sure my WAN is never a **roadblock** and always keeps pace with the business?

… **protect my business** when cloud is open, accessible and everything is connected?

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AND IT'S ONLY GOING TO GET WORSE…

Business is ever-changing

Applications are constantly evolving

Clouds are offering new service

And Every Cloud and Application is Unique

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…and must be Managed across Hundreds or Thousands of Locations

WHICH ARE ALL DIFFERENT

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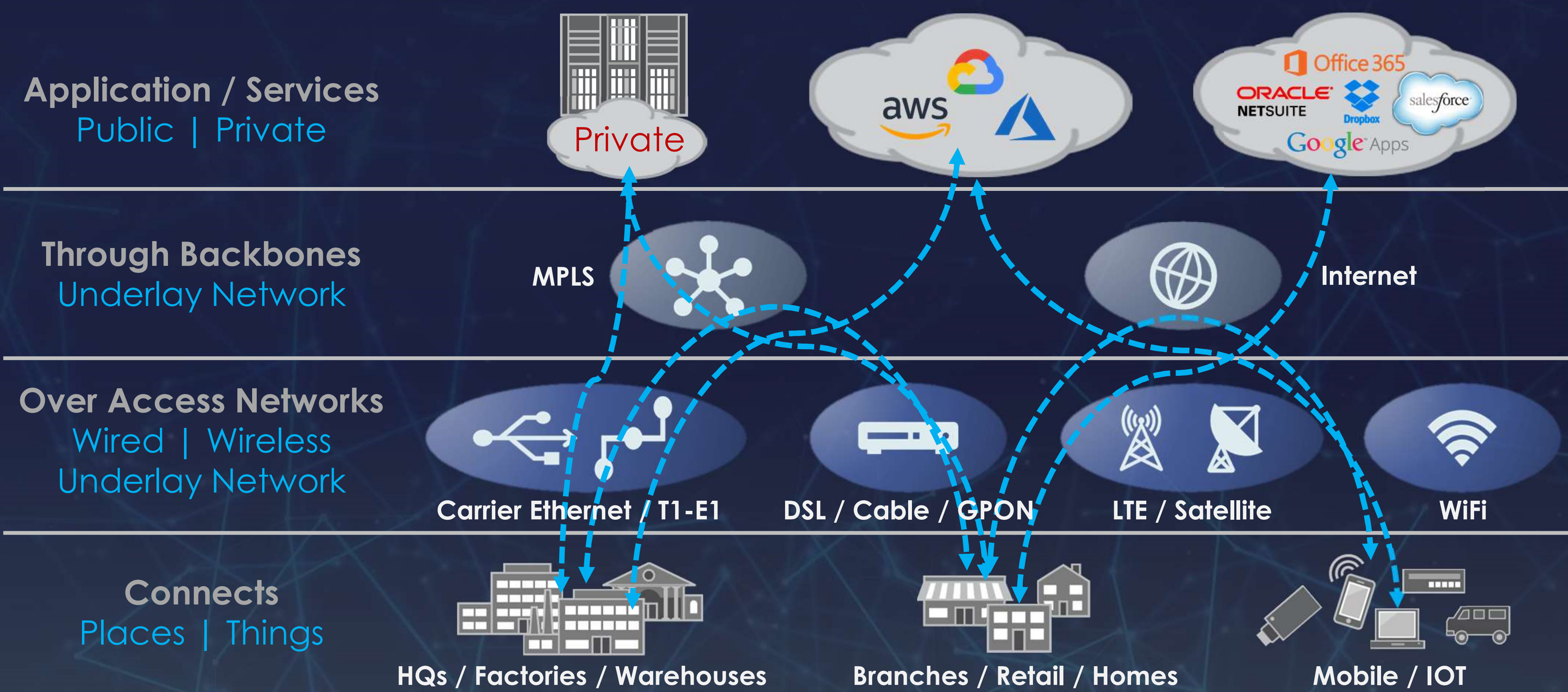
What is a Software Defined WAN?



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silver peak®

Powering the Self-Driving Wide Area Network

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Silver Peak is a Quadrant Leader

- The Other Leaders are Acquisitions:
- Cisco: Viptela (Aug. 2017)
- Vmware: VeloCloud (Aug. 2017)

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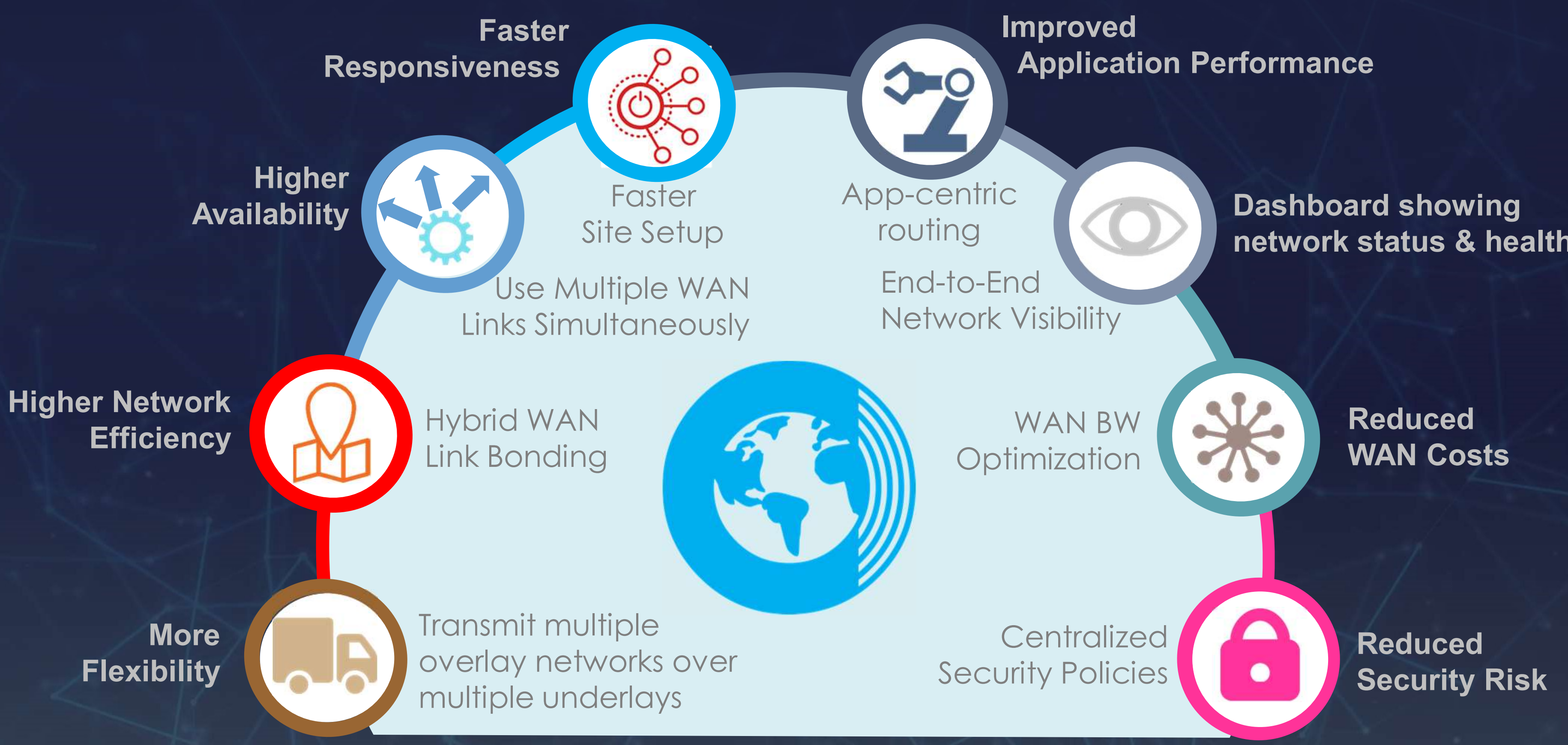
Why Silver Peak SD-WAN



Silver Peak uses Business Intent Overlays

OVERLAY	APPLICATION	ROUTING	WAN PATH	SLA	PATH CONDITIONING	QOS	SECURITY POLICY	BOOST
REAL-TIME	Real-Time: WebEx	Mesh	MPLS, Internet, LTE (Backup)	1% Loss 150ms Jitter 300ms Latency	High Availability	Real-Time	Trust	☐
ENTERPRISE APPS	Enterprise: SAP, ORACLE	Hub and Spoke	MPLS, Internet, LTE (Backup)	2% Loss 200ms Jitter 500ms Latency	High Throughput + Quality	High Throughput	Trust	☑
PROCESS CONTROLS	SCADA	Hub and Spoke	MPLS, Internet, LTE (Backup)	2% Loss 200ms Jitter 500ms Latency	High Throughput + Quality	High Availability	Isolate	☐
WEB TRAFFIC	Internet: Office 365, salesforce, workday	Local Internet Breakout	Internet, LTE (Backup)	None	High Throughput	Best Effort	Send to Firewall	☑

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Sites and Topologies

Location	Transport	Topology	Typical Connectivity	Users Application
Head-Office	Carrier Ethernet, Broadband, Private Line, T1-E1	Hub and Spoke Full Mesh	Multiple MPLS Multiple Internet 3rd Party NG-Firewall	Mix of Users and Apps VoIP and Conferencing Hub
Branch Office	Carrier Ethernet, Broadband, Private Line, T1-E1, Satellite, WiMax, 4GLTE	Hub and Spoke Full Mesh Internet Breakout	MPLS 1 or 2 Internet Satellite / LTE Backup	Users Local Storage Local Compute VoIP
Home / Mobile	DSL, Cable, Wifi, LTE	Hub and Spoke Internet Breakout	Residential Internet Fixed Mobile / LTE	Users and VoIP
Cloud	Carrier Ethernet, PVC, L2-Circuit	Hub and Spoke Full Mesh	Dedicated Cloud Link Internet	Dedicated Apps Head Office / DC Overflow

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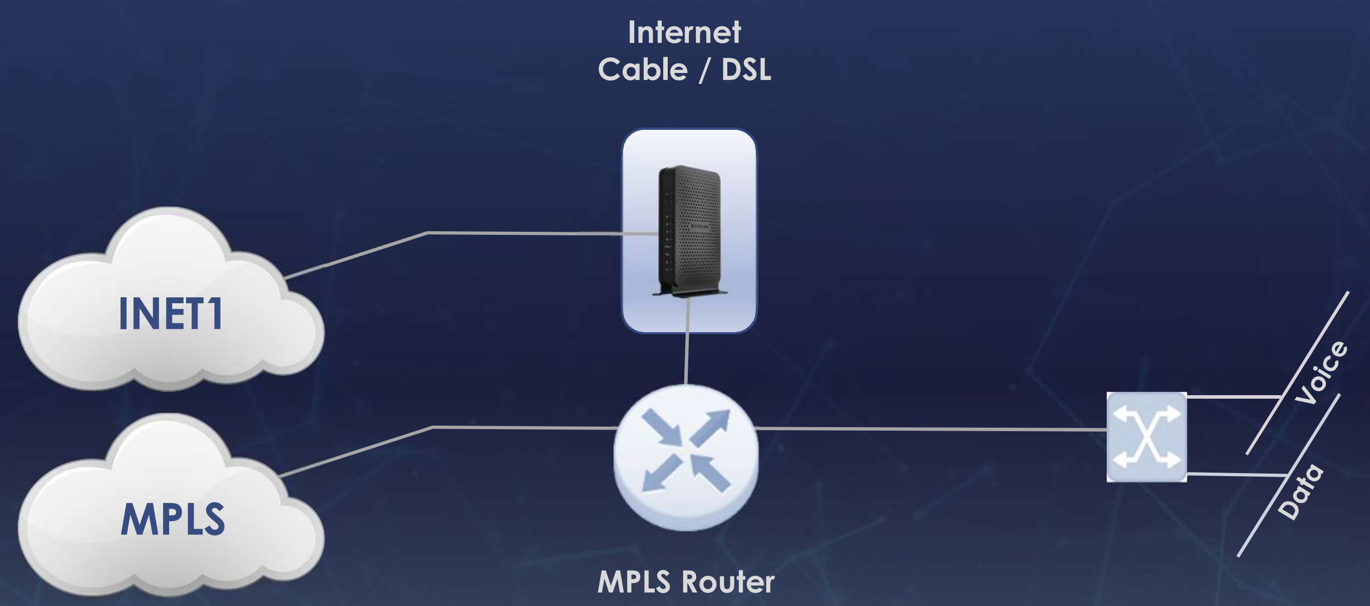
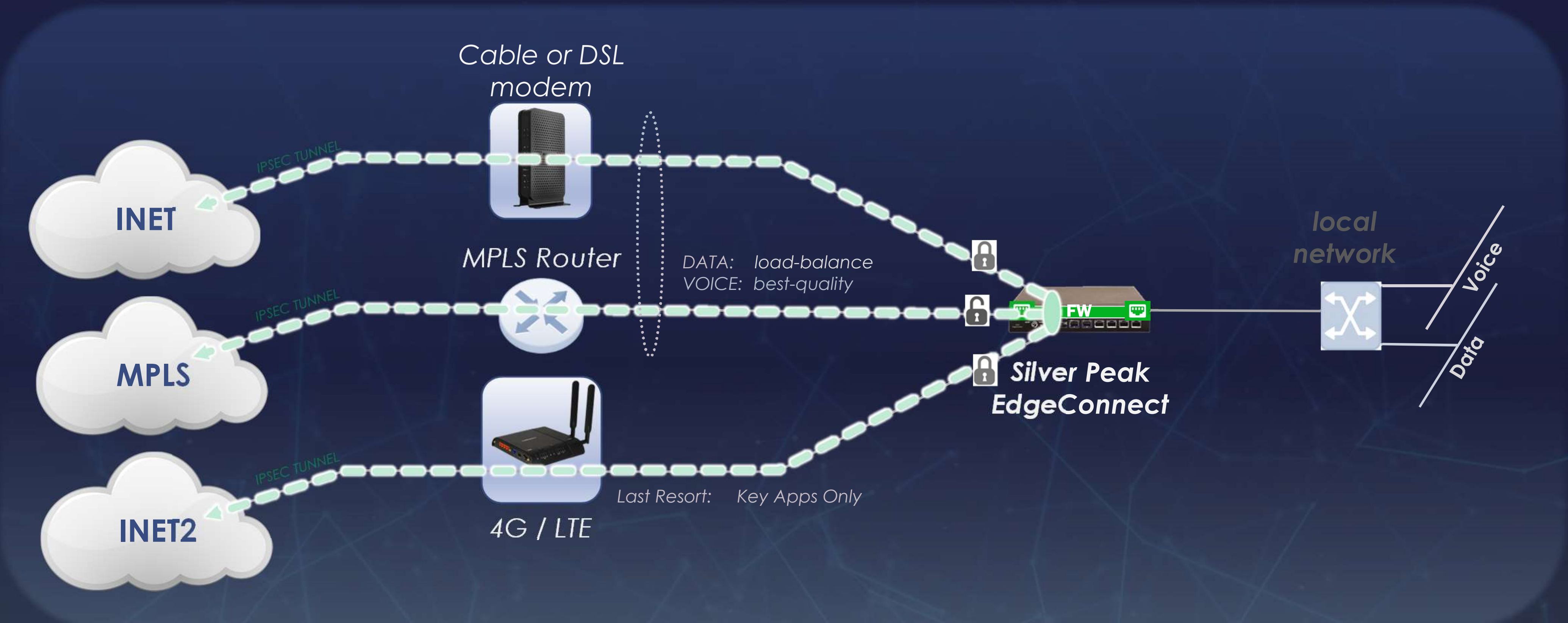
Typical Legacy Site

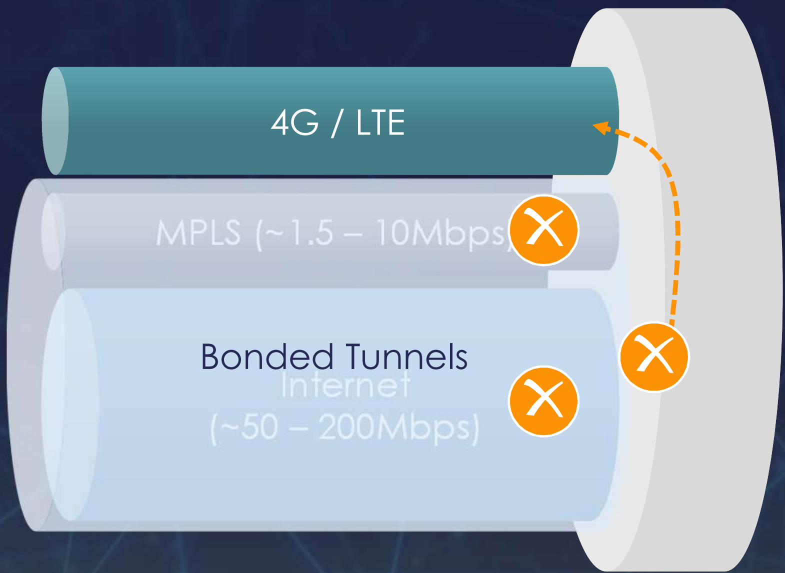


Ideal Production Configuration



Tunnel Bonding and Failover

- Tunnel Bonding Provides Greater Resiliency Against WAN Link Failure



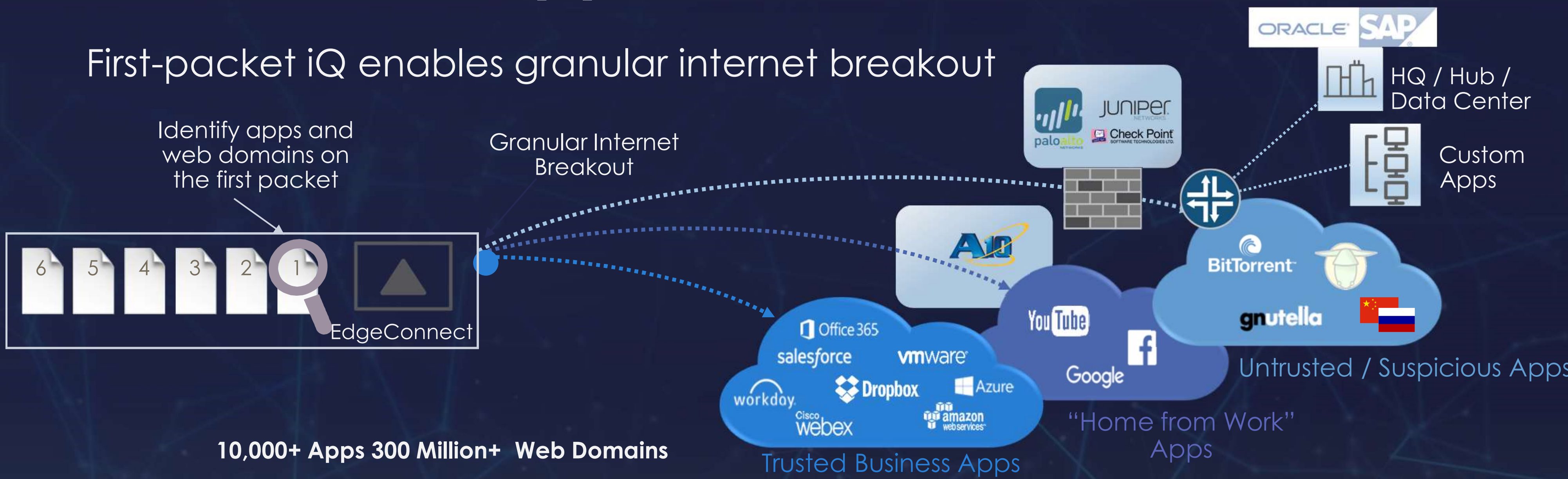
Resiliency or Throughput Emphasis

Packet Based Multipathing

Brownout Aware

Silver Peak's Application-Driven SD-WAN

First-packet iQ enables granular internet breakout



Steer Apps Intelligently

Granular, intelligent breakout of SaaS and trusted internet-bound traffic directly from the branch

Improve App Response Time

Avoid added latency through direct access to where the app resides

Reduce Backhaul

Backhaul only untrusted traffic to corporate FW

Save Valuable WAN Bandwidth

Avoid consumption of expensive MPLS circuits where not necessary

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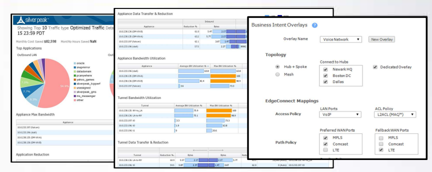
Functional components of Silver Peak

Deployed in Minutes to Leverage both MPLS and Broadband Connectivity

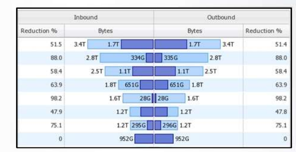
SD-WAN Edge

- Zero-Touch Provisioning (physical appliance)
- Dynamic Path Control
- WAN Hardening with 256-bit Encryption
- Path Conditioning
- Cloud Intelligence for Best Path to SaaS



Unity Orchestrator

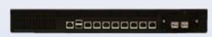
- Single Screen Administration
- Automated Business Intent Policies
- Visibility into Legacy and Cloud Applications
- Bandwidth Cost Savings Reports



Unity Boost

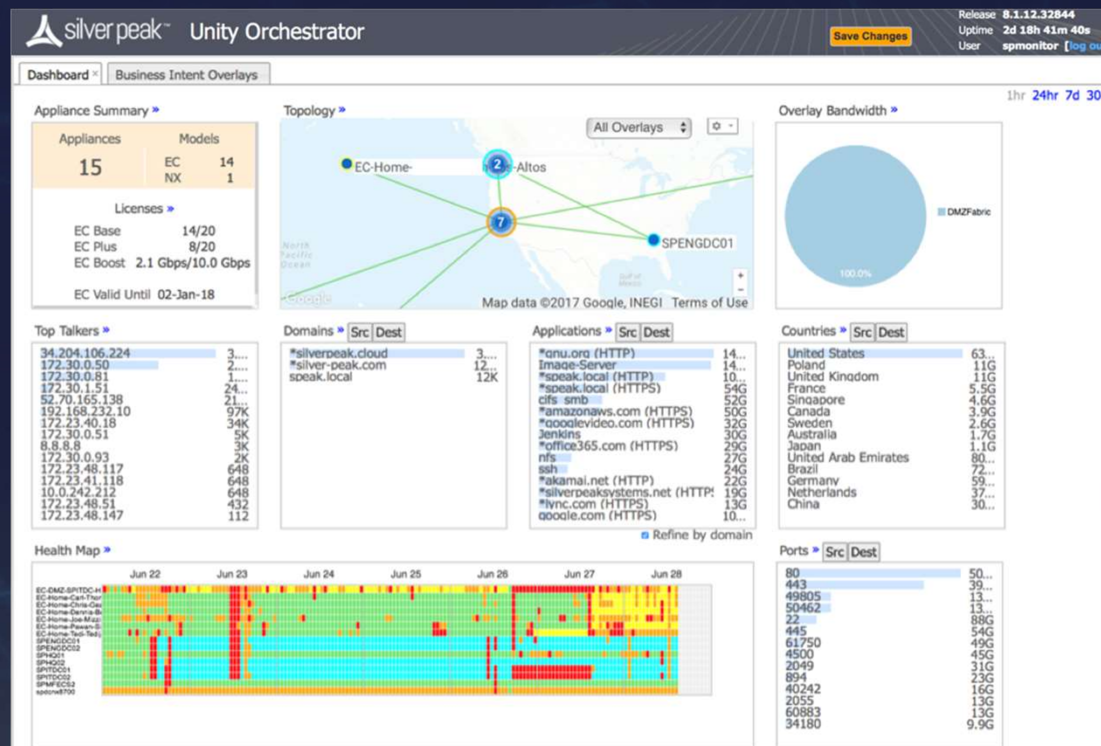
- Optional Performance Pack
- Latency Mitigation / Data Reduction (Apply only Where Needed)

Unity EdgeConnect Hardware Platforms

	EdgeConnect US	EdgeConnect XS	EdgeConnect S	EdgeConnect M	EdgeConnect L	EdgeConnect XL
						
Model	EC-US	EC-XS	EC-S	EC-M	EC-L	EC-XL
Typical Deployment	Small Branch/ Home Office	Small Branch	Large Branch	Head Office Small Hub	Data Center Large Hub	Data Center Large Hub
Typical WAN Bandwidth	1–100 Mbps	2–200 Mbps	10–1000 Mbps	50–2000 Mbps	1–5 Gbps	2–10 Gbps
Simultaneous Connections	256,000	256,000	256,000	2,000,000	2,000,000	2,000,000
Recommended Boost up to	25 Mbps	50 Mbps	200 Mbps	500 Mbps	1 Gbps	5 Gbps
Redundancy/ FRUs	No	No	No	Power and SSD	Power and SSD	Power and SSD
Data Path Interfaces	3 x RJ45 10/100/1000	4 x RJ45 10/100/1000	6 x RJ45 1/10G Option	4 x RJ45 2 x 1/10G Fiber	4 x RJ45 2 x 1/10G Fiber	4 x 1/10G Fiber

Centralized Orchestration & Automation

- Centralized configuration and orchestration
- Single screen administration
- Automated business intent overlays and policies
- Device authentication and configuration
- Real-time WAN health monitoring
- Bandwidth cost savings reports
- Underlay troubleshooting
- Application visibility



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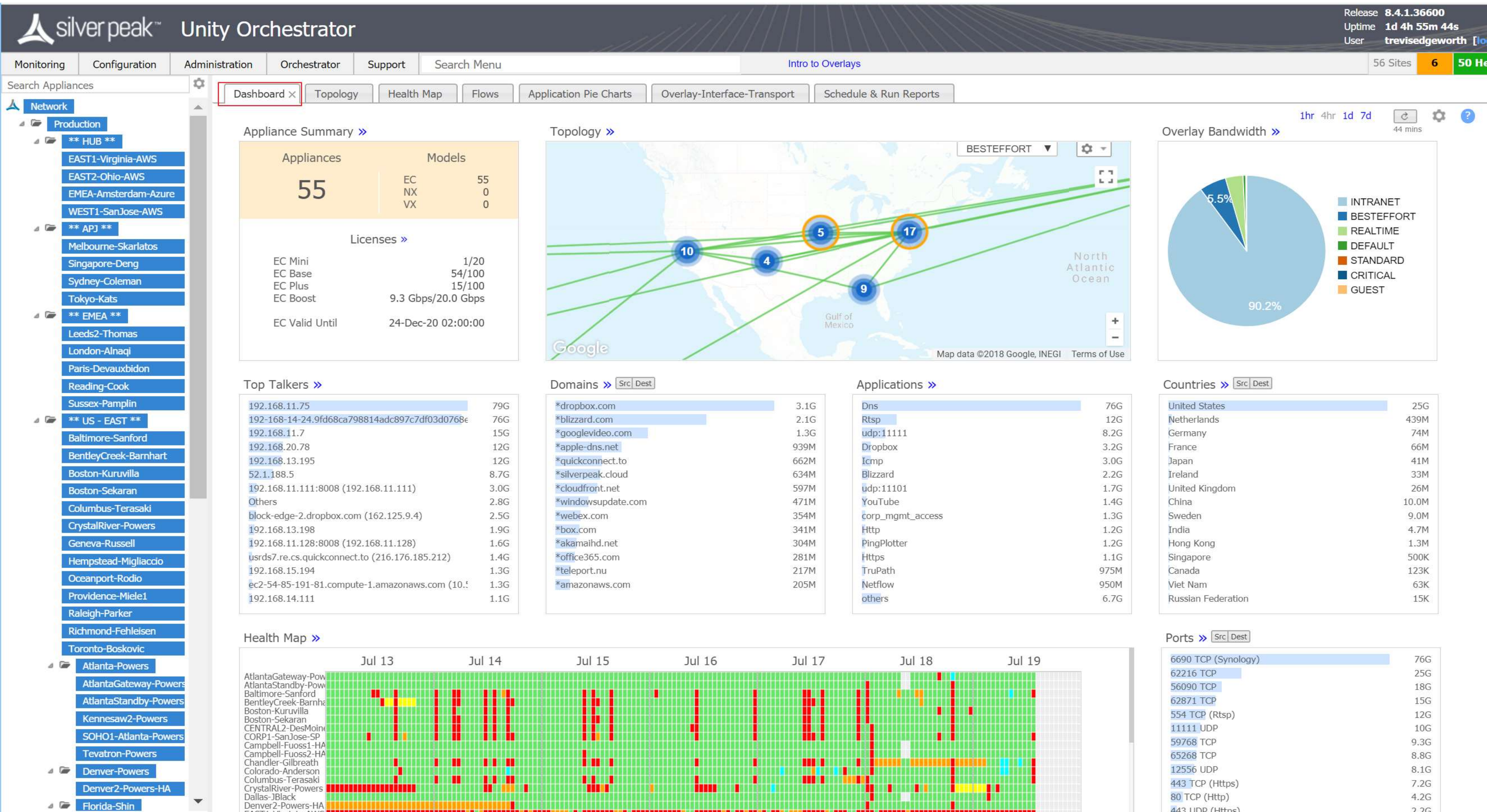

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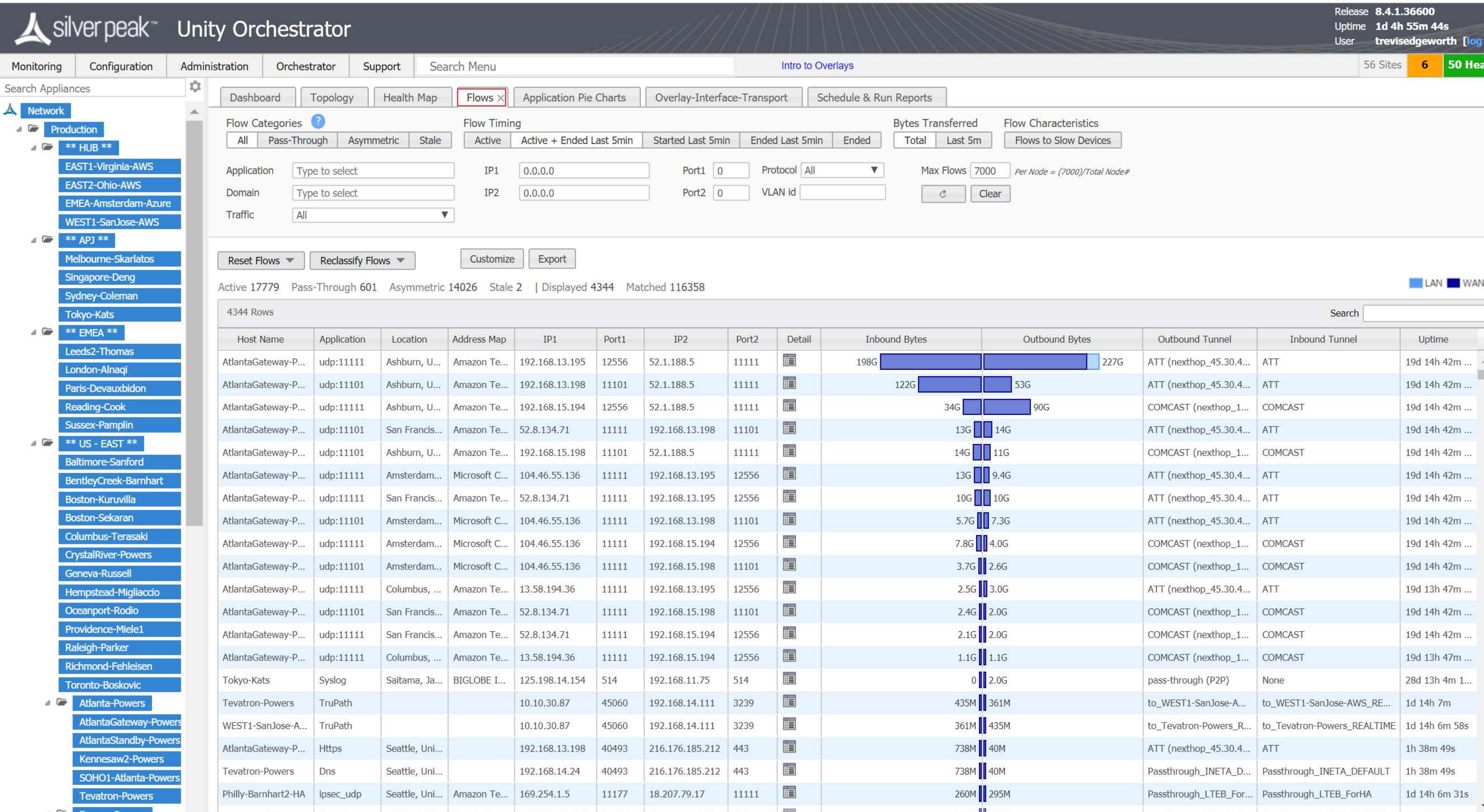

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Unity Orchestrator
Monitoring
Configuration
Administration
Orchestrator
Support
Search Menu
Intro to Overlays
56 Sites
Search Appliances
Network
Production
** HUB **
EAST1-Virginia-AWS
EAST2-Ohio-AWS
EMEA-Amsterdam-Azure
WEST1-SanJose-AWS
** APJ **
Melbourne-Skarlatos
Singapore-Deng
Sydney-Coleman
Tokyo-Kats
** EMEA **
Leeds2-Thomas
London-Alnaqi
Paris-Devauxbidon
Reading-Cook
Sussex-Pamplin
** US - EAST **
Baltimore-Sanford
BentleyCreek-Barnhart
Boston-Kuruvilla
Boston-Sekaran
Columbus-Terasaki
CrystalRiver-Powers
Geneva-Russell
Hempstead-Migliaccio
Oceanport-Rodio
Providence-Miele1
Raleigh-Parker
Richmond-Fehleisen
Toronto-Boskovic
Atlanta-Powers
Dashboard
Topology
Health Map
Flows
Application Pie Charts
Overlay-Interface-Transport
Schedule & Run Reports
Alarms
Packet Loss
Latency
Jitter
All Overlays
Health Map
Jul 13
Jul 14
Jul 15
Jul 16
Jul 17
Jul 18
Jul 19
Baltimore-Sanford
Boston-Kuruvilla
Boston-Sekaran
CORP1-SanJose-SP
Chandler-Gilbreath
Colorado-Anderson
Columbus-Terasaki
CrystalRiver-Powers
Dallas-JBlack
Denver2-Powers-HA
EAST1-Virginia-AWS
EAST2-Ohio-AWS
ECV1-shin
ECV2-shin
Geneva-Russell
Houston-Florian
Kennesaw2-Powers
LakeTahoe-Kirkman
Leeds2-Thomas
Lehi-Lysy
Livermore-Allen
London-Alnaqi
Melbourne-Skarlatos
Oceanport-Rodio
Paris-Devauxbidon
Philly-Barnhart1-HA
Philly-Barnhart2-HA
Providence-Miele1
Raleigh-Parker
Reading-Cook
Richmond-Fehleisen
SFBayLab-Jaurigui
SantaClara-Jaurigui
Singapore-Deng
Sussex-Pamplin
Sydney-Coleman
Tevatron-Powers
Tokyo-Kats
Toronto-Boskovic
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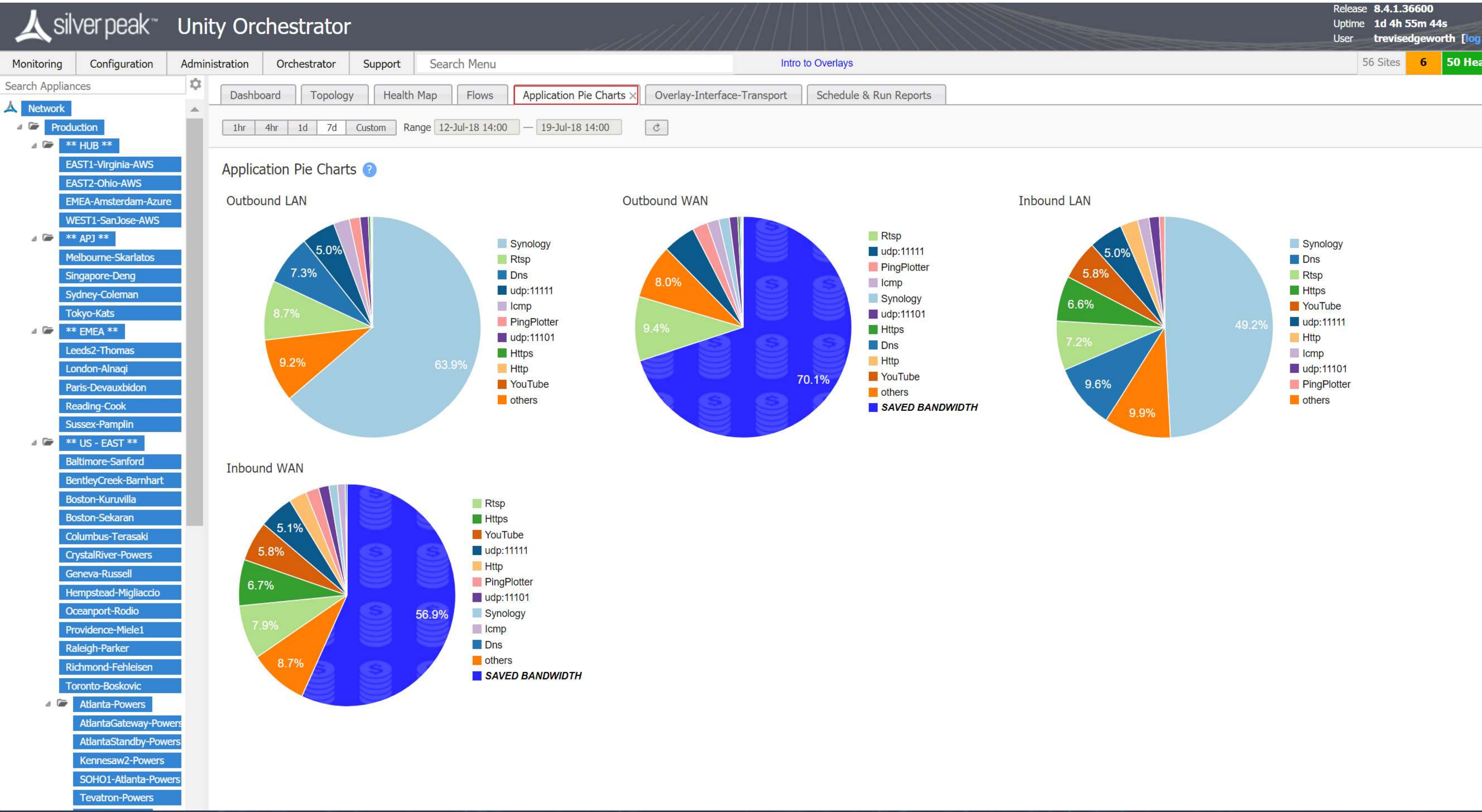

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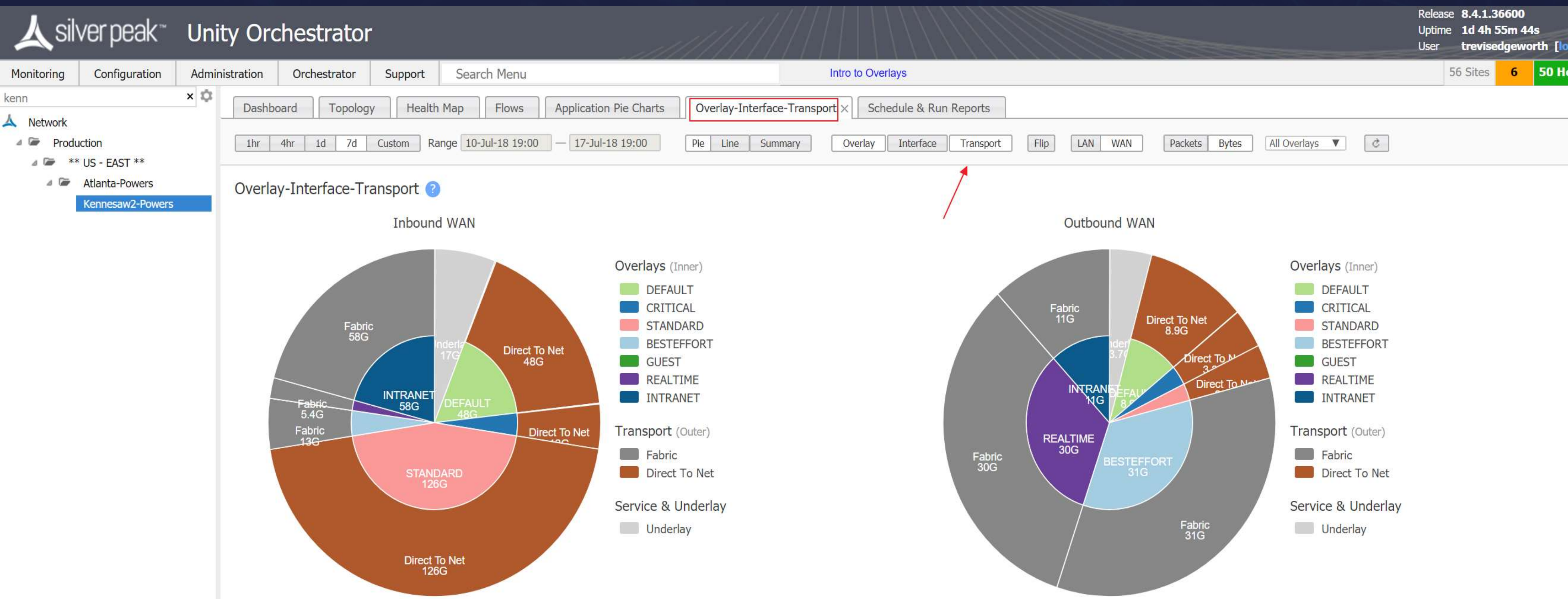

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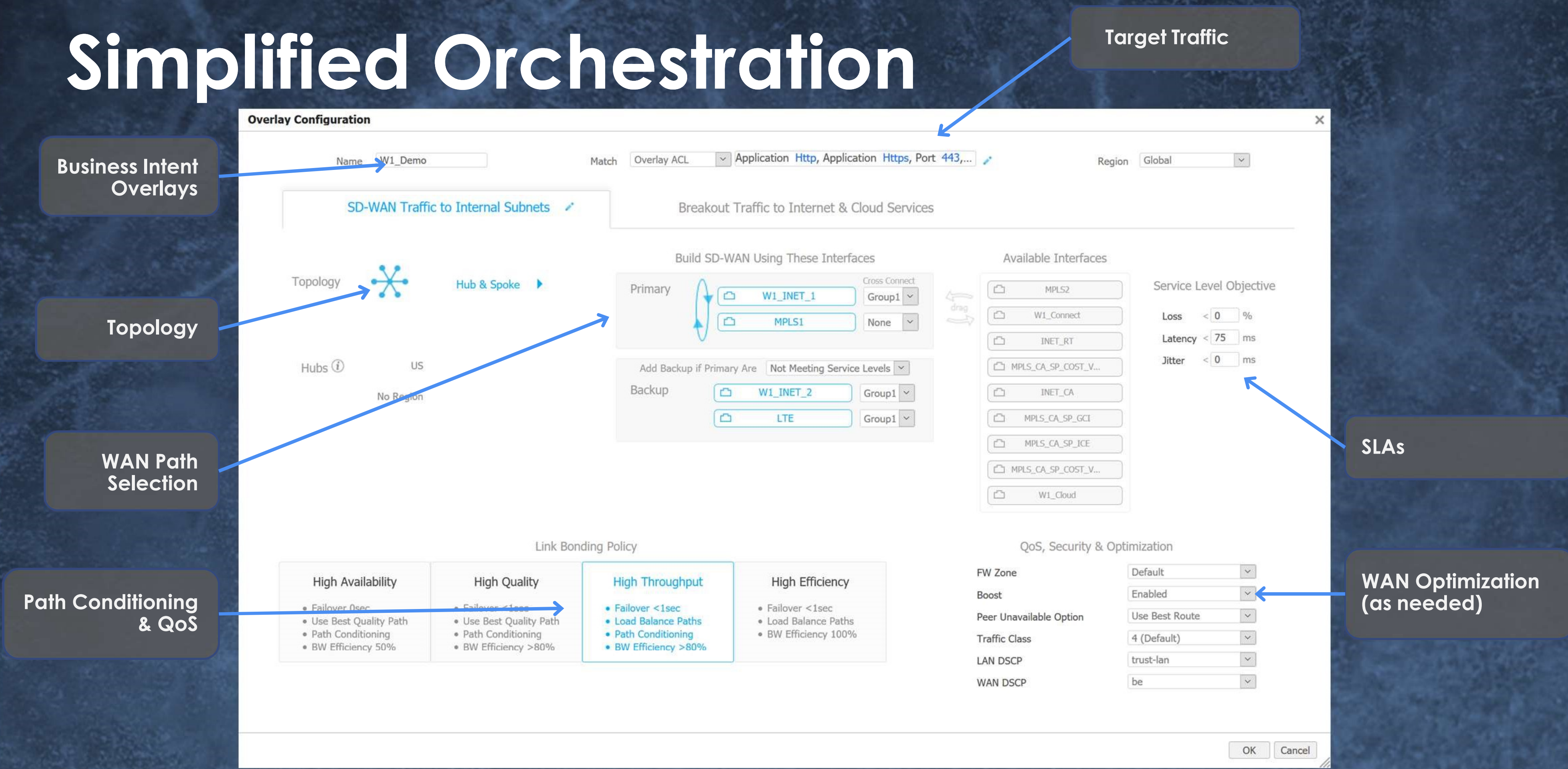
Simplified Orchestration



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Simplified Orchestration

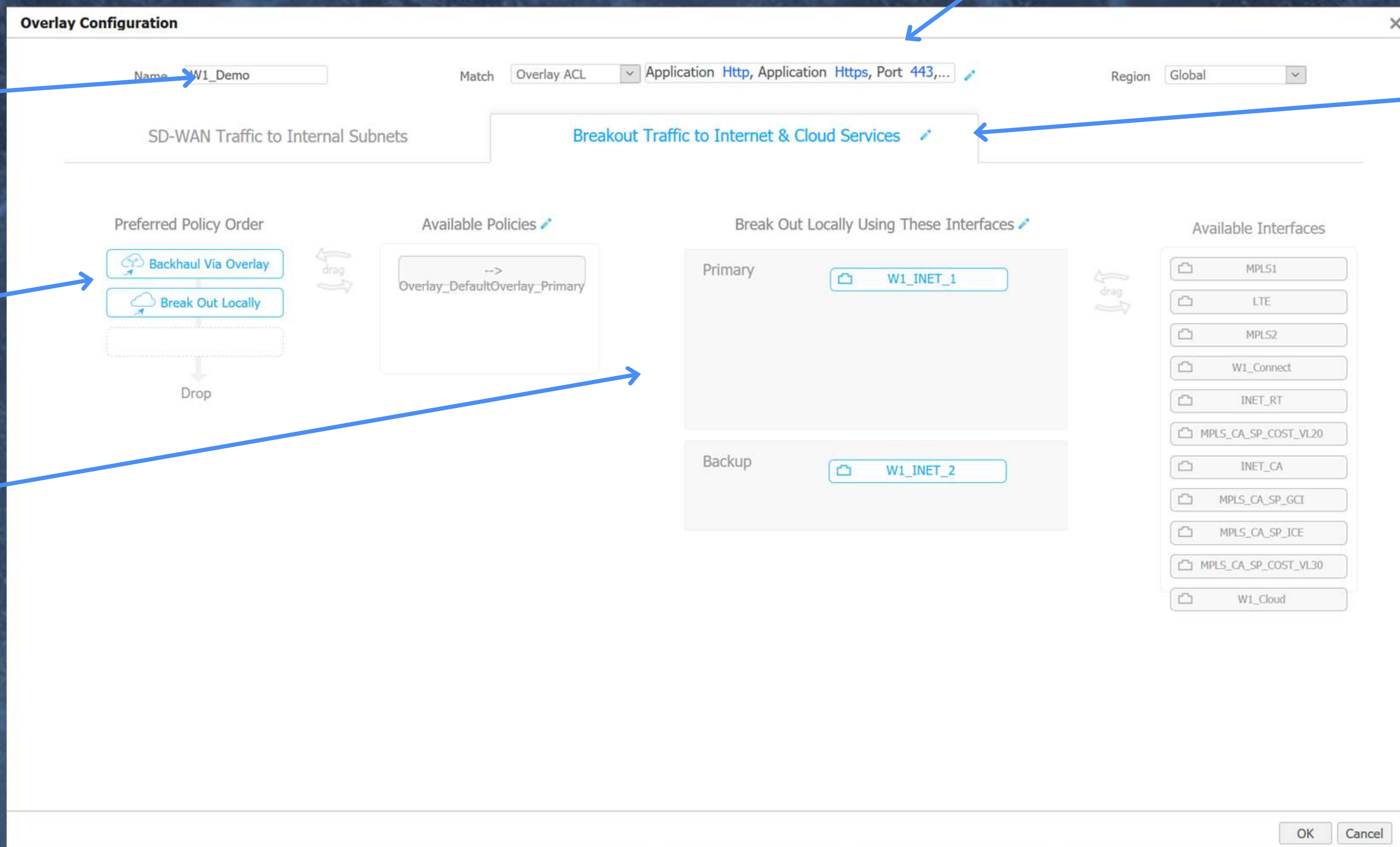
Target Traffic

Business Intent Overlays

Automating Internet Breakout - Drag-and-Drop Policy Assignment

Policy Order

Breakout Path Selection



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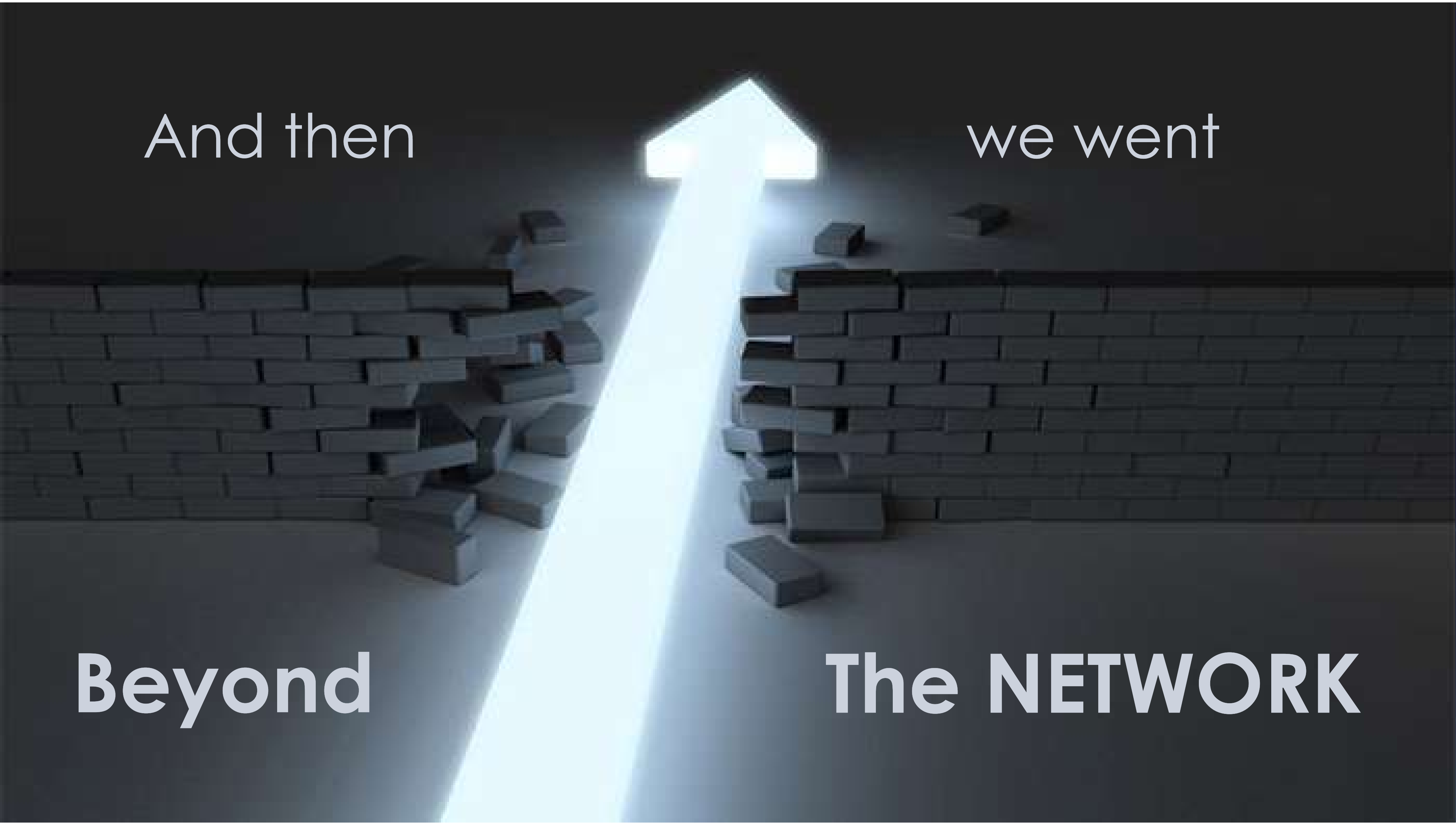
And then
we went
Beyond
The NETWORK


The EVERYWHERE network
is more than just a
network.
It is a fully managed ecosystem
that seamlessly integrates
Datacenters,
Remote Offices
and Public Clouds
Under Common Management

Remote offices are Overbuilt…

…or Overlooked

- Poor or No Redundancy.
- Weak Security.
- Direct Connection to Corporate Network

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The traditional
EDGE

does not
SCALE

has
LATENCY

cannot handle
LOCALIZED
data

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IDC
Analyze the Future

40% of data will be stored, processed and analyzed at the edge of the network

40% of new WAN Edge initiatives will be based on SD-WAN and /or vCPE Platforms

Gartner

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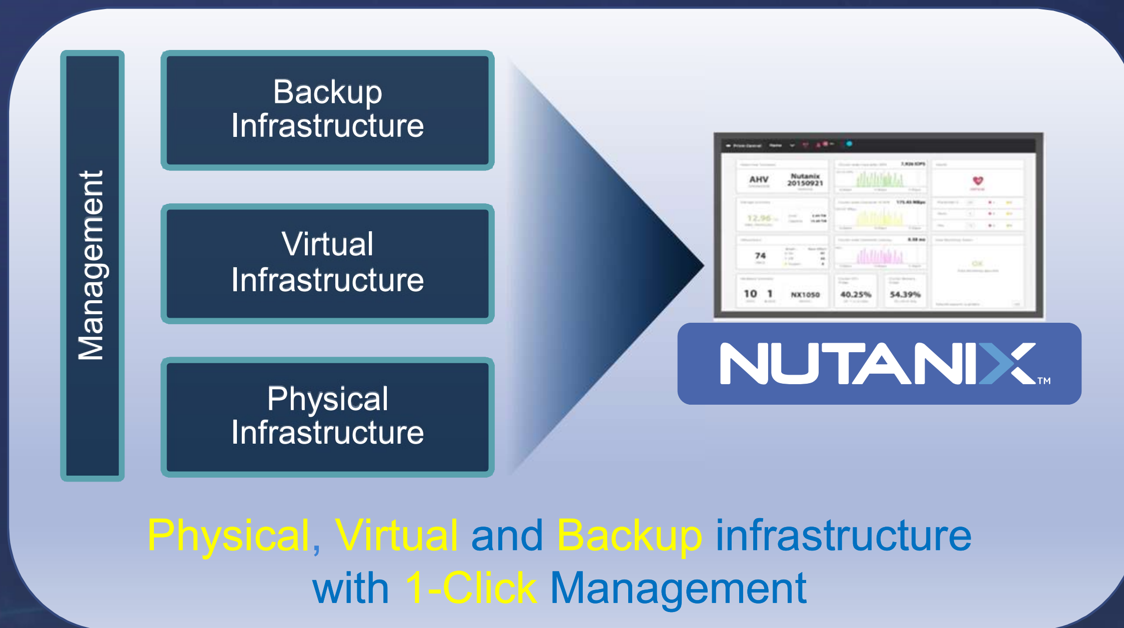
Introducing the EVERYWHERE *Edge*™

Powered by **NUTANIX**,
The EVERYWHERE ***Edge***™
is a Cloud Managed,
Software Driven,
Converged Platform
Streamlined to run
Infrastructure Services
and **Business Applications**
at the Edge.

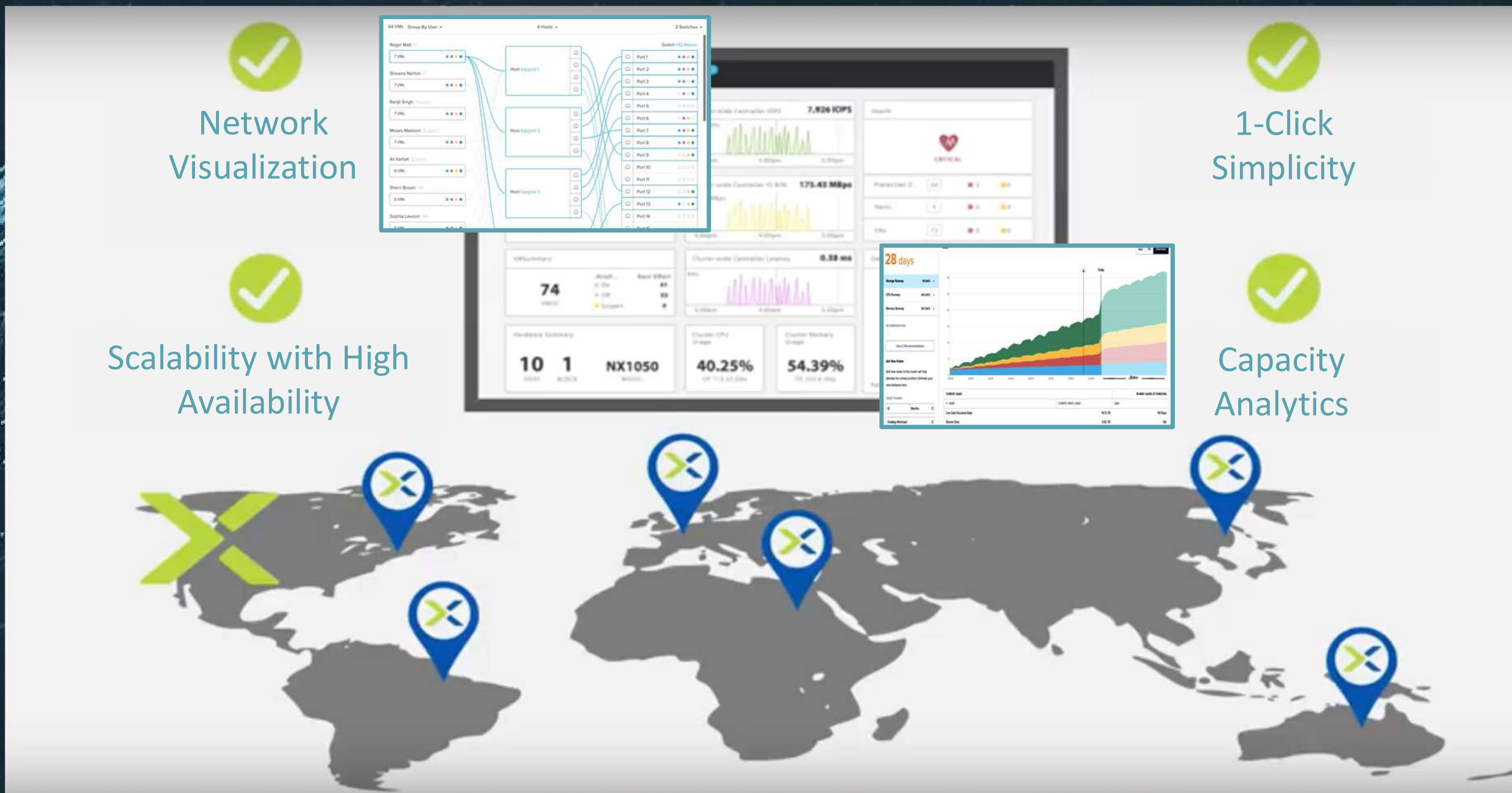
NUTANIX Converges:

- Compute
- Storage
- Hypervisor
- Management



Into a single 2U appliance

NUTANIX Centralized Management with PRISM



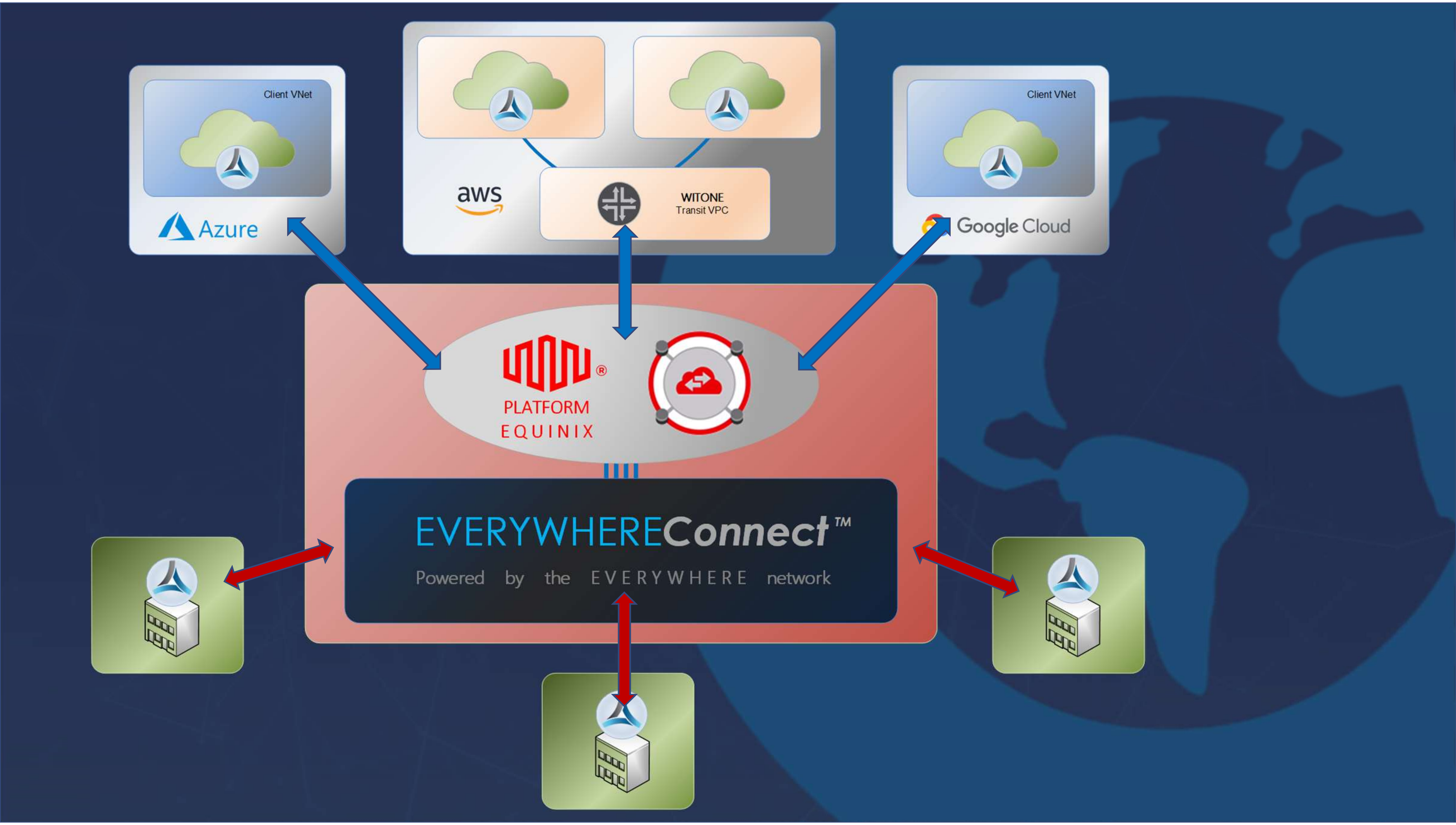
Anywhere in the **WORLD**

WITONE
THE EVERYWHERE NETWORK™

WIT-ONE EVERYWHERE*Connect*™

- EVERYWHERE***Connect***™ leverages the EVERYWHERE ***Network***™ and **EQUINIX**'s Cloud Exchange to link Internet-based client sites to Public Clouds over private connections.
- By placing EVERYWHERE***Connect***™ Points of Presence (PoPs) close to client's locations, EVERYWHERE***Connect***™ combines low-cost **Internet** access circuits with the usage cost and QOS of Dedicated Cloud Circuits

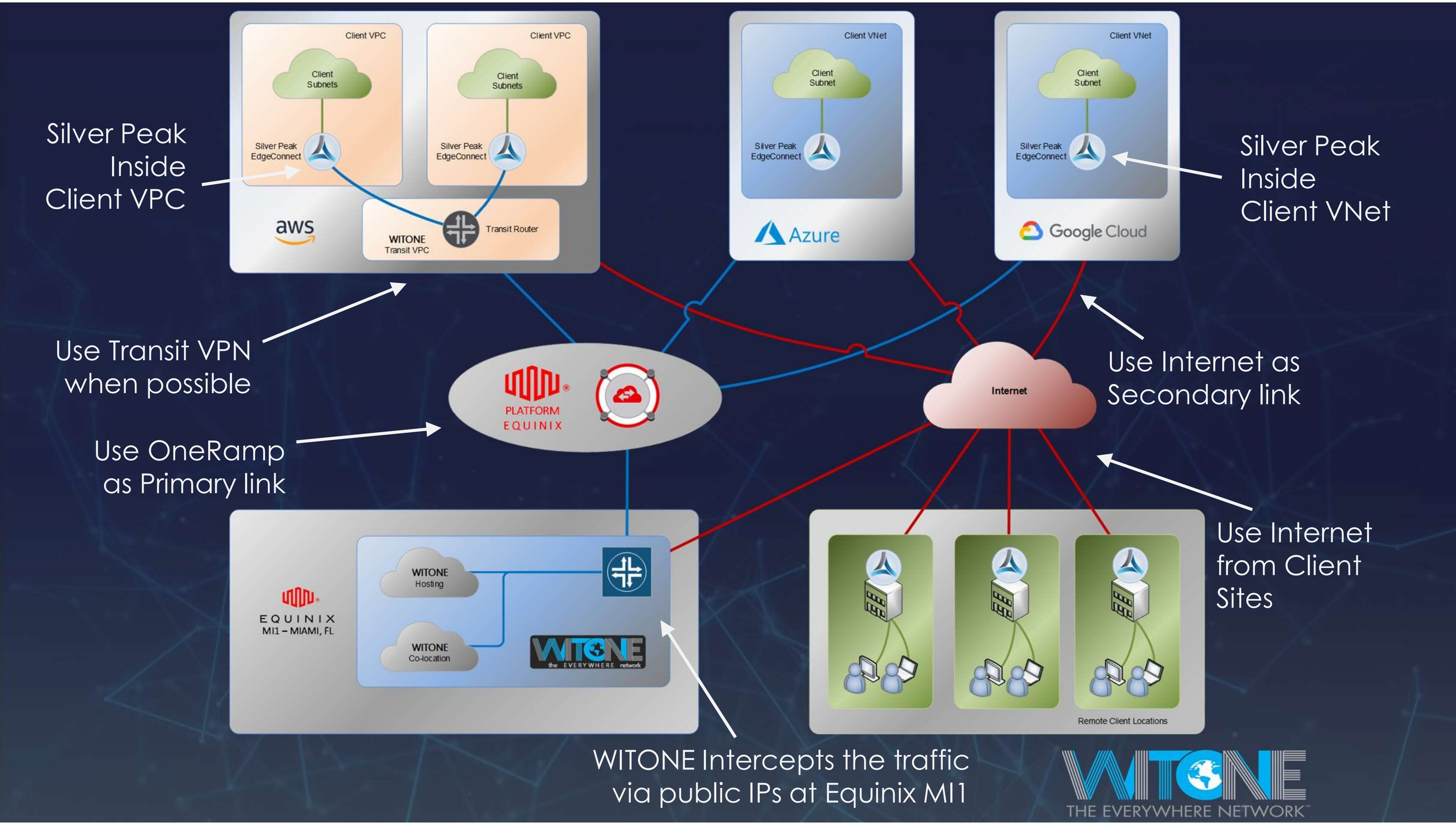
THE EVERYWHERE NETWORK™


Client VNet
Azure
aws
WITONE
Transit VPC
Client VNet
Google Cloud
PLATFORM
EQUINIX
EVERYWHEREConnect™
Powered by the EVERYWHERE network

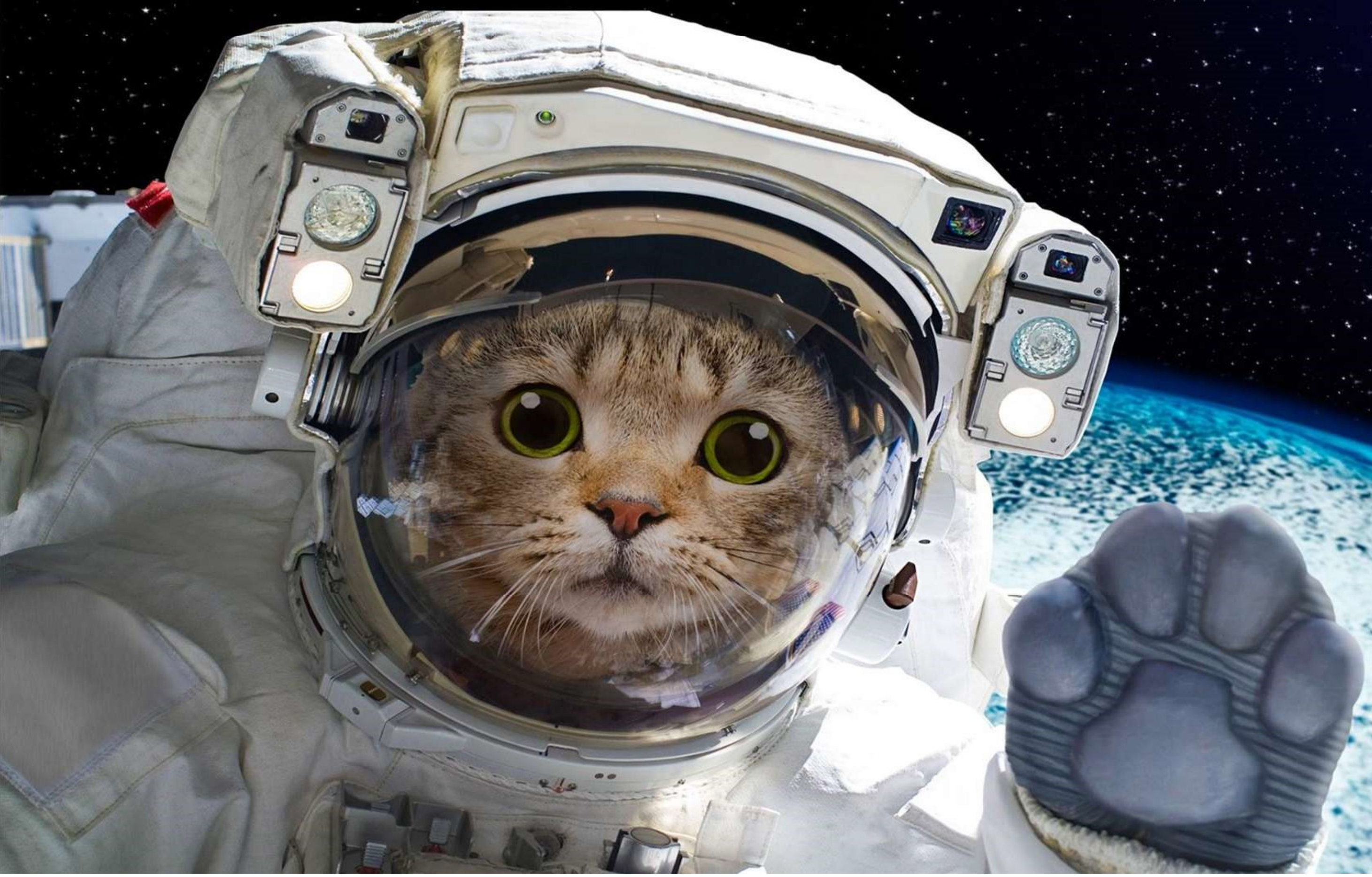
Why Equinix

- Equinix is the World's Largest IBX Datacenter and Colocation Provider.
- Equinix MI1 is the Premier Datacenter in Miami interconnecting Latin America and the Caribbean to the rest of the World.

WITONE
THE EVERYWHERE NETWORK™


Silver Peak Inside Client VPC
Client VPC
Client Subnets
Silver Peak EdgeConnect
Client VPC
Client Subnets
Silver Peak EdgeConnect
aws
WITONE Transit VPC
Transit Router
Client VNet
Client Subnet
Silver Peak EdgeConnect
Azure
Client VNet
Client Subnet
Silver Peak EdgeConnect
Google Cloud
Silver Peak Inside Client VNet
Use Transit VPN when possible
PLATFORM EQUINIX
Internet
Use Internet as Secondary link
Use OneRamp as Primary link
EQUINIX MI1 – MIAMI, FL
WITONE Hosting
WITONE Co-location
WITONE the EVERYWHERE network
Remote Client Locations
Use Internet from Client Sites
WITONE Intercepts the traffic via public IPs at Equinix MI1
WITONE THE EVERYWHERE NETWORK™

WITONE – The Everywhere *Team*



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