



# Nutanix Era – Database-as-a-Service Tech Talk

January 25, 2022



# Agenda

- Database-as-a-Service Opportunity
- Databases with Nutanix Era
- Case Studies
- Roadmap
- Conclusion

# Database-as-a-Service Opportunity



# Database Trends

Most applications use a database, many use more than one  
Microservices often each have their own databases  
Application frameworks often determine database engine

New applications are built on open-source databases  
(e.g., PostgreSQL, MongoDB, and MySQL)

Majority of applications still use proprietary databases  
(e.g., Oracle Database and SQL Server)

Relational and non-relational are both growing but relational  
is still the clear majority

Increasing importance that developer and database  
administrator (DBA) time is spent wisely



Organizations run more and more  
databases (1,000s)



Organizations use multiple  
database engines



Increasing adoption of  
Database-as-a-Service (DBaaS)





# Database-as-a-Service Landscape

NUTANIX

	Cloud-vendor DBaaS	DB-vendor DBaaS	Multicloud DBaaS	Hybrid Multicloud DBaaS
Clouds	✗ Single public cloud	✓ Multiple public clouds	✓ Multiple public clouds	✓ Multiple public clouds ✓ On-premises ✓ Co-location
Databases	✓ Multiple database engines	✗ Single database engine	✓ Multiple database engines	✓ Multiple database engines





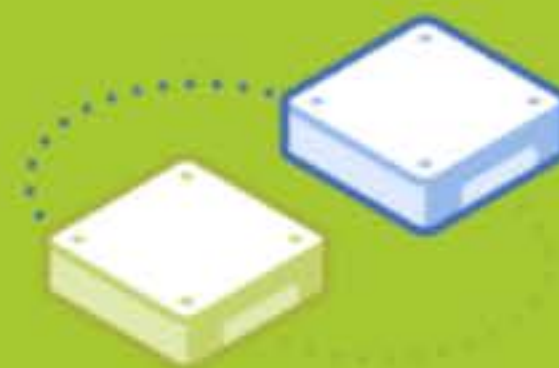
# What our customers are asking for



**Reduce the risk, effort,  
and cost of operating  
1,000s of databases**



**Meet business  
requirements across  
security, high-  
availability, disaster  
recovery, performance,  
and scale**



**Run both proprietary  
and open source,  
relational and non-  
relational databases**



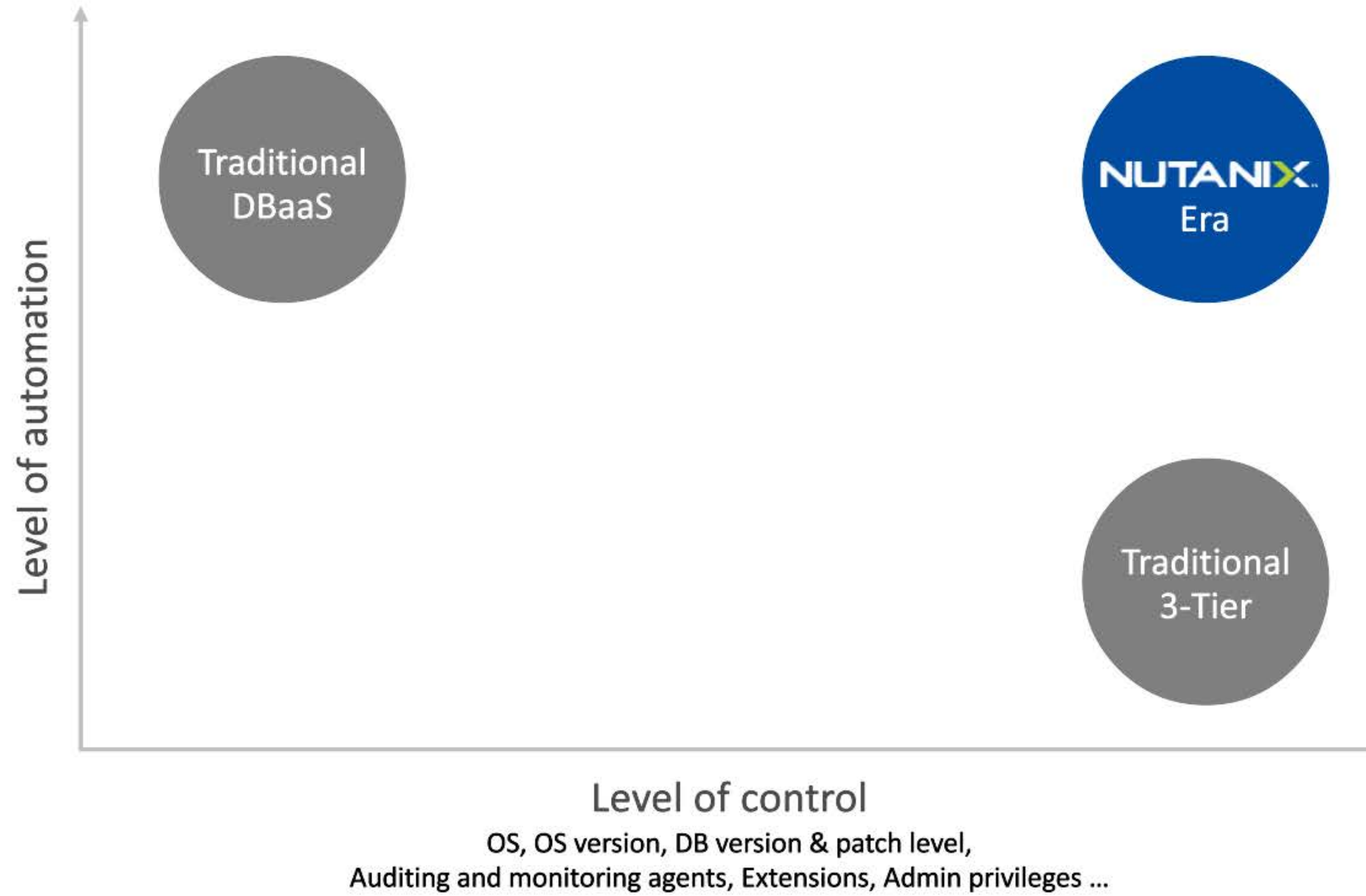
**Enable developers to  
use databases without  
bothering database  
admins**



**Retain full control of  
their database servers**

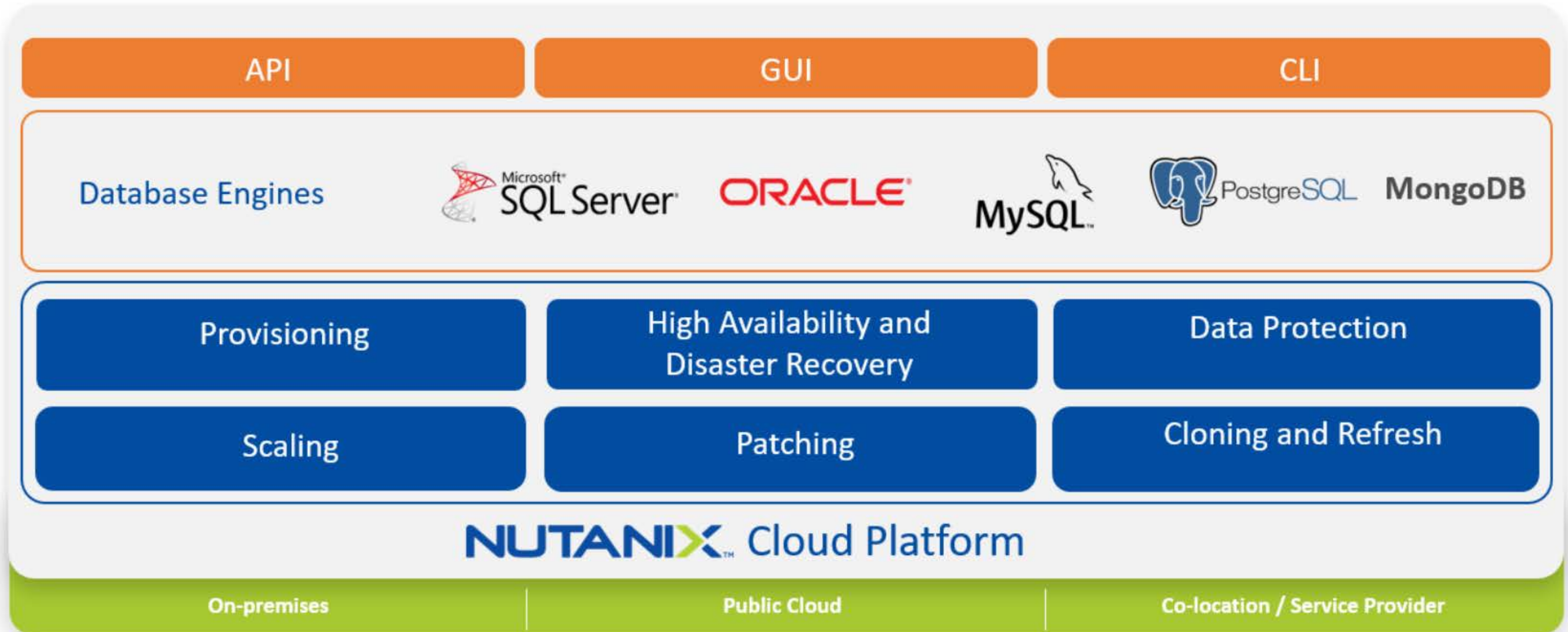


# Control vs. Automation





# Nutanix Era – Hybrid Multicloud DBaaS





# Nutanix Era – Hybrid Multicloud DBaaS



## What is Nutanix Era?

Automated management of 1,000s of databases on hybrid multicloud

Meet security, HA, disaster recovery, performance, scale, and cost requirements

Enable developers to self-service their database needs

Enable database administrators to focus on the organizations most critical databases

## Differentiation

Support the most popular database engines across open source and proprietary

Manage both new and already deployed databases

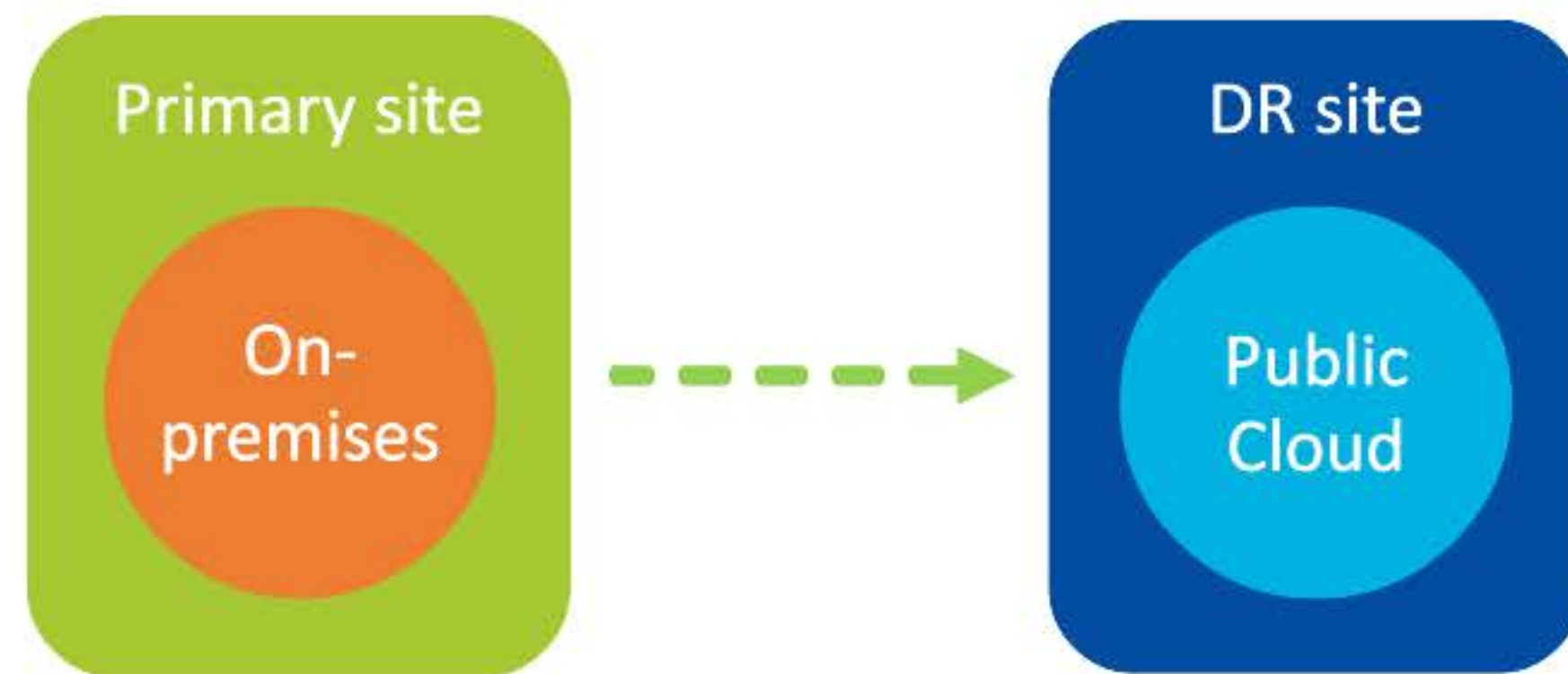
Customers retain full control of database servers

End-to-end support

Same experience across public cloud, on-premises, and co-location



# Why Hybrid Multicloud?

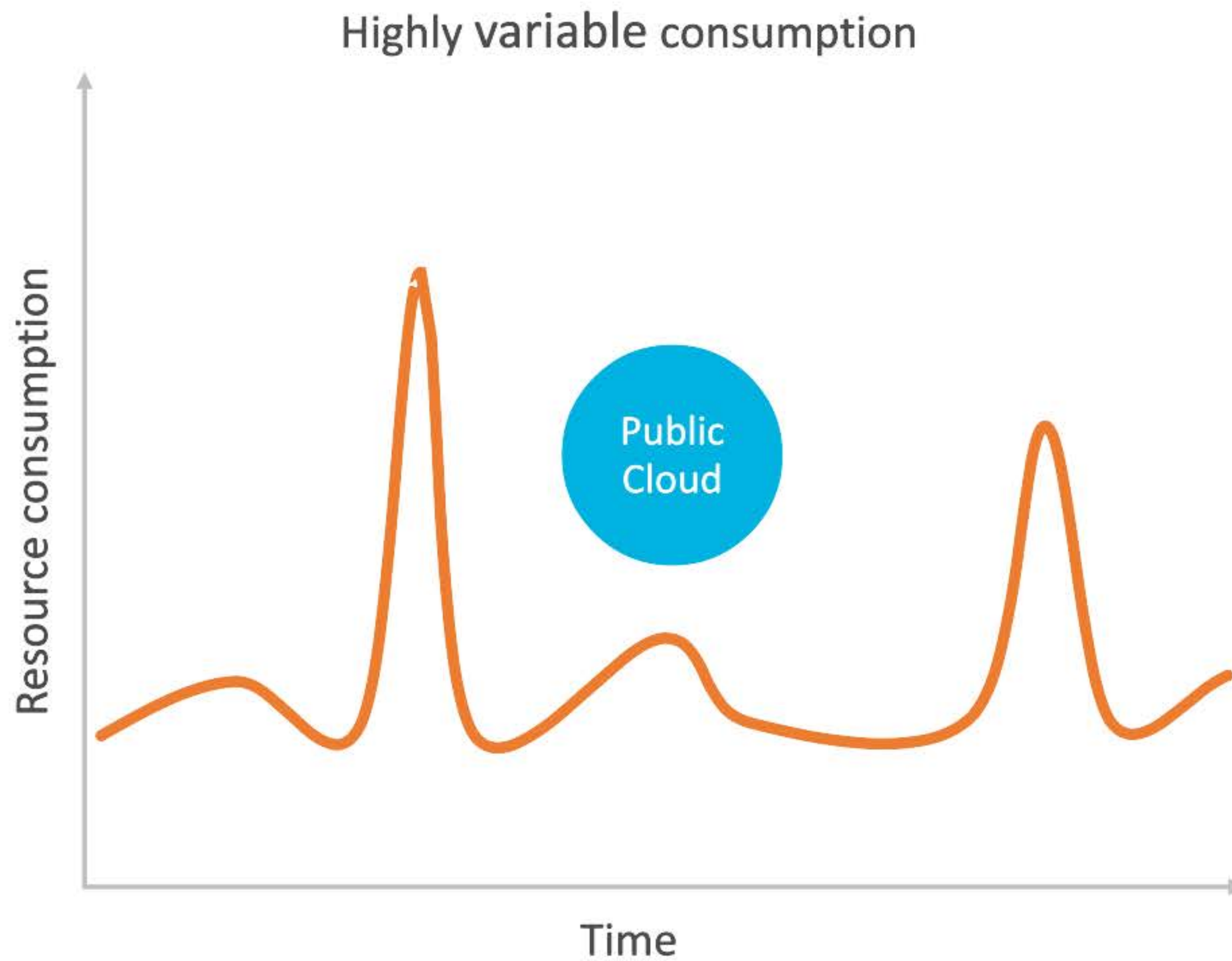


Cost-effectively run workloads with:

1. A disaster recovery site



# Why Hybrid Multicloud?



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2. Highly variable consumption

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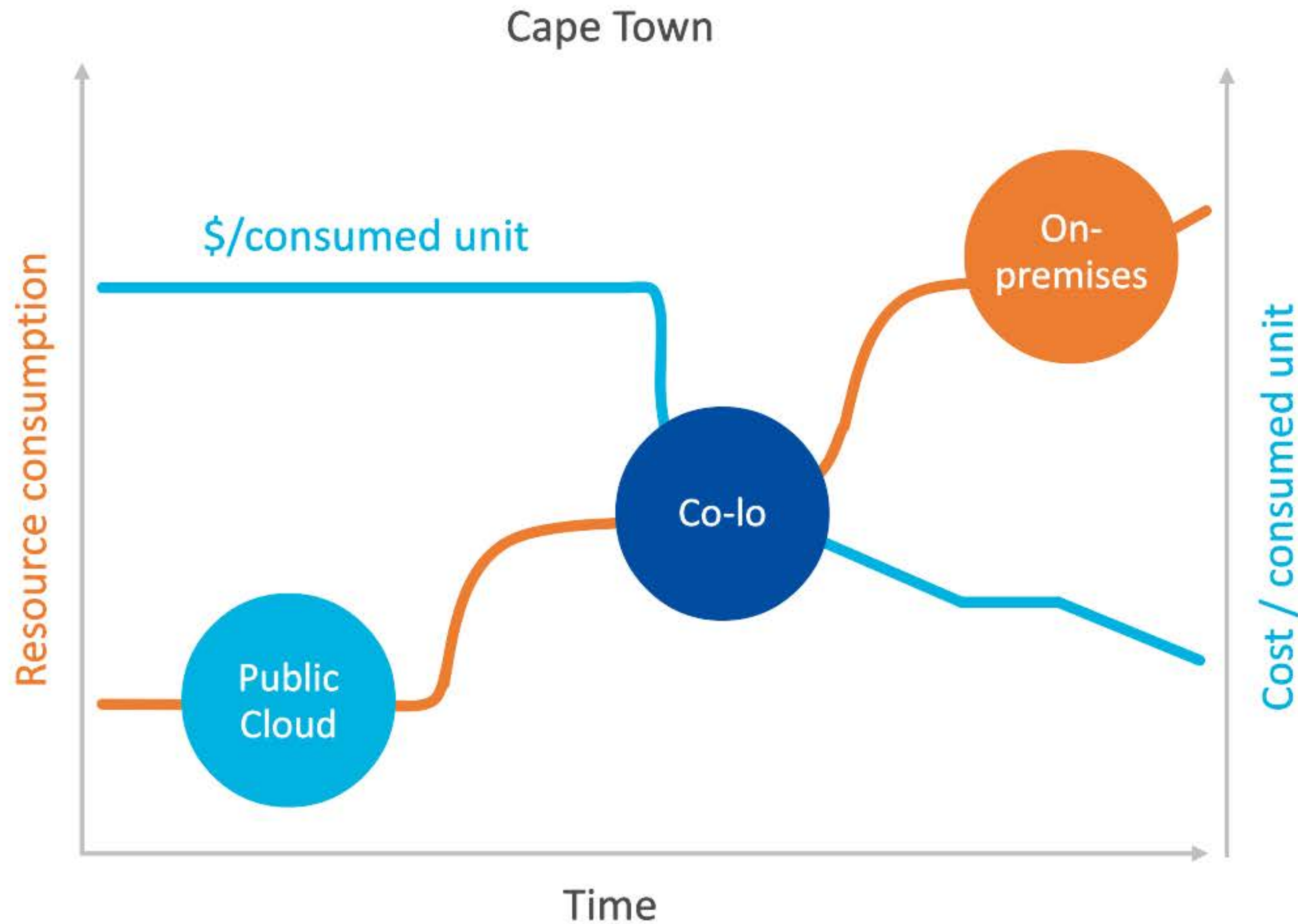


Cost-effectively run workloads with:

1. A disaster recovery site
2. Highly variable consumption
3. Location dependent requirements
  - Latency
  - Regulatory



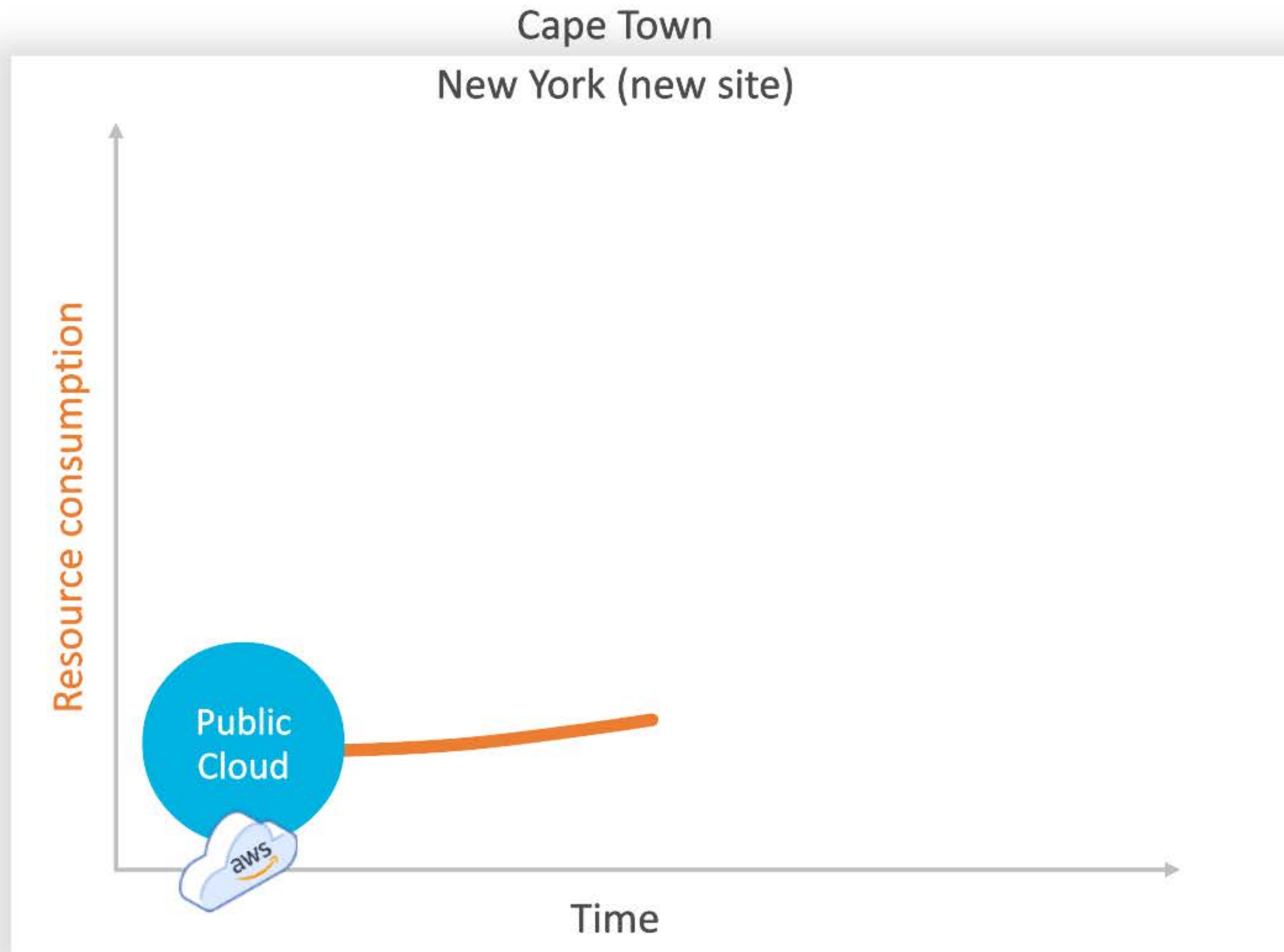
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Cost-effectively run workloads with:

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4. Other workloads

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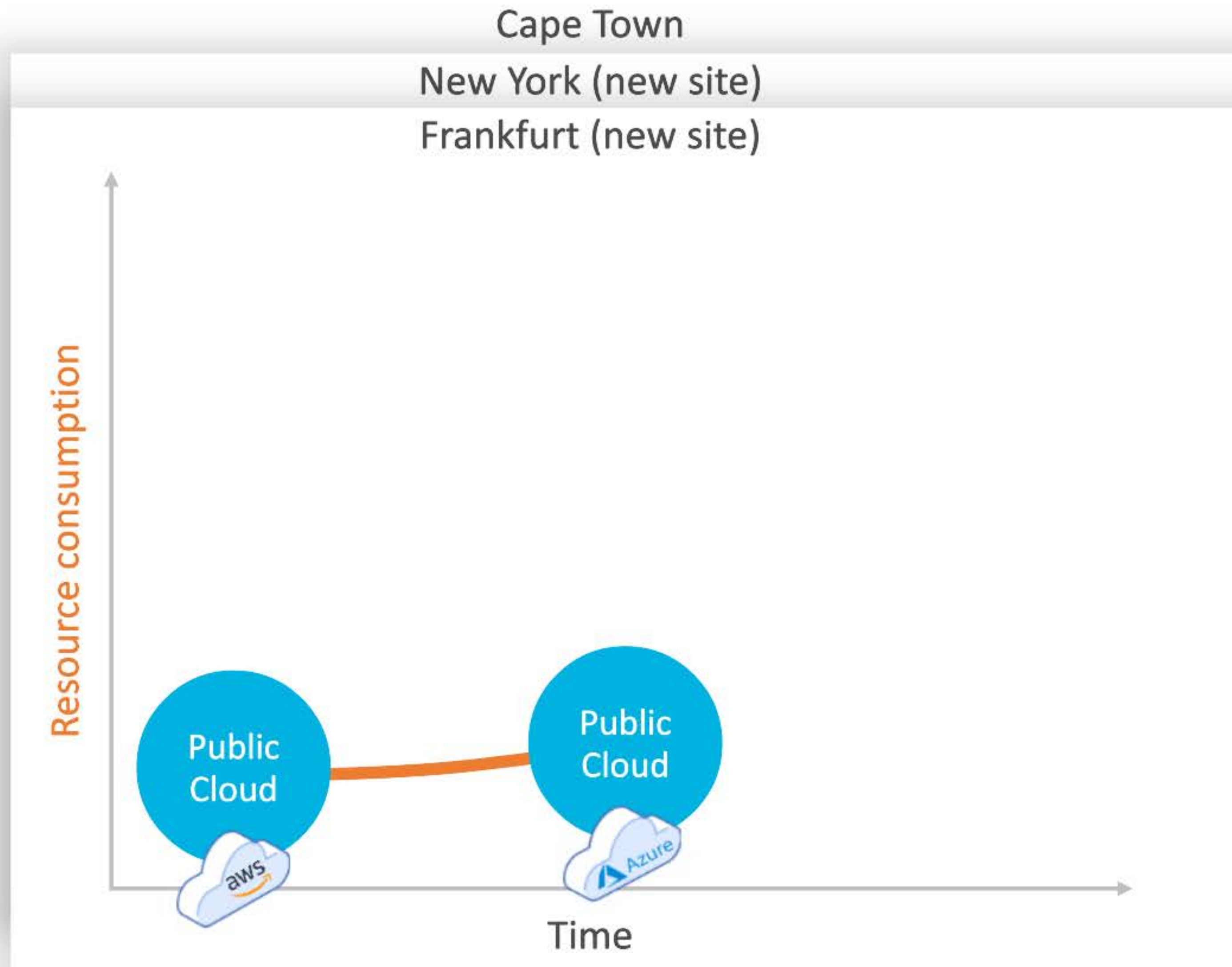


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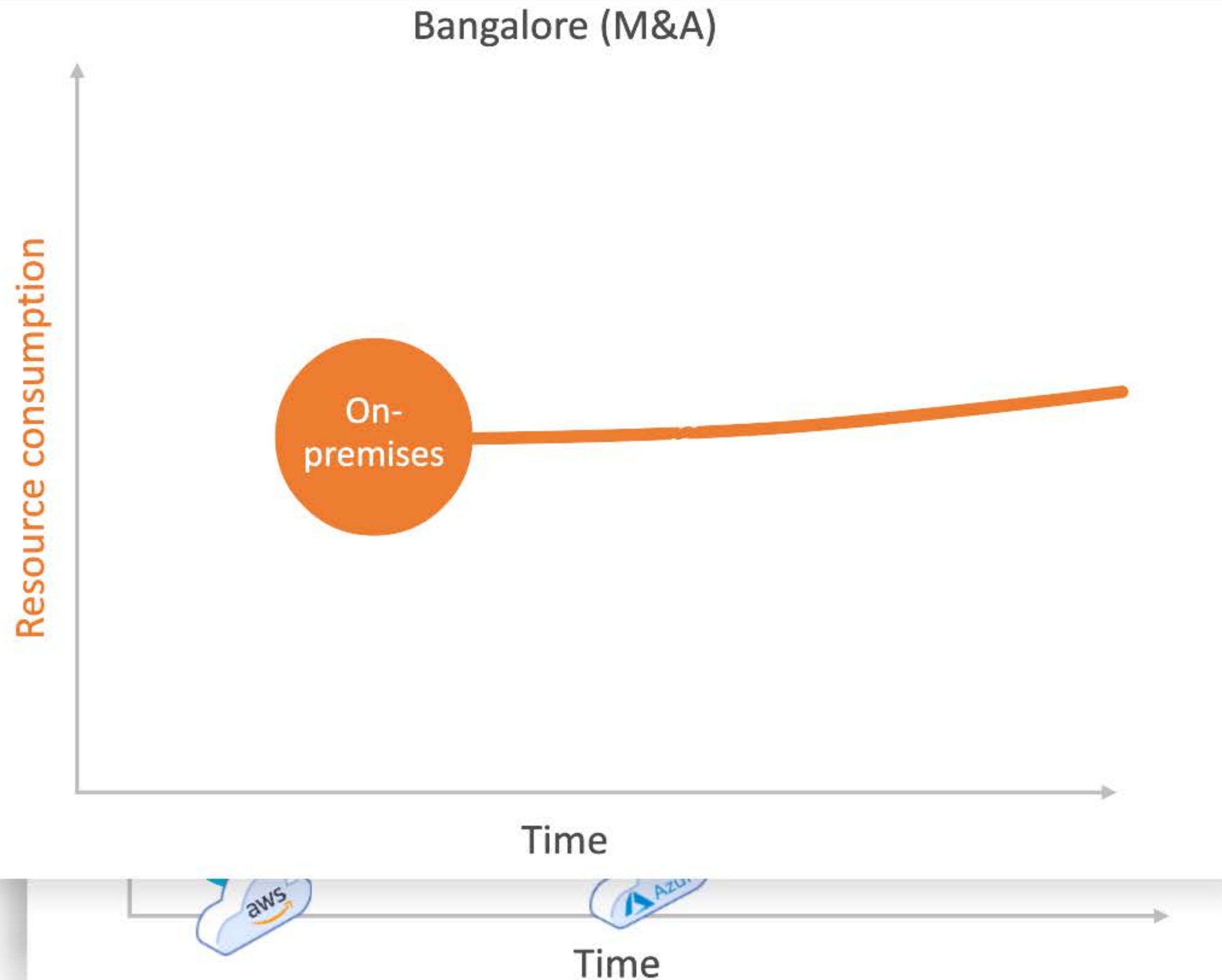
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# Case Studies





## Industry

- Financial Services

## Business Needs

- Management of Oracle and SQL Server
- Time-to-market delays for new services
- Database cloning driving up storage costs

## Solution

- Nutanix Era
- Nutanix AOS Ultimate
- Nutanix Prism
- Nutanix Flow
- Nutanix Calm

## Outcomes

- 8x time-to-market acceleration
- \$250K annual cost savings

# Nutanix Customer Spotlight



“ We have gone beyond HCI with Nutanix, using its suite of products for application and database automation, micro-segmentation and much more for faster business results, while never losing the promise of simplicity and high performance.

Tejas Mehta, CTO, RBL Bank



# Global Retailer

## Industry

- Global Retailer

## Business Needs

- Reduce deployment times and enable self-service for developers
- Reduce the need for specialized technologists

## Solution

- Nutanix Era
- Nutanix Cloud Platform

## Outcomes

- Deploy databases without DBA assistance
- Significant reduction in storage for database

# Fortune 50 FinServ

## Industry

- Financial Services

## Business Needs

- End-to-end solution + support for databases
- Moving from proprietary to open-source databases
- Reduce complexity of supporting a variety of proprietary and open-source databases

## Solution

- Nutanix Era
- Nutanix Files
- Nutanix AOS
- Nutanix Prism

## Outcomes

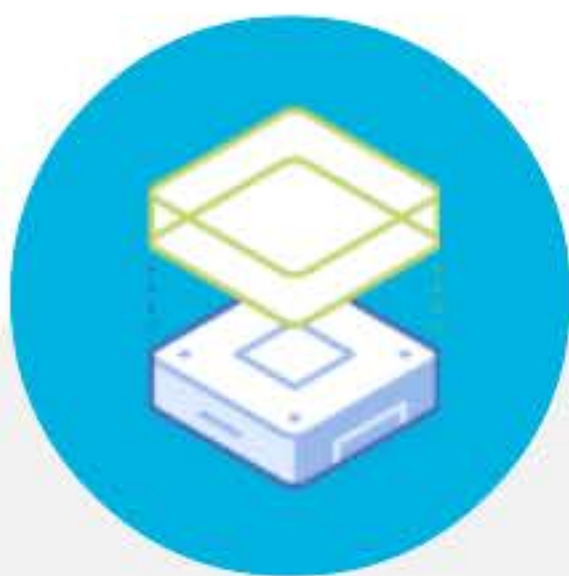
- Deliver a modern database platform
- Simplify management of proprietary and open-source databases





# Roadmap Direction

# Era Roadmap Direction\*



Continue adding capabilities and supported database engines



Increased support for cloud born workloads with native cloud support



Open-source database kernel investments for cloud infrastructure

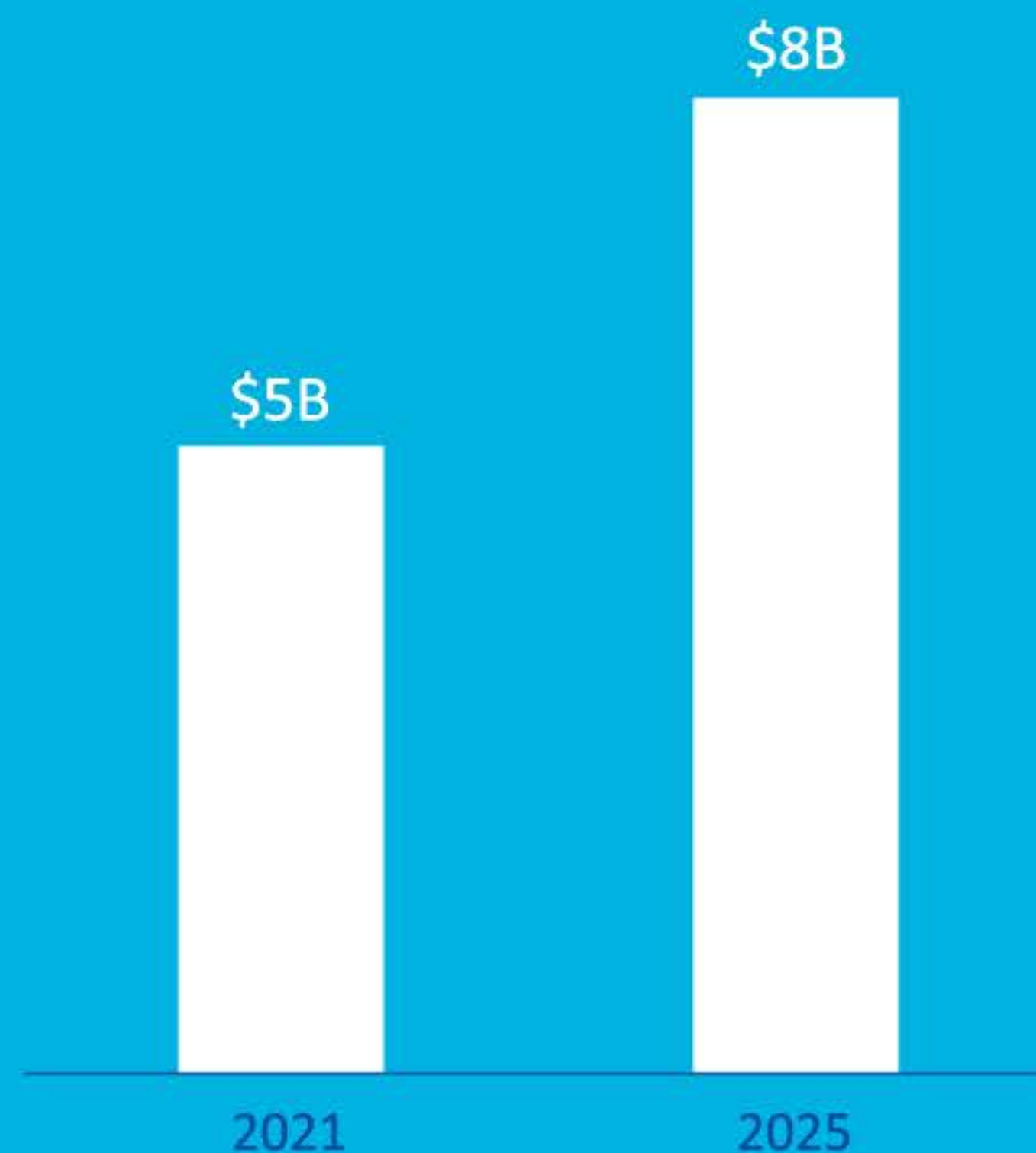
\*The roadmap information included herein is intended to outline general product direction, and is not a commitment, promise or legal obligation for Nutanix to deliver any material, code, or functionality. This information should not be used when making a purchasing decision.





# Market Opportunity

Database-as-a-Service Addressable Market\*



Addressable DBaaS Market Expected to Reach \$8B by FY25

\*Nutanix's estimate of this addressable market is derived from IDC's forecast with adjustments, some of which are based on Nutanix's internal assumptions and market experience and knowledge, made to focus only on the segments of the market that we believe are applicable to Nutanix's business.



# Conclusion



# Key Takeaways

- Era addresses a growing multi-billion dollar opportunity
- Era is differentiated by its support of hybrid multicloud environments, the most popular database engines, control, and support for both new and already deployed databases
- Continued investment in Era focuses on customer demand across DBaaS features, additional databases and workloads, and cloud native capabilities



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Q&A







# THANK YOU

