Moving on from VMware: Nutanix AHV On E-Rate

PBG NETWORKS

Scott Brousseau – Chief Technology Officer Paul Wozniak –Director of Professional Services





Today's Agenda

What is Nutanix?

How to purchase Nutanix on ERATE with NJSBA contract.

Nutanix's ERATE Bundle: Unpack the Epic Perks!



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





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.



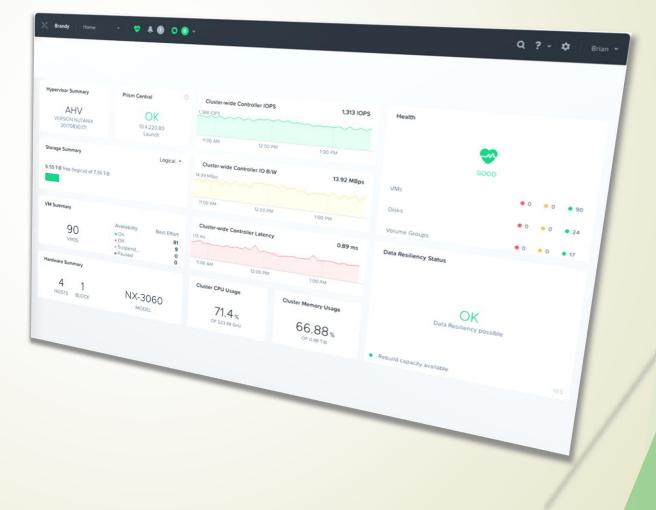


Nutanix Hypervisor (AHV)

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





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.



We Make IT Work!

Nutanix Files

File Analytics Da	shboard Audit Trails	Usage Anomalies						\$	Adm
FileServerAbc ÷	Share Name	٠							
Capacity Fluctuation	 Net capacity cha 	nge 📕 Added 📕 Removed	Daily ‡	Data Age	Downloa	ad Data Usa	ige Anomalies 3		
40 GB					250 GB otal data		User admin_finance o last 24 hours 2h ago	pened 320 fil	es in the
40 68			Less than 1 month	122 GB		 Bulk files deleted in folder /fin/archived 7h ago 			
Jul 2 Jul 3	Jul 4	Jul 5 Jul 6 Jul 7	Jul 8	 1 to 3 months 3 months to 1 year 	60 GB r 51 GB	100/	Bulk files deleted in fo	older /fin/archi	ve/old
	View met	ric details		 Older than 1 year 	10 GB	7%			
Malicious Activity	Last 7 days 💲	File Distribution by Size	Download Data	File Distribution by	Туре				
John Doe 23	_	Less than 1 MB 35k	_	Video Files: 289 GB		Images Zip	Files Audio Fil	PDFs S	
Jane McKlakken 19	_	1 MB to 10 MB 30.5k	_	 Video Files 289 GB 	 Images 102 GB 	 Zip Files 98 GB 	 Audio Files 95 GB 	• PDF	
Rob Dawson 11	_	100 MB to 1 GB 16.7k	_	 Spreadsheets 52 GB 	• Text Files 33 GB	 Everything el 19 GB 	se		
Kyle Gable 8	-	>1GB 550		52 66	33.66	19 68			
No. of permission	denials	Number of Fil	es			View metric detai	s		
Top 5 Users by Activity	Last 7 days 🌣	Top 5 Files by Activity	Last 7 days ‡	File Operations				Last	7 days
John Doe 23	1	File1.txt 23	1	Name	Trend		Current Value	Average	Peal
Jane McKlakken 19		Some-long-n 19		Reads		~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~	237 •	240	291

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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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



What % is Eligible?

Four Tenets of Eligibility

Nutanix Bundles, Hardware, Software, Services

Example ERATE pricing



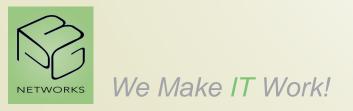
What makes Nutanix Eligible, The Four Tenets:

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



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



ERATE – Example pricing for a 50% school *

Nutanix Bundle		EXAMPLE 5-Year		
\$150,000	% Eligible			bundle cost:
Nutanix bundle – NX Series hardware, Software, and Flow install services, support for 5 Years	88% = \$132,000	E-Rate Discount		\$84,000
	How much is Eligible for E-Rate.	50 % = \$66,000		Plus install services
		How much of the Eligible amount you		
	Plus Install Services	get reimbursed.		
		Plus Install Services		



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* Example prices shown are for demonstration purposes only.

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 %



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



Questions?



One platform to run apps and data anywhere.

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

