



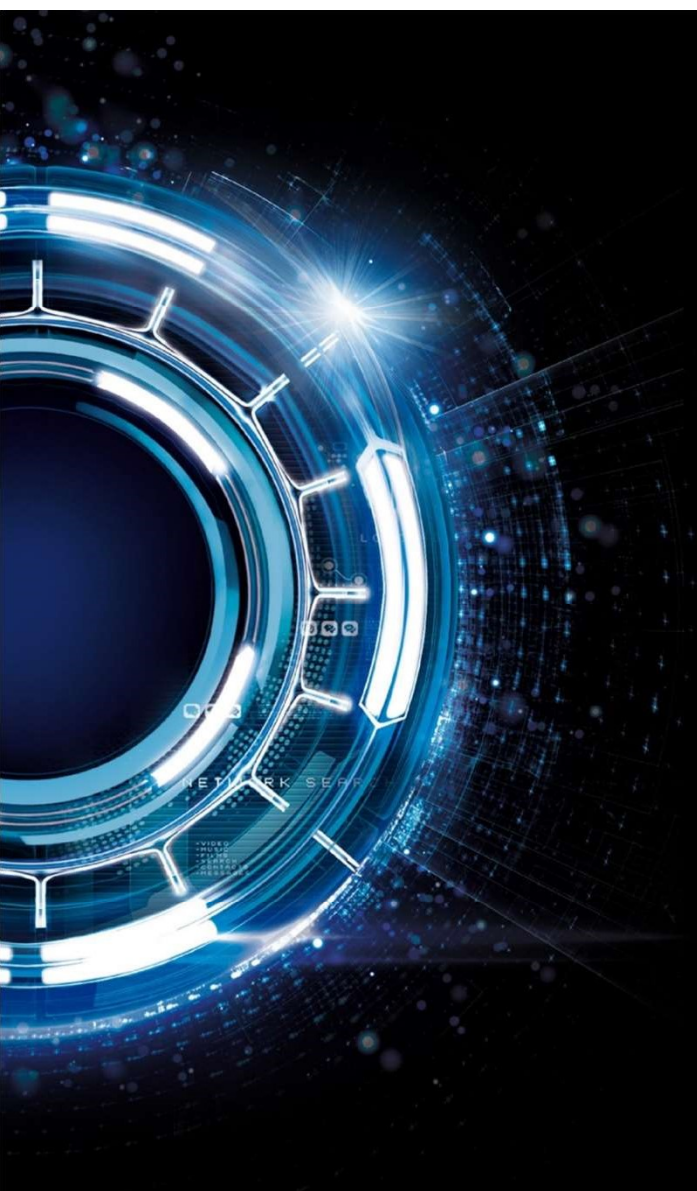
SECURING THE HYPERCONVERGED DATACENTER

Michael Weinstein
Director, Datacenter Product Marketing

Bitdefender

AGENDA

- 1 New datacenter messaging recap
- 2 Hyperconverged infrastructure (HCI) – definition, trends, and use cases
- 3 Who is Nutanix?
- 4 HCI security requirements and how GravityZone uniquely meets them
- 5 Demo
- 6 New assets and resources



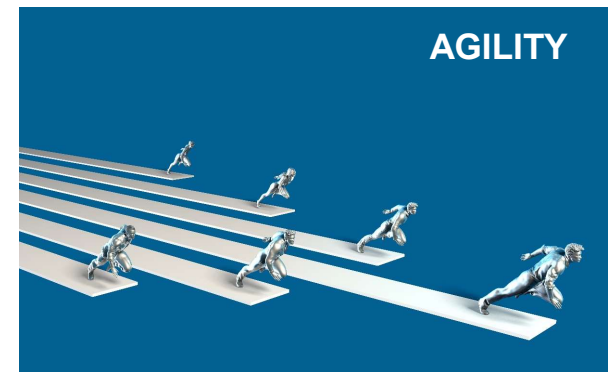
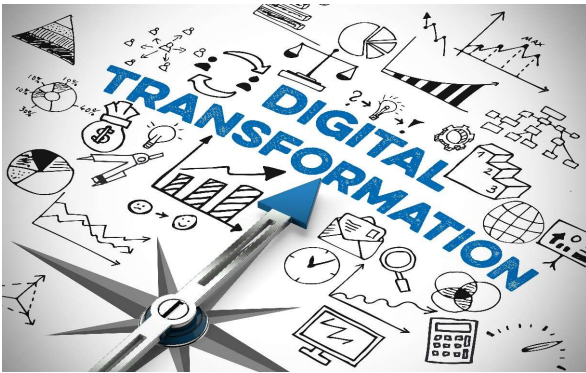
NEW DATACENTER MESSAGING RECAP



THE EVOLVING VALUE CHAIN

BUSINESS-IT-DATACENTER

BUSINESS CAUSES A TECTONIC SHIFT IN THE ROLE OF IT



CIOS' TOP TECHNOLOGY PRIORITIES*

- Big data enablement, datacenter transformation (including the cloud), and security are in focus



Technology areas mentioned by respondents within top three most often	U.S. (n = 892)	All Regions (n = 2,584)
BI / Analytics	37%	38%
Cloud Services / Solutions	28%	27%
Infrastructure and Datacenter	21%	22%
Enterprise Resource Planning	21%	22%
Cyber / Information Security	24%	17%

*- Based on Gartner's 2017 CIO Agenda Survey

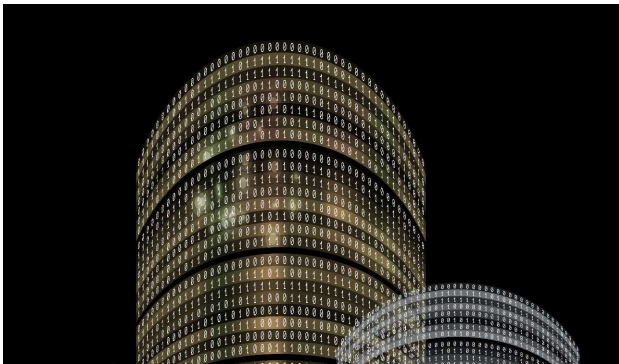


DATACENTER [R]EVOLUTION

DATACENTER TRANSFORMATION

TO ENABLE DIGITAL BUSINESS AND AGILE IT

SOFTWARE-DEFINED DATACENTER



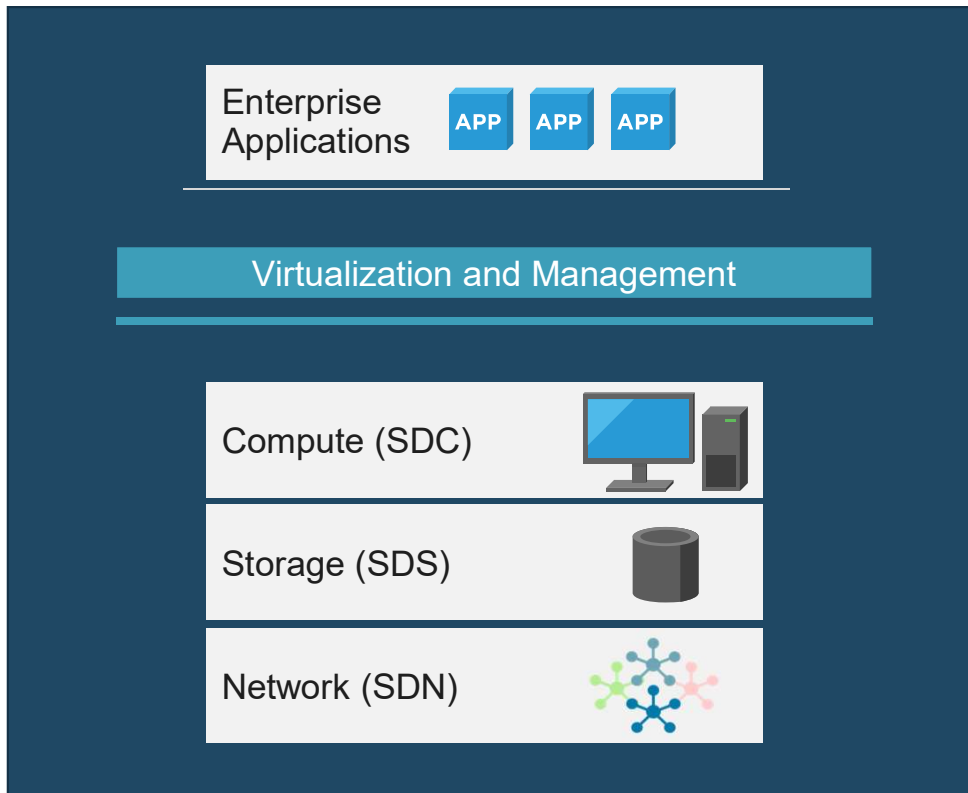
HYPERCONVERGENCE



HYBRID CLOUD



WHAT IS SOFTWARE-DEFINED DATACENTER?

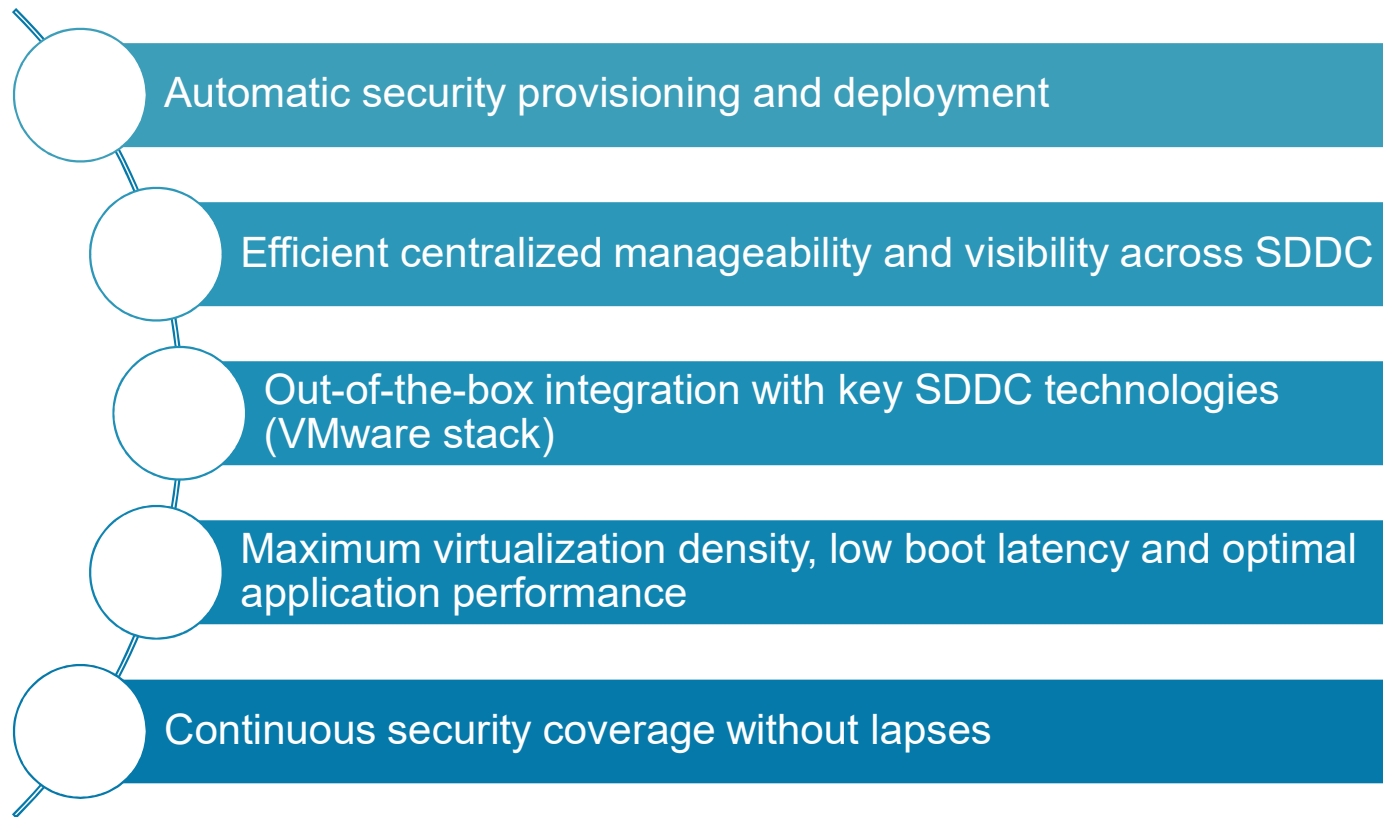


Software Defined Datacenter (SDDC)

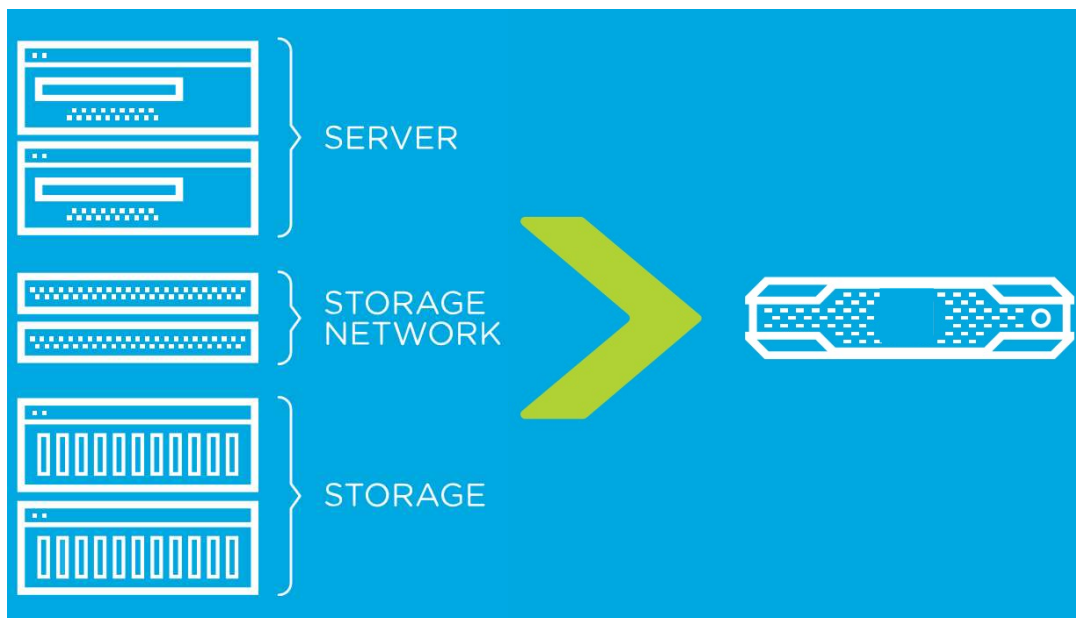
A datacenter automation architecture enabling an agile, flexible and programmable infrastructure based on commodity hardware

SECURITY REQUIREMENTS

FOR THE SOFTWARE-DEFINED DATACENTER



WHAT IS HYPERCONVERGED INFRASTRUCTURE?

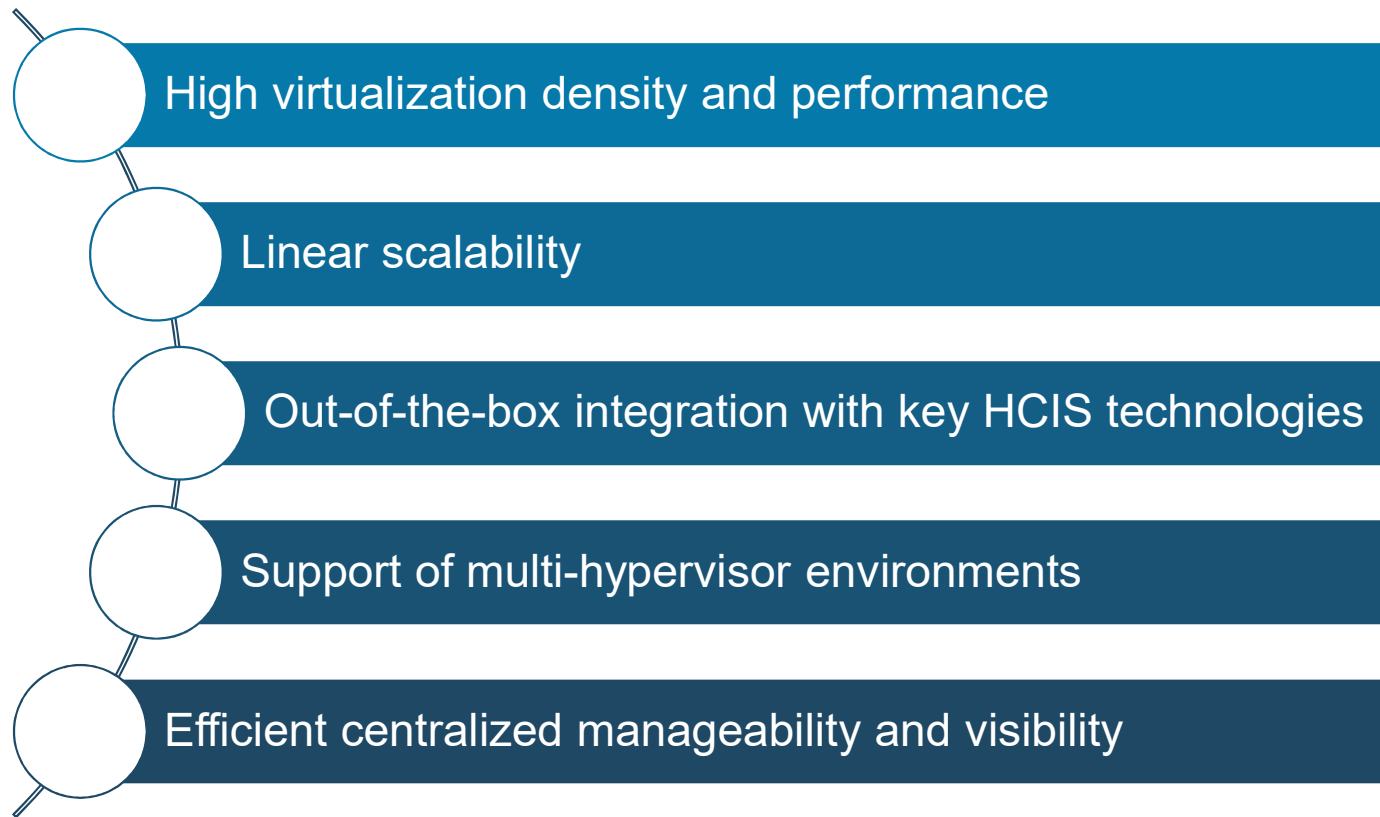


Hyperconverged Infrastructure

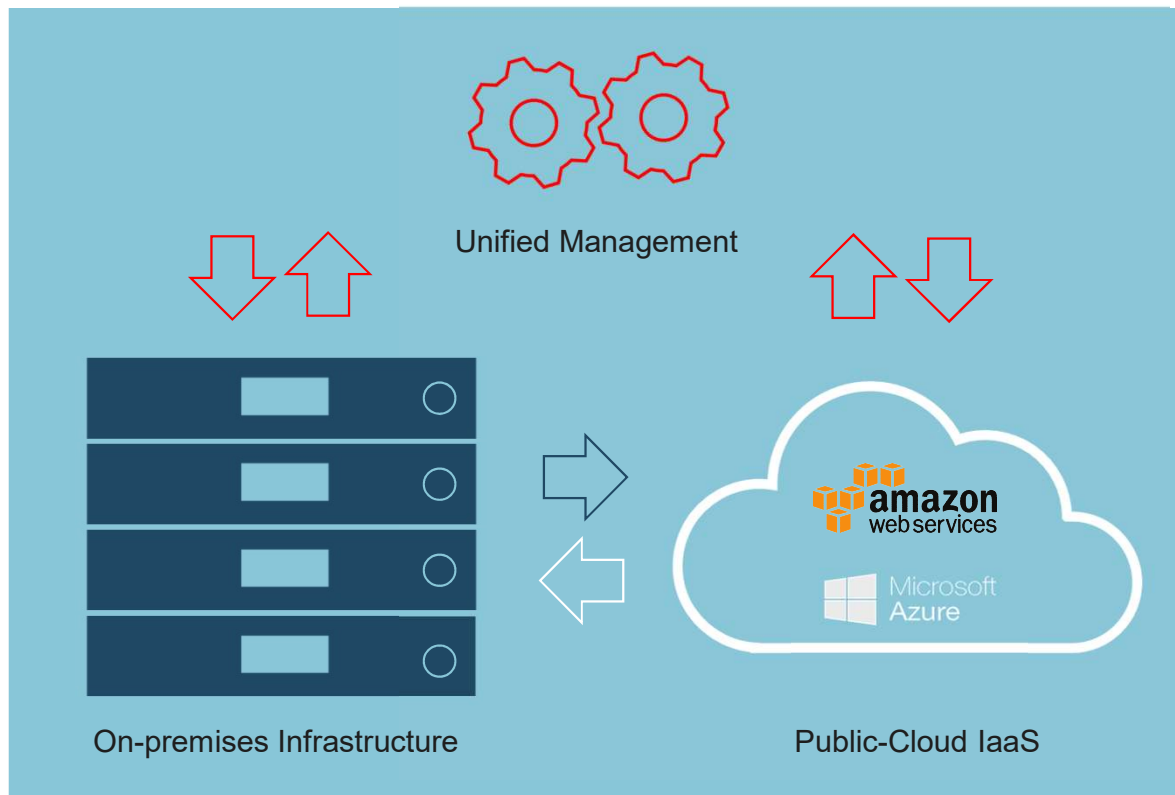
- Complete software-defined infrastructure stack in one package, combining commodity servers, DAS and a central management console
- HCIS clusters provide additive building blocks enabling streamlined linear scalability

SECURITY REQUIREMENTS

FOR HYPERCONVERGED INFRASTRUCTURE



WHAT IS THE HYBRID CLOUD?

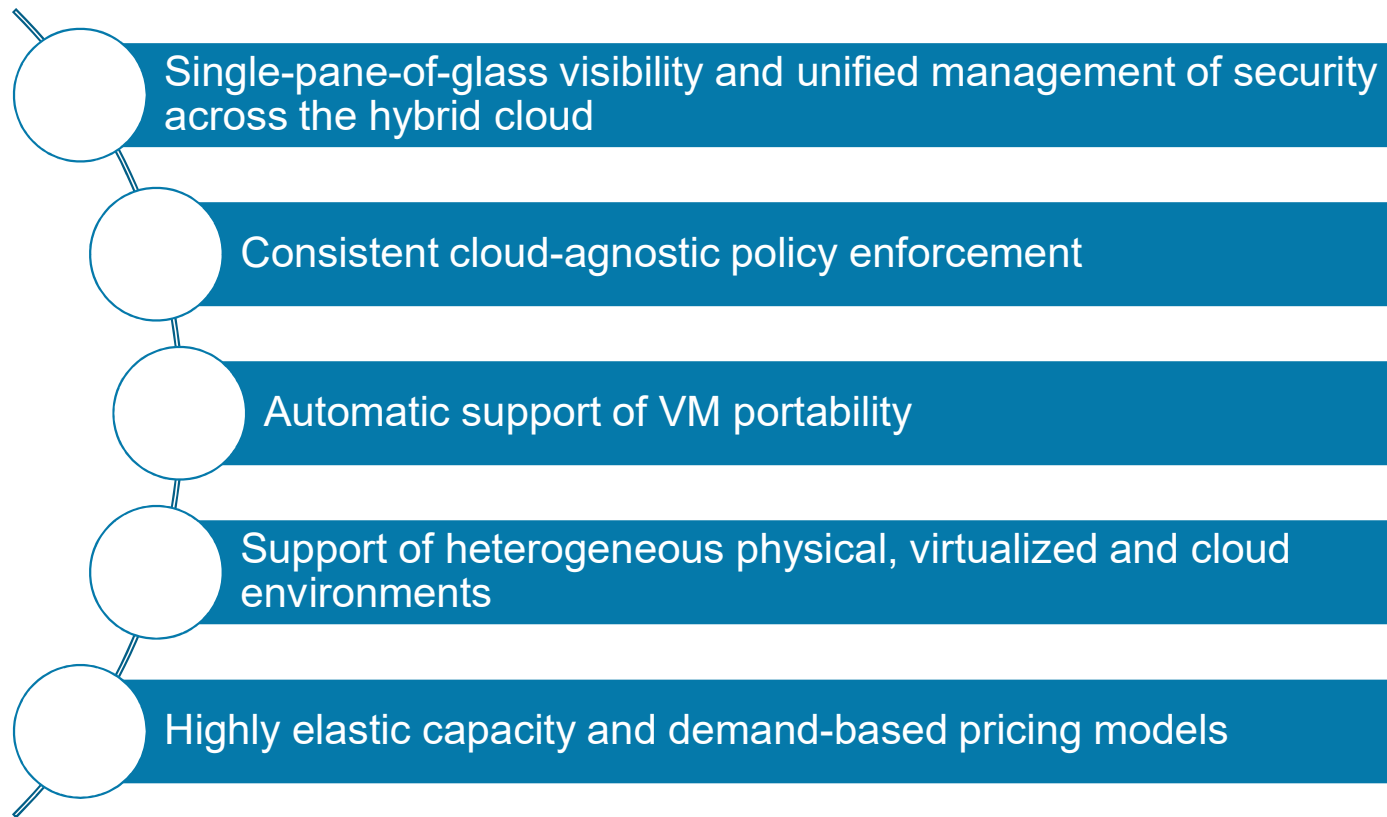


Hybrid Cloud

A governed, IT-led adoption of public cloud IaaS to complement existing on-premises datacenter capacity

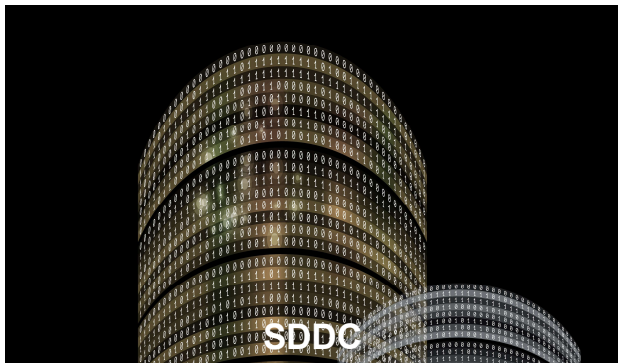
SECURITY REQUIREMENTS

FOR THE HYBRID CLOUD



GRAVITYZONE SVE

SECURITY TO ENABLE DATACENTER TRANSFORMATION



- Automatic provisioning and deployment
- Out-of-the-box integration with VMware NSX
- Continuous security coverage



- Maximum virtualization density and infrastructure performance
- Unlimited linear scalability
- Out-of-the-box integration with Nutanix



- Single-pane-of-glass visibility and consistent management and policy enforcement
- Simultaneous support of multiple virtualization and cloud environments
- Support of VM portability



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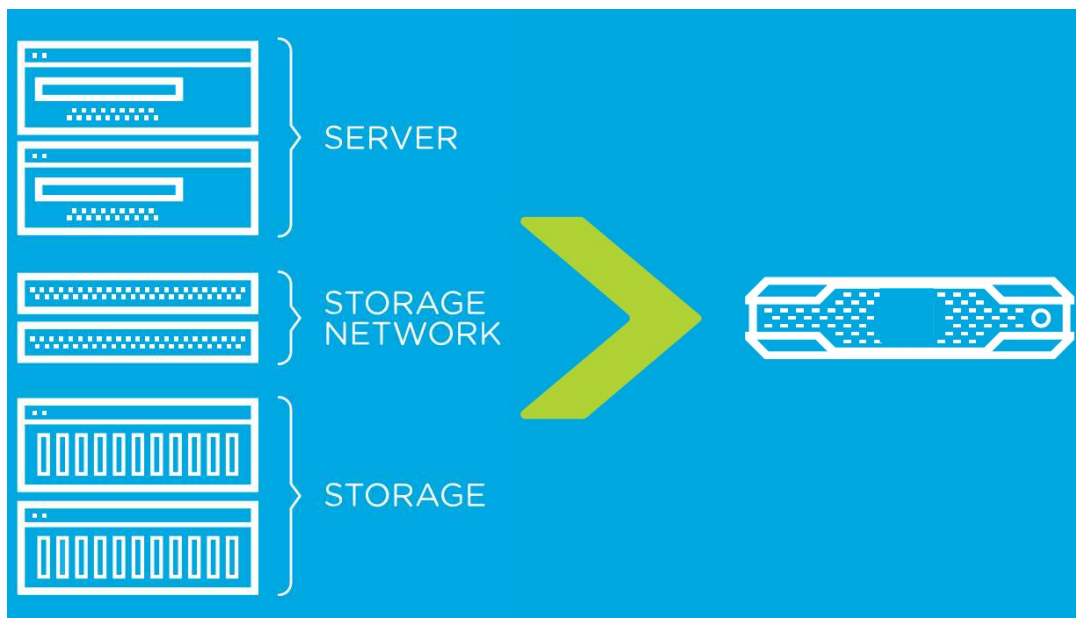
WHAT IS HYPERCONVERGED INFRASTRUCTURE

CHALLENGES OF HARDWARE-CENTRIC APPROACHES

- Intelligence in hardware
- Dedicated, proprietary infrastructure is costly, complex and inflexible
 - ✓ Disconnected silos of proprietary computing, storage, and networking components
 - ✓ High acquisition costs
 - ✓ Purchased, deployed and maintained in isolation by specialized teams
 - ✓ Extensive manual tasks related to configuration and management
 - ✓ Utilization usually suboptimal (overprovisioning is typical)



WHAT IS HYPERCONVERGED INFRASTRUCTURE?



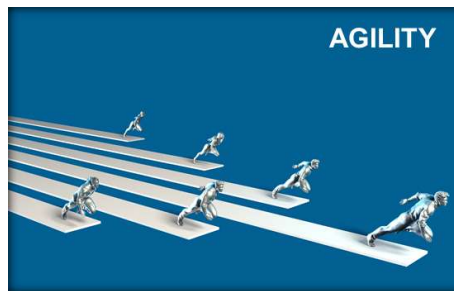
Hyperconverged Infrastructure

- Complete software-defined infrastructure stack in one package, combining commodity servers, DAS and a central management console
- HCIS clusters provide additive building blocks enabling streamlined linear scalability

BENEFITS OF HYPERCONVERGENCE



- “Private cloud in a box”
- Direct extensibility to the public cloud IaaS, enabling hybrid cloud architectures
- Easier infrastructure scalability and higher utilization with a scale-out architecture



- Fast automatic provisioning...
- Simple centralized manageability...
- And modular single-vendor building blocks create an agile, dynamic, fast-iterating infrastructure



- OpEx reduction from streamlined IT management (“Invisible infrastructure”)
- Lower CapEx due to the use of commodity hardware and higher infrastructure utilization


POTENTIAL CHALLENGES

OF HYPERCONVERGED INFRASTRUCTURE

- Coupled, lock-step scaling of compute and storage
- Inefficient backup (replication)
- Solution lacks the SDN component

KEY MARKET SEGMENTS AND HCI PLAYERS

2016 Gartner Magic Quadrant for Integrated Systems

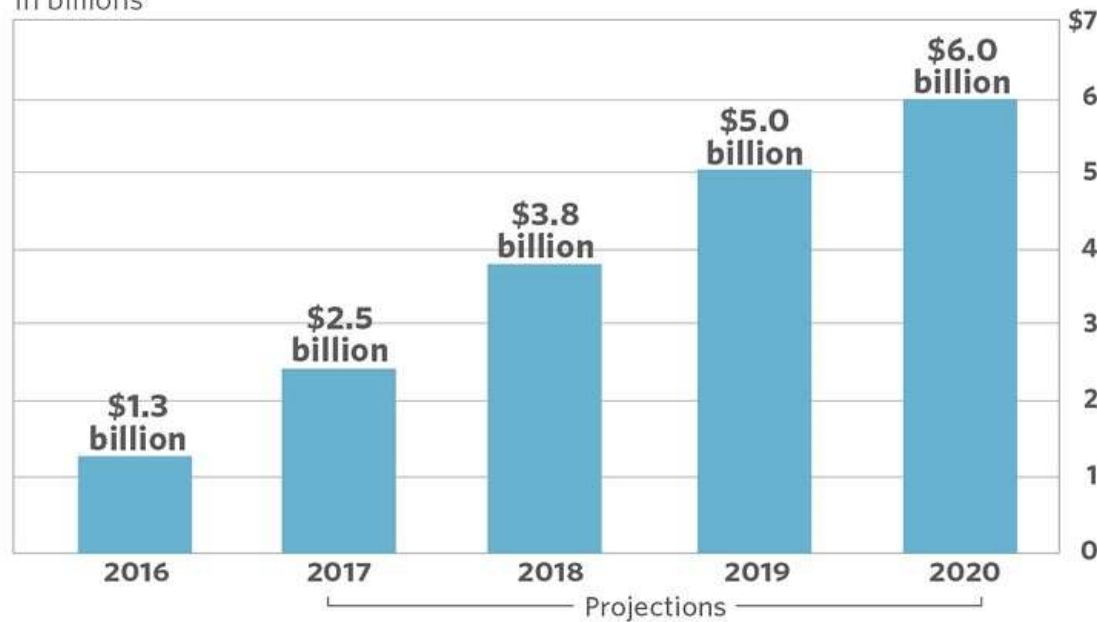
- Covers various classes of converged infrastructure
 - ✓ Integrated Stack Systems (ISS)
 - ✓ HCI (vendors marked with )
 - ✓ Integrated Infrastructure Systems (IIS)
 - ✓ Integrated Reference Architectures (IRA)
- GravityZone can integrate with various HCI vendor solutions in hypervisor-agnostic mode



HYPERCONVERGENCE MARKET - GARTNER

Growth of hyperconvergence

In billions



Source: Gartner Inc.

60%+

Compound annual growth rate

* - Source: Gartner

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KEY USE CASES FOR HCI



~30%



VDI

Make VDI predictable, cost-effective and risk-free, scaling from pilot to production with ease.



Virtualization & Cloud

Eliminate silos and get the best time to value running on a single cost-effective web-scale solution.



Enterprise Applications

Virtualize tier 1 workloads such as critical databases with predictable performance and scalability.



Remote & Branch Office IT

Simplify remote infrastructure and centrally manage with enterprise availability.



Data Protection & Disaster Recovery

Efficiently meet recovery point objectives (RPO) and recovery time objectives (RTO).



Big Data

Start small and linearly scale Splunk and Hadoop with minimal effort.

* - Source: Nutanix

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WHO IS NUTANIX



Founded	2009	Headquarters	San Jose, CA
Installed Countries	100+	Full Time Employees	2,559
HCIS Market Share	50%+	Worldwide Customers	5,382
Revenue (ttm)	\$603.48M	Quarterly Revenue Growth (YoY)	77.40%
EPS (ttm; diluted)	-\$4.61	Market Cap	\$2.18B

NUTANIX SWOT ANALYSIS AND FUN FACTS*

- 473 Global 2000 customers (cumulative)



- ~10% of sales through Dell
- Award winning service (NPS=90)
- Multiple deals over \$500K
 - ✓ While most HCIS deals are <\$200K

Strengths	Weaknesses
<ul style="list-style-type: none"> ▪ Market Leader in HCIS ▪ Successful Relationship With Dell ▪ Service and Support Reputation ▪ Significant Enterprise Penetration ▪ Well-Respected Sales Approaches ▪ Generating Larger Deals ▪ Successful Recruiting of Another Large Infrastructure Provider (Lenovo) ▪ Repeat/Ongoing Business From Existing Installed Base ▪ Aggressive Product Development With Expansion Beyond a Single Offering ▪ Prism Management Tools ▪ Hybrid Cloud Enablement Positioning 	<ul style="list-style-type: none"> ▪ Lack of Revenue Base From Hardware Relationships Beyond Dell ▪ Lower SMB Penetration ▪ Lower ROBO Revenue Contribution ▪ High Cost of Sales ▪ GAAP Losses That May Continue
Opportunities	Threats
<ul style="list-style-type: none"> ▪ Grow SMB and ROBO Sales Contributions ▪ Partner Marketing Programs to Expand SMB Penetration and Reduce Cost of Sales ▪ Broaden OEM Relationship Base to Obviate Potential Reduction From Dell Relationship ▪ Grow Asia/Pacific Sales Through Lenovo Relationship ▪ Develop a "Serverless Computing" Solution 	<ul style="list-style-type: none"> ▪ "New Dell" Moving Focus Away From Nutanix ▪ Growth and Partnership Expansion Makes Sales Approach Difficult to Scale ▪ Perception of Nutanix as an Expensive Solution ▪ Strong Focus on Asia/Pacific by Competitors ▪ vCenter

* - Source: Gartner SWOT: Nutanix, HCIS, Worldwide Published: 18 July 2016; Nutanix financial reports

THE NUTANIX ENTERPRISE CLOUD PLATFORM



Prism

A comprehensive management solution that brings one-click simplicity.



Acropolis

A turnkey platform that converges server, storage, virtualization and networking resources.



Xpress

The power of the Nutanix Enterprise Cloud, sized for smaller IT organizations.

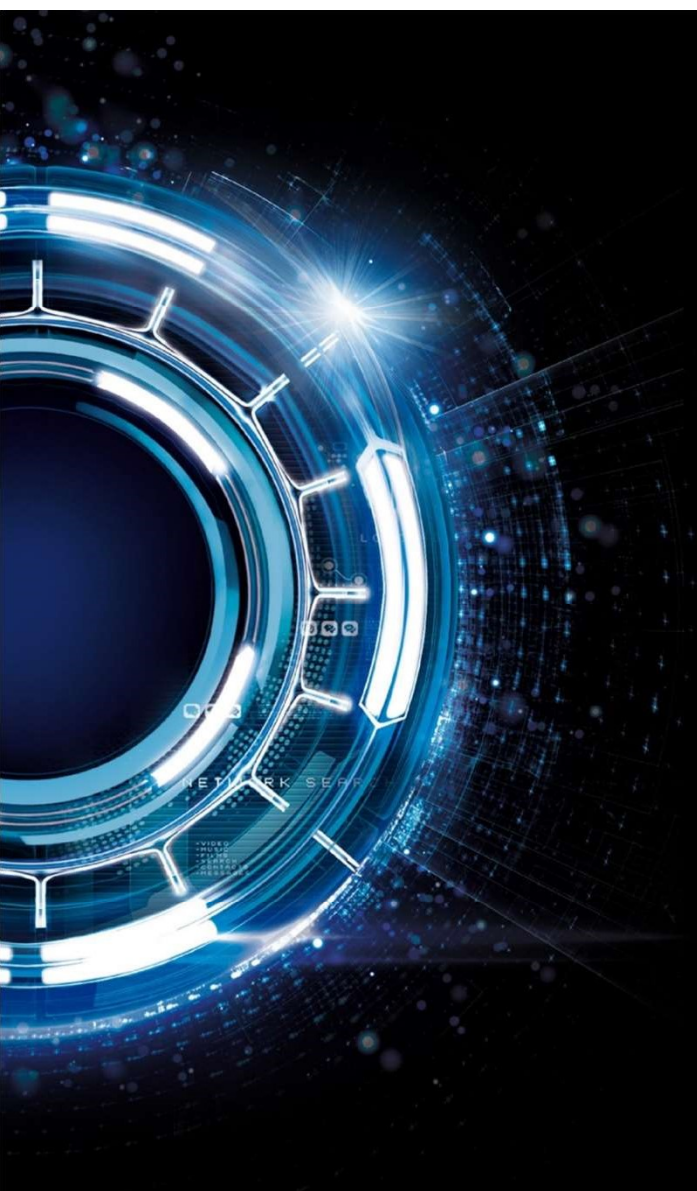


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BITDEFENDER AND NUTANIX

- Bitdefender is a Nutanix AHV partner
- GravityZone is a Nutanix AHV-Ready solution delivering unmatched automation
 - ✓ Unlike other solutions, GravityZone automatically activates VDI agents on non-persistent VMs after a system restart
- Deeper partnership in development including engineering collaboration, joint marketing activities, channel cross-pollination, and sales coordination





HCI SECURITY REQUIREMENTS

And How GravityZone Uniquely Meets Them

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SECURITY REQUIREMENTS

FOR HCI AND HOW GRAVITYZONE MEETS THEM



- ✓ High virtualization density and application performance
- ✓ Unlimited linear scalability
- ✓ Out-of-the-box integration with key HCIS technologies
- ✓ Support of multi-hypervisor environments
- ✓ Efficient centralized manageability and visibility

LEADING HEALTHCARE PROVIDER SECURES HCIS WITH GRAVITYZONE SVE

Challenge

A large Western European healthcare organization was looking to deploy new infrastructure to host an Electronic Healthcare Records (EHR) system supporting four hospitals. Project goals:

- Increased agility and responsiveness of EHR services to business and customer demands
- Improved EHR system availability (as interruptions could disrupt healthcare services in the entire city)
- Full compliance and impenetrable security of patient data
- Cost savings from consolidating individual EHR for four hospitals on one multi-tenant system



Solution

The company built its EHR system's VDI infrastructure on Nutanix AHV and Citrix XenDesktop and chose Bitdefender to secure the virtual environment due to the following:

- Best out-of-the-box integration and provisioning automation for both AHV and XenDesktop, including the ability to seamlessly transition from VMware ESXi to AHV with zero downtime
- Superior manageability, visibility, and protection for all virtual workstations and servers carrying patient data
- Lowest performance overhead promoting higher virtualization density

Results

- Simplified VDI infrastructure and security stack
- Reduced time-to-value from months to weeks
- Shifted focus from maintaining a fragmented datacenter to enabling business-critical applications and supporting customers

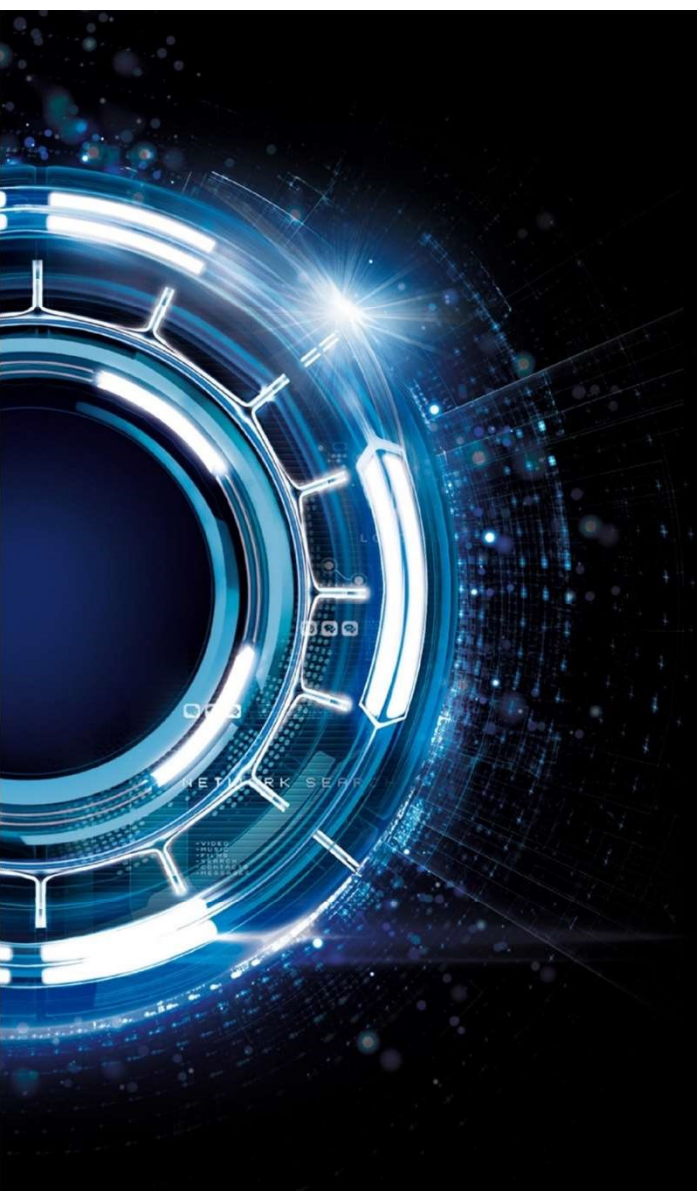


DEMO

How to Deploy GravityZone Control
Center on Nutanix in 5 Minutes

Bitdefender



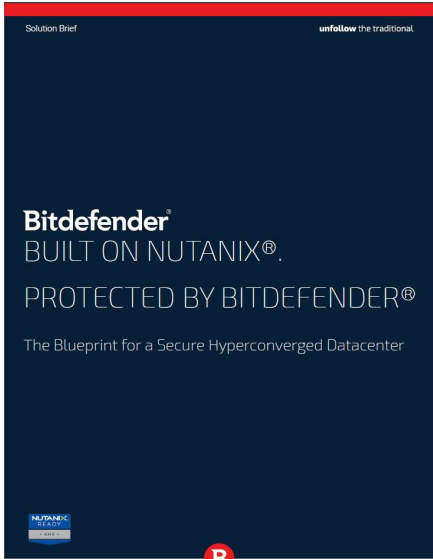


NEW ASSETS

NEW ASSETS



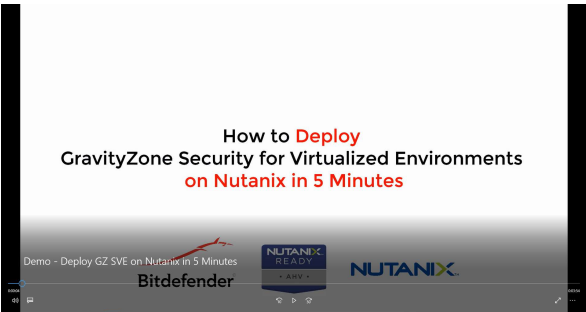
Whitepaper*



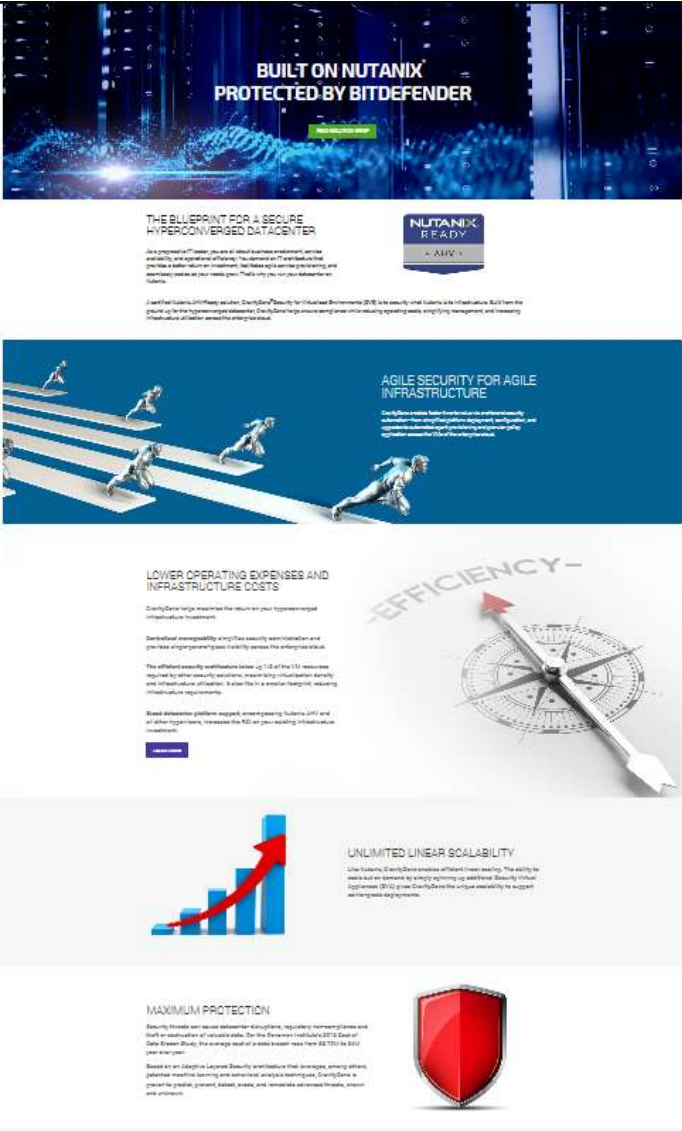
Solution Brief



Success Story



Demo Video



Web Page



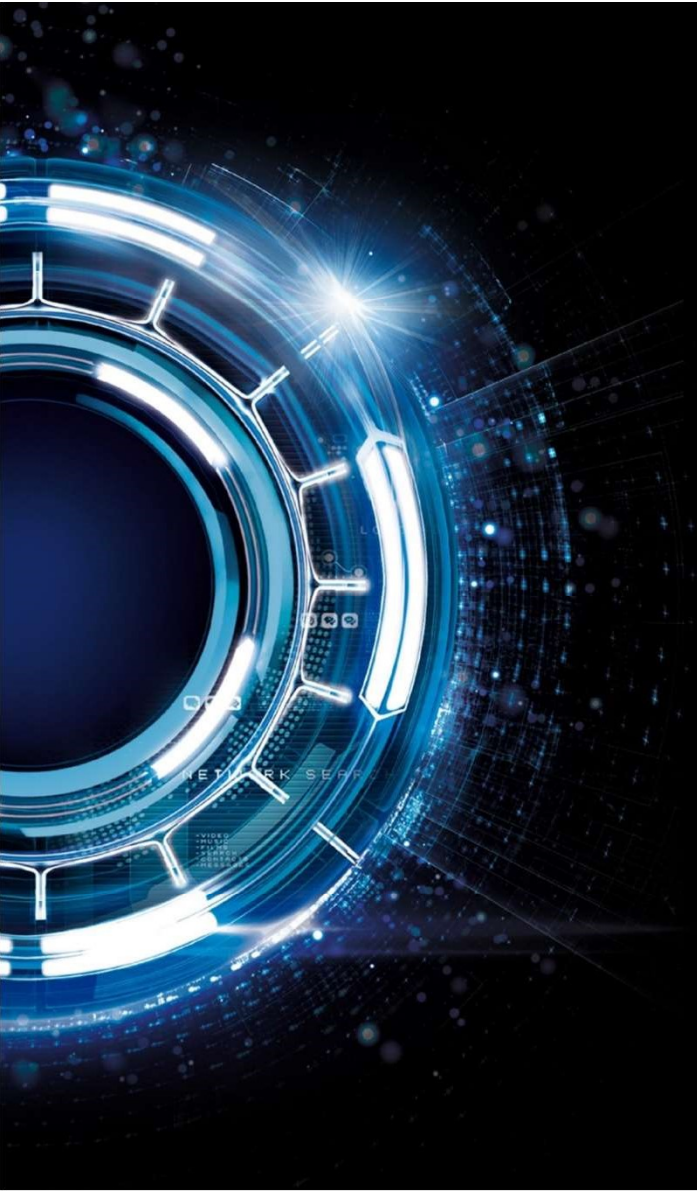
BITDEFENDER GRAVITYZONE SVE

STAY TUNED

- Datacenter Prospecting Day May 11, 2017
- LearningBit - Selling into Hybrid Cloud Environments May 17, 2017



**QUESTIONS?
COMMENTS?**



THANK YOU!