

Moving on from VMware: Nutanix AHV On E-Rate

PBG NETWORKS

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NUTANIX



Today's Agenda

What is Nutanix?

How to purchase Nutanix on ERATE with NJSBA contract.

Nutanix's ERATE Bundle: Unpack the Epic Perks!



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Nutanix At-A-Glance

FY23 Revenue: \$1.56B –Networth \$16B as May 7th

24.5K+ Global Customers

57% of Fortune 500 are NTNX customers

90+: Best-In-Class Net Promoter Score (NPS)

Dedicated to customer success

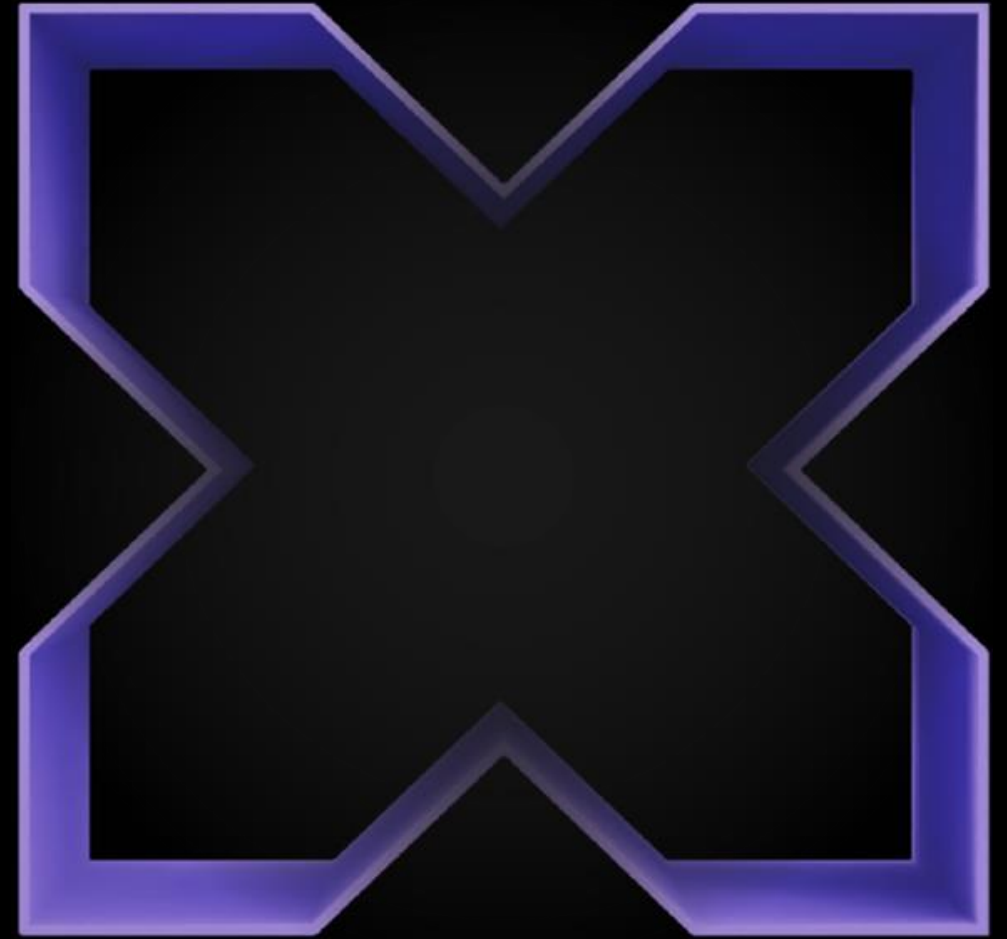
Focused on Top Vertical Markets

Including Finserv, Healthcare, Government, Education, and Retail

Technology for the Greater Good

Nutanix enables up to 35% less energy consumption than 3-tier architectures

.NEXT Community: 120k members strong



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Understanding Nutanix: Pioneering the Future of Hyperconverged Solutions

On-Premises **Hyperconverged Infrastructure (HCI) Solution**

Nutanix Acropolis Operating System (AOS)

Nutanix's proprietary software, fuels their HCI solutions with software-defined storage, hypervisor, automation, and management features, offering a robust and unified infrastructure solution.

Software-Defined Approach (Cisco and HP)

Nutanix's software-centric approach, delivers flexibility, scalability, and agility when managing and orchestrating operations.

Simplicity and One-Click Operations

Nutanix is known for its focus on simplicity in design and operations.



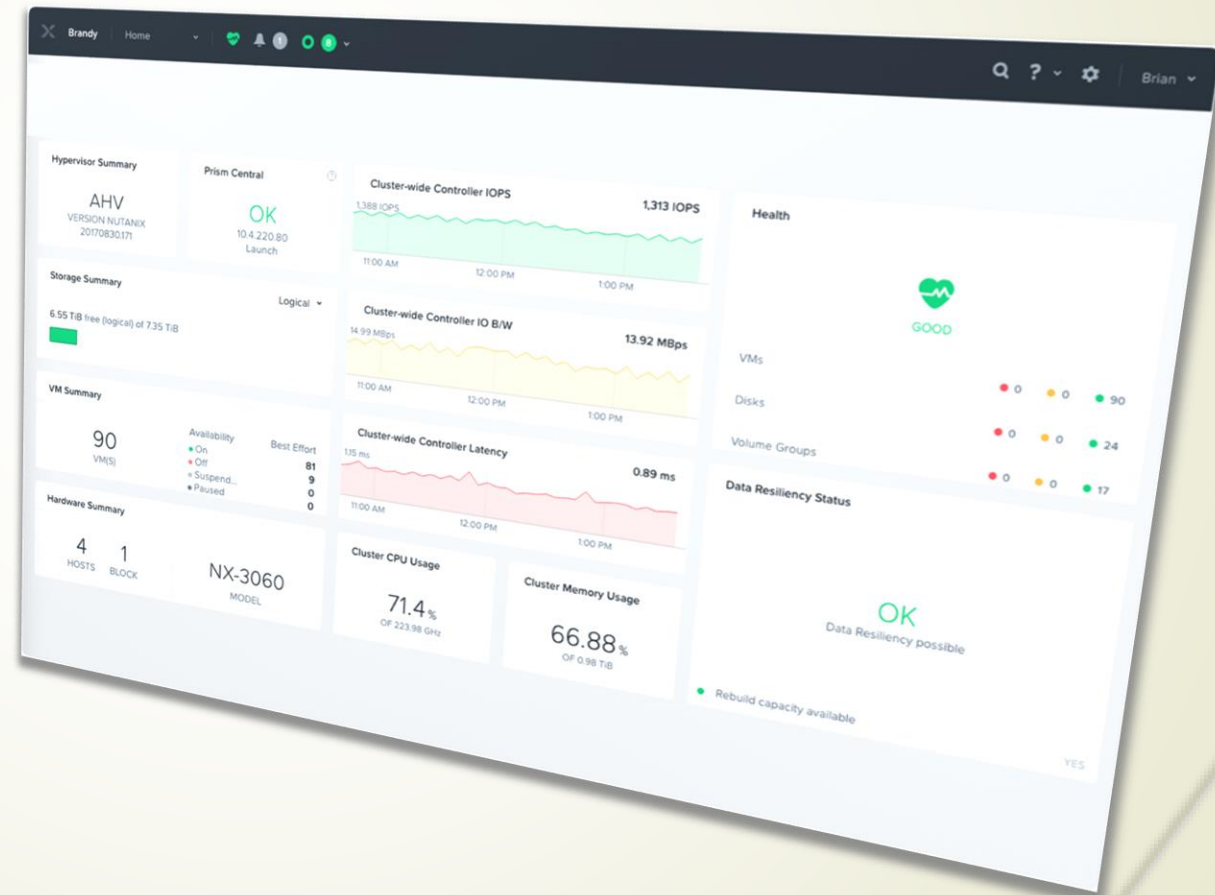
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Nutanix Hypervisor (AHV)

Nutanix AHV is the native hypervisor offered with AOS. AHV is a powerful and integrated hypervisor that simplifies virtualization management and licensing costs, providing a strong alternative to traditional hypervisors.

Nutanix Acropolis Hypervisor (AHV)

- ✓ Runs Virtual Machines (VMs) without additional software
- ✓ More secure out of the box than Microsoft Hyper-V
- ✓ Save on vSphere and Oracle license costs



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Nutanix Hypervisor (AHV)

The natural move from ESXi

Cost Savings

AHV is included at no extra cost when the Nutanix HCI platform is purchased. VMware ESXi has extra licensing fees for any higher functions.

Single Management Interface

By using AHV, hypervisor, storage, networking and virtual machine management are all managed through a single pane of glass.

Ease of use

It takes about 15 minutes to become familiar and proficient with AHV.

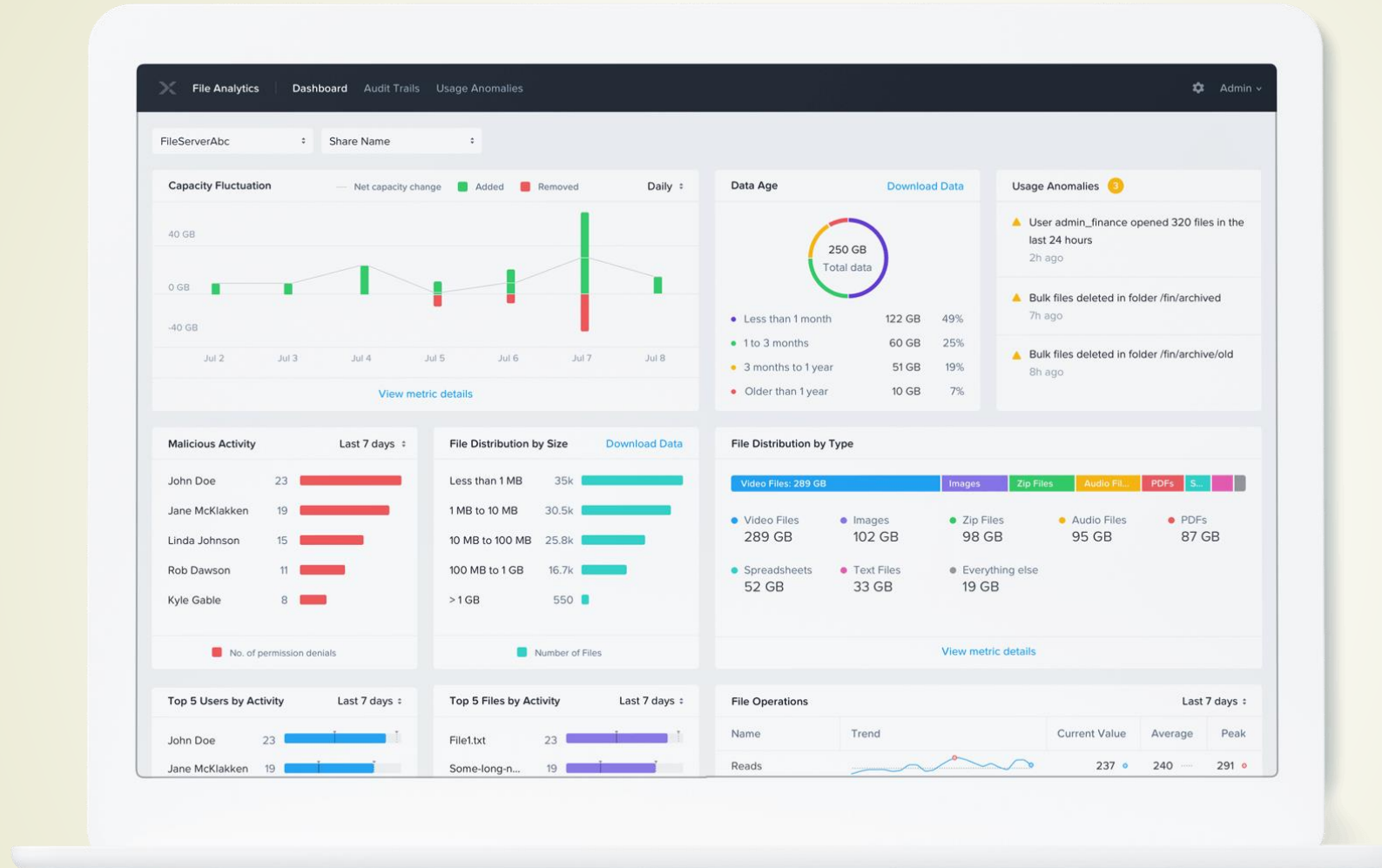
Other Features

Nutanix Files and Volumes are tightly integrated with AHV. Data Management along with Virtualization is now also simplified.



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Nutanix Files



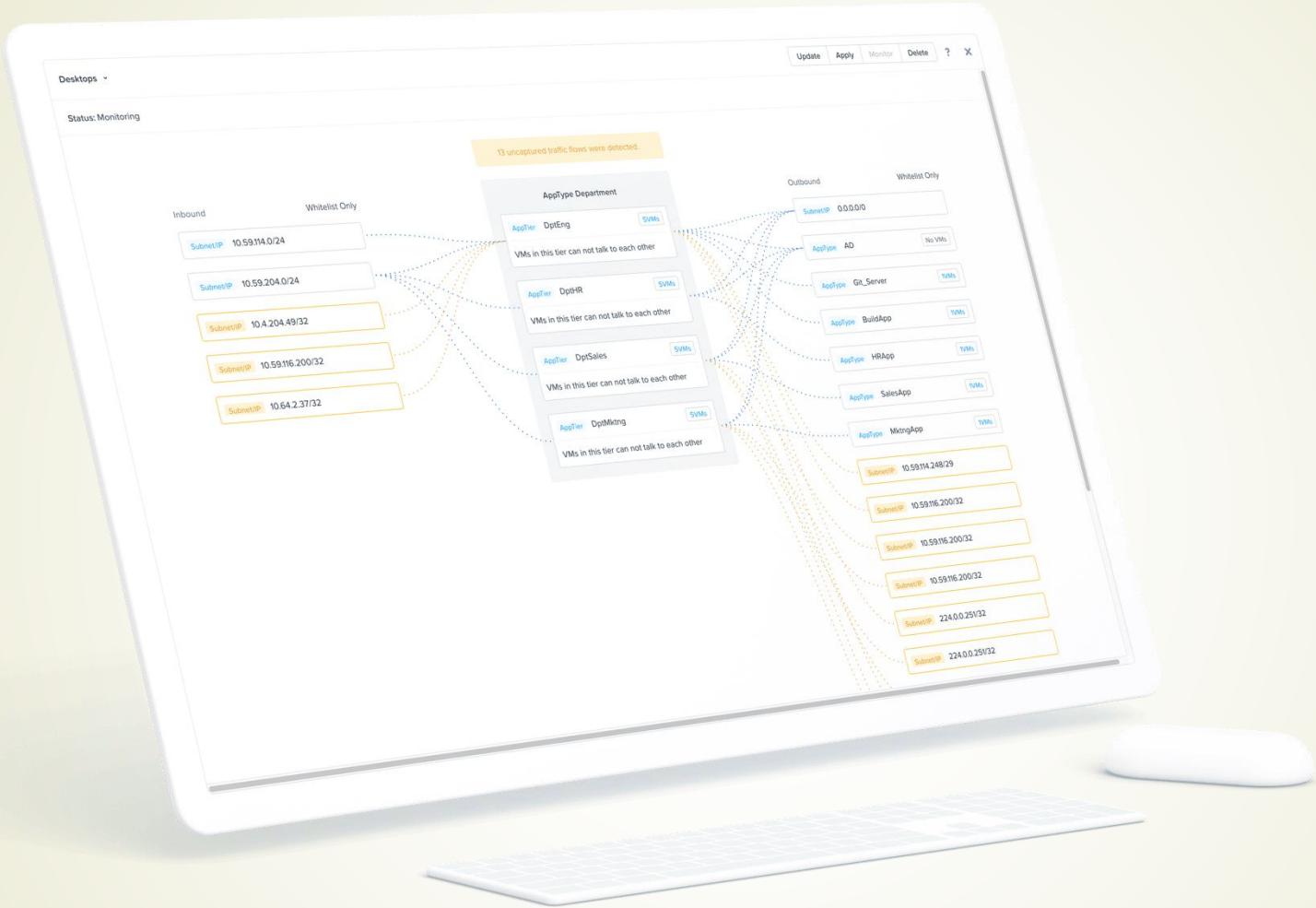
Nutanix Files – Cluster, Linux-based file servers

Highly-available file servers to replace on-prem Windows file server. Includes built-in Analytics and ransomware protection to increase staff and student safety.

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Nutanix Flow



Nutanix Flow – Software-Defined Network (SDN)

Protect your VMs, Apps and Data with Zero Trust-focused microsegmentation and security.

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How is Nutanix E-Rate eligible?

USAC Category 2 Funding, under subcategory of "Firewall."

Category 2 is: Internal Connections, Managed Internal Broadband Services, and Basic Maintenance of Internal Connections.

- <https://www.nutanix.com/solutions/education/erate>
- <https://www.carahsoft.com/blog/nutanix-integrated-solutions-for-e-rate-blog-2022>
- <http://erateproviderservices.com/nutanix-home/product-eligibility/>
- erate@nutanix.com
- erate@pbgnetworks.com



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How is Nutanix E-Rate eligible?

What % is Eligible?

Four Tenets of Eligibility

Nutanix Bundles, Hardware, Software, Services

Example ERATE pricing



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How is Nutanix E-Rate eligible?

What makes Nutanix Eligible, The Four Tenets:

1. Network Functions
2. Physical Security
3. Diagnostics
4. Firewall Capability



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How is Nutanix E-Rate eligible?

What makes Nutanix Eligible:

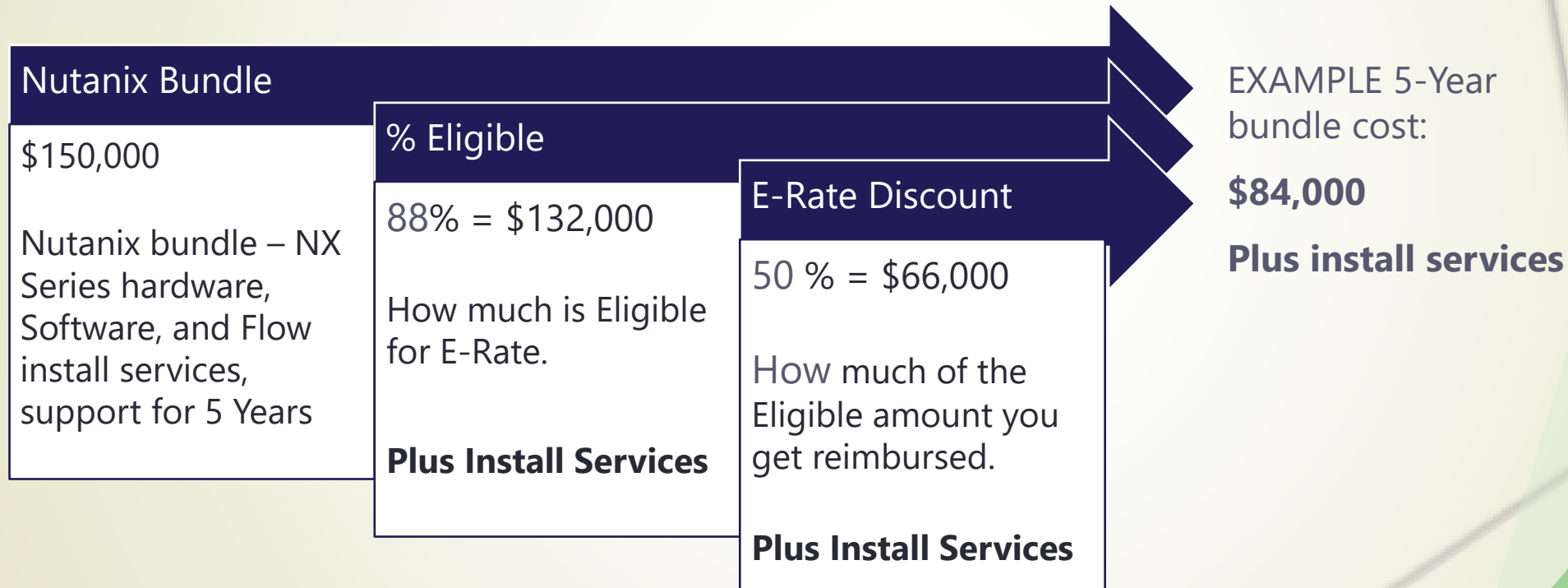
- Firewall (Flow micro-segmentation) between virtual machines (Category 2)
- Software Defined Networking (SDN): Consolidates and minimizes physical device outlay for other parts of the network
- Appliance 100% Estimated Eligibility



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How is Nutanix E-Rate eligible?

ERATE – Example pricing for a 50% school *



* Example prices shown are for demonstration purposes only.



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How is Nutanix E-Rate eligible?

ERATE – 4 Eligible SKUS approved for FY24

3-year subscriptions / hardware support terms

Small / Medium / Large Bundles

Product Code	Name	% Eligible
NX-NODE-ERS	Nutanix Small Series Bundles	88 %
NX-NODE-ERMH	Nutanix Medium Series Bundles	88 %
NX-NODE-ERMF	Nutanix Medium Series Bundles	88 %
NX-NODE-ERL	Nutanix Large Series Bundles	89 %



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Nutanix E-Rate Bundle – What Do You Get?

An HCI platform for on-prem!

Nutanix NX Series hardware (Supermicro)

Nutanix NCI Ultimate license

- Nutanix AHV (Hypervisor)
- Microsegmentation (Flow SDN)
- Data-at-Rest-Encryption
- Security Governance Tools

Software and support terms 5 years

Everything can be purchased using the NJSBA Contract: **NJSBA Contract E-8801-ACESCPS**



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Questions?

One platform
to run apps and
data anywhere.

***Give us a call or email at:
(856)931-1604 x111
erate@pbgnetworks.com***



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