



Thomas Cornely
SVP, Product
Management

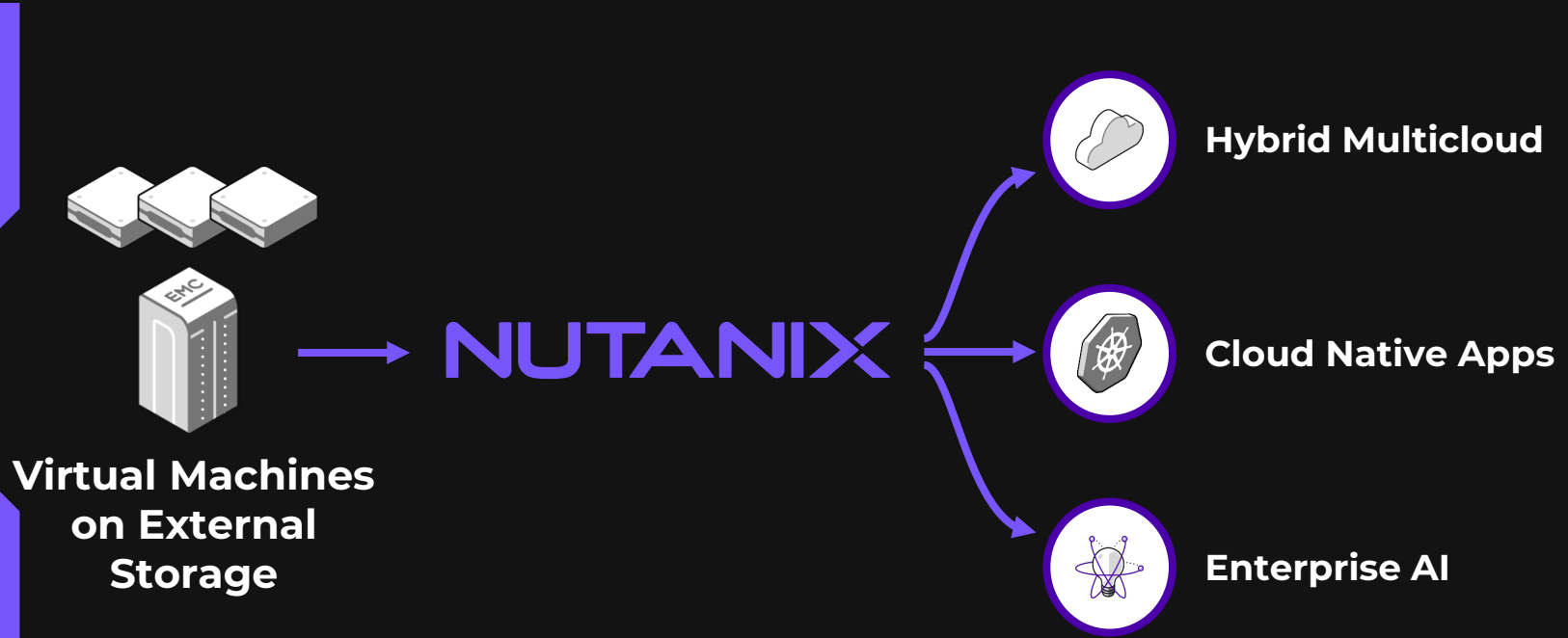


Dan Ciruli
Head of PM,
Cloud Native

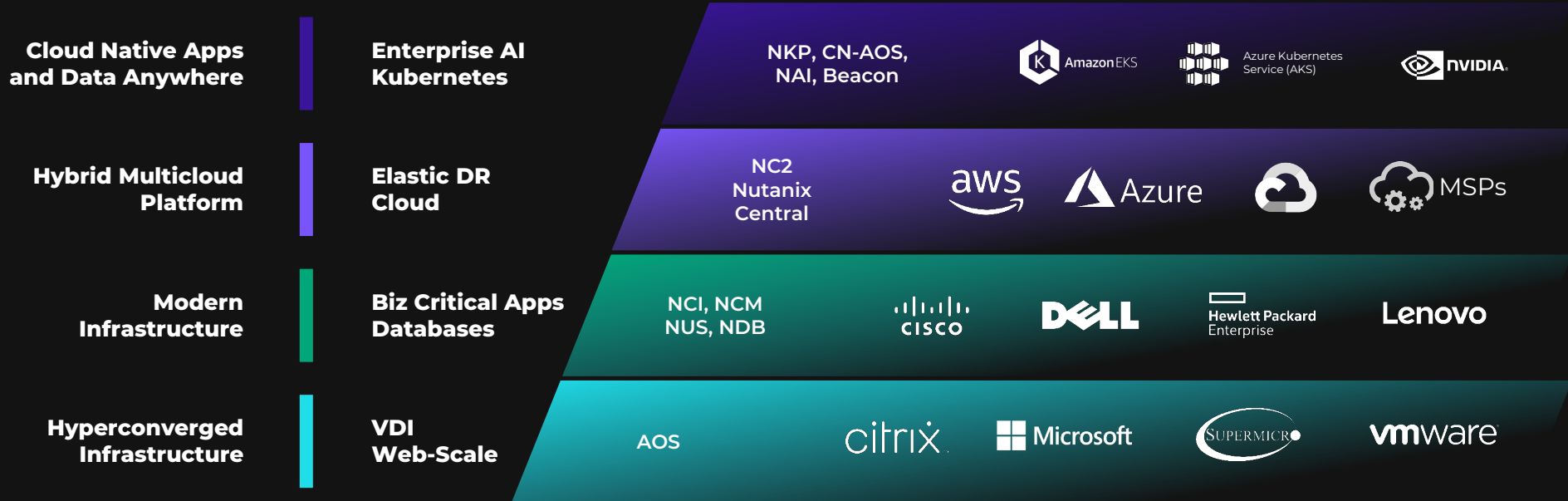
**One Platform
For All Apps, Data and AI,
Anywhere**

NUTANIX

One Platform to Modernize and Accelerate



15 Years of Innovation

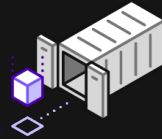




Databases



Data Lakes



Containers



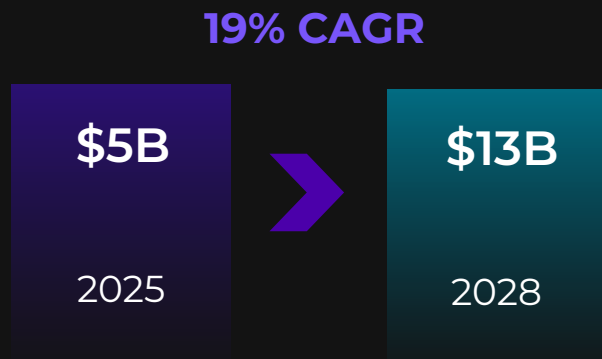
Models



Inference
Endpoints

Enterprise AI Will Require New Infrastructure

Cloud Native TAM Growing to \$13B by 2028



“By 2026, **80%** of large software engineering organizations will establish **platform engineering** teams.... up from 45% in 2022”

“By 2028, **80%** of custom software running at the physical **edge** will be deployed in containers, which is an increase from 10% in 2023”

“By 2029, more than **95%** of global organizations will be running containerized applications in **production**” — **Gartner**[®]

Source: IDC – Worldwide Container Infrastructure Software Forecast & Gartner Research Circle Container Adoption and Strategy Survey

Why Cloud Native

Digital Agility

Cloud Native accelerates development of new digital products and services, including AI.

Open-Source Innovation

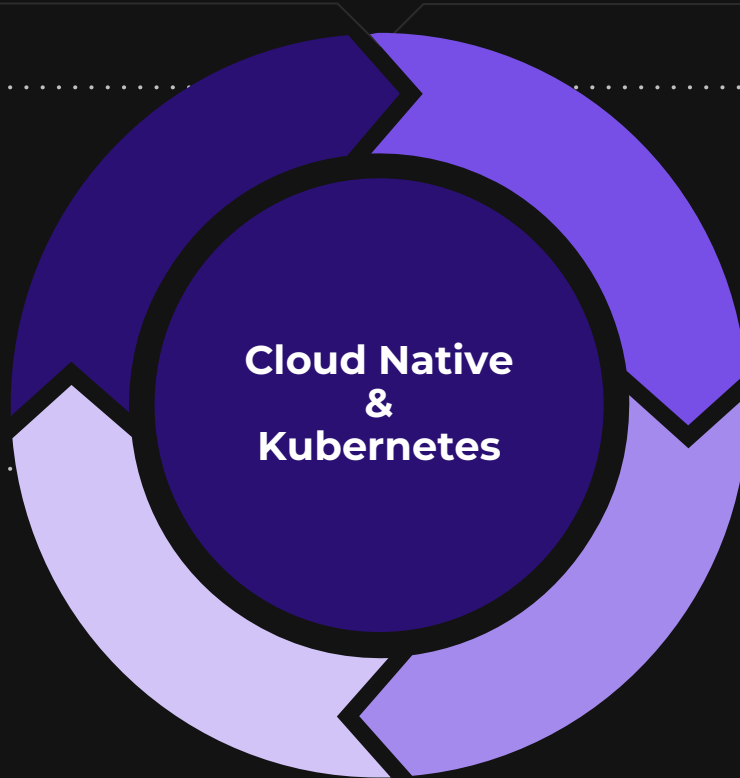
Leverage the innovation of thousands of Cloud Native community developers.

Resilient Operations

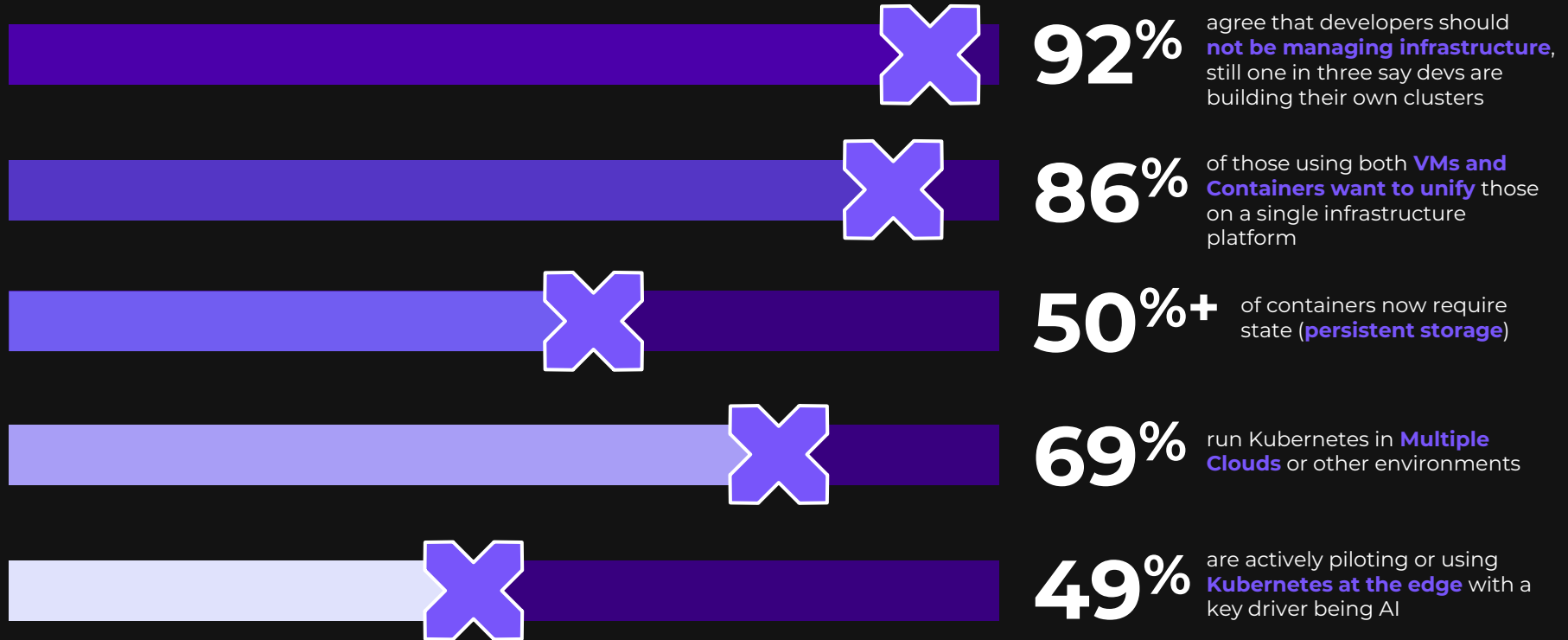
Cloud Native automates infrastructure operations, improving availability and security.

Reduced Costs

Efficient resource utilization and reduced operational overhead lead to significant cost savings.



Cloud Native & Kubernetes Going Mainstream



VMs and Containers are Complementary

Any App



Apps



Containers

Greater
Agility

Faster
Development

Open-Source
Leverage

Infra



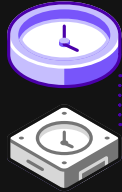
VMs

Higher
Utilization

Simplified
Operations

Greater
Resilience

However, Customers Are Facing Challenges



DevOps = Developers
managing K8s
wastes time and
creates risk and
complexity.

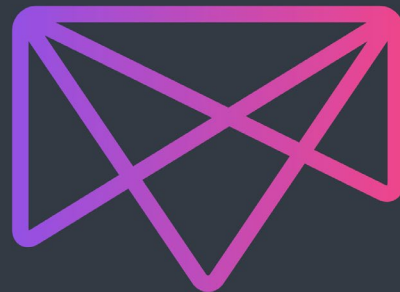


Running
separate silos for
VMs and containers
is inefficient
and expensive.



Storing data
for containers
often involves
fragile and
complex solutions.

D2
IQ



MESOSPHERE

Mature Offering; Differentiated in the Market



**Mature Product,
Marquee Customers**

**Supporting mission
critical apps across
the enterprise and
government**



**Cloud Native
Pioneers**

**Co-founded the
Cloud Native
Computing
Foundation**



**Platform Engineers
and Prod K8s**

**Early champions of
“2nd wave” of K8s
management model**

NKP Offers an Open and Complete k8s Platform

Open

- Open APIs **avoid lock-in**
- Single operating model **on cloud and on premises** reduces operating costs
- Open to ecosystem solutions to take advantage of **rapid innovation** in open source

Complete

- Complete platform for **enterprise production** use cases
- **Secure by default** for most critical use cases in federal and enterprise deployments
- **Built-in support for air-gapped** allows dark sites to deploy quickly
- Gives platform engineering teams the substrate they can standardize an organization around

Helping Enterprises Maximize the Value from Open Source

Open Source Innovation

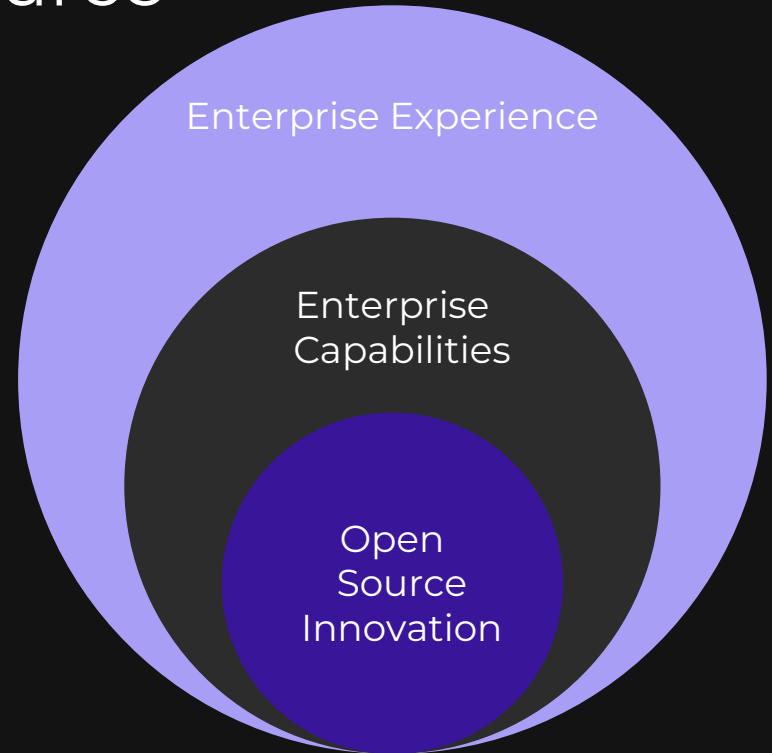
Best of breed components for full stack Kubernetes help accelerate innovation.

Enterprise Capabilities

Secure, scalable and resilient platform that enables centralized management and governance.

Enterprise Experience

Repeatable, automated operations, lifecycle management, and ecosystem integration.



Consistent Operating Model

- Open-Source Innovation
- Comprehensive Platform
- Automated Workflows
- AI-Driven Operations



Platform Eng



Cloud Admin

Kubernetes Management

Choice of Kubernetes Engine



NKP



Amazon EKS



Azure AKS

Infrastructure Data Services

CN-AOS | Files

Platform Data Services

NDB | NAI



vmware®



Advanced Data Services

- Cloud Native AOS on any K8s
- Resilience and Data Protection
- Database Automation
- Platform for Agentic AI



Platform Eng



Cloud Admin

Kubernetes Management

Choice of Kubernetes Engine



NKP



Amazon EKS



Azure AKS

Infrastructure Data Services

CN-AOS | Files

Platform Data Services

NDB | NAI



CoLinx LLC

US Shipping & Logistics

Challenge: *Quickly move off VMWare whilst re-using existing hardware and improving application delivery times.*

Solution: *NKP Full Stack Ultimate & Nutanix Migration workshop*

Outcome: Platform for the next 10 years

- Migrated off VMware in a quarter
- 100% of what they write is containerized on NKP



CoLinx

Managing a Fleet

European Public Health Agency

Challenge: *Build a scalable and integrated telemedicine platform to improve access and quality of patient care throughout the country.*

Solution: *NKP Ultimate*

Outcome: Control of the Edge

- Centralized control of microservices-based applications with monitoring, governance and fleet management
- Full observability and policy management
- Standardized definition of how microservice infrastructure is provisioned and updated with open APIs



AI in Defense

European Defense Department

Challenge: *Build a next-generation platform and adopt AI technologies for national defense, driven by geopolitical tensions.*

Solution: NKP Full Stack with NUS, NDB and NAI. Services for NKP/NAI design workshops and deployment.

Outcome: Full Stack Simplicity

- Storage, VMs, Containers, AI, Databases in a single solution



One Platform For All Apps, Data & AI, Anywhere

Nutanix Central

Prism

API | Alerts | LCM | IAM

Cloud Manager

AIOps | Self-Service | Cost | SecOps

Kubernetes Platform

LCM | Fleet Management | Security

Data Lens

Security | Privacy

Files, Objects

Data for K8s

Database Service

Enterprise AI

Project Beacon

Virtual Machines & Containers

Nutanix Cloud Infrastructure

(AOS, AHV, Flow, DR)



Any Bare
Metal Linux

NUTANIX

Thank you