FREQUENTLY ASKED QUESTIONS ABOUT NUTANIX
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As you begin your review of Hyper-Converged Infrastructure (HCI) and Nutanix, we wanted to offer to you answers to some Frequently Asked Questions (FAQs) that have been asked by others.

QUESTIONS ABOUT NUTANIX ITSELF

When was Nutanix formed?
Nutanix was formed in 2009 by Dheeraj Pandey (the current CEO and Chairman), and two others. The intention was to create a product that could deliver web-scale infrastructure (like Google, AWS, and others) to organizations in their own infrastructure. The first Nutanix product shipped in 2011.

How long has Nutanix been delivering hyper-converged infrastructure?
Nutanix's first product shipped in 2011, and the initial product was the first real hyper-converged infrastructure product in the market. It combined compute and storage into an appliance that was 2u in size and included the virtualization layer. So, Nutanix has been delivering effective product for 9 years, far more than any competitor.

Is Nutanix a public company?
Yes, Nutanix went public in September 2016. The stock symbol is NTNX. Currently, Nutanix has a market capitalization of over $5B.

How many customers does Nutanix have?
As of the end of October 2020, there are over 17,500 unique customers of Nutanix products.

How big a company is Nutanix?
At last count, there are over 4,600 Nutanix employees, and that number is growing rapidly. Since the demand for Nutanix's HCI/Enterprise Cloud platform has been so high, Nutanix has needed to bring on more and more high-level engineering and development talent.

How does Nutanix compare to other HCI vendors?
It's not really a fair comparison. Nutanix started with HCI and has moved far beyond just HCI to the Enterprise Cloud. Nutanix has made virtualization invisible, where now the virtualization layer is a feature, not a product you have to pay for.

In fact, Gartner just released the most current Magic Quadrant on HCI, and Nutanix is far and away the leader. Simply stated, all other vendors in space are trying to catch up to Nutanix. Why bother with others, when you can have Nutanix?

Here is a link to the Gartner study: http://bit.ly/2BfzUTY

Can you help with a review of the expected Total Cost of Ownership (TCO and Return on Investment (ROI)?
Of course. Roundstone and/or Nutanix can provide you with a complete financial review of your current environment and compare it to what it would be with Nutanix, as well as any of the competing approaches, like 3-tier and other HCI Vendors.

BASIC NUTANIX TECHNICAL QUESTIONS

What is Hyper-Converged Infrastructure?
Hyper-converged infrastructure, or HCI for short, is the technology platform that allows for web-scale concepts and deployment in a smaller, on-premises environment. The platform has a truly distributed file system that incorporates data locality and the ability to scale in single node increments, eliminating storage and compute silos by converging them together. Because all of this is done in software, there is no dependency on specialized hardware (FPGAs, ASICs, RAID Controllers, etc.) which allows for faster innovation and simplified architecture. The last portion of convergence involves the collapsing of the hypervisor to allow for even greater simplification, resiliency, and performance.

What is the Enterprise Cloud?
The Enterprise Cloud is what Nutanix has created to be able to orchestrate and manage both on-premises environments (Private Cloud) and Public Cloud environments, to create the Hybrid Cloud. Essentially, Nutanix wants to be the "Operating System for the Datacenter", enabling users to provision workloads in any Cloud environment.

How does Nutanix fit in with my existing 3-tier environment?
Easily. When you're looking to add compute or storage, it's usually because of growth in an existing application environment, or because of a new application needing to be deployed. Nutanix can easily fit with a new application, by simply deploying on the platform. For growth of applications, you'd want to move the application over to the Nutanix platform, and if it's virtualized, it's easy to do.

Can I use my current SAN with Nutanix?
You can, but you probably don't want to. SAN architectures are bound by a single set of processing heads and require dedicated and complex configurations to setup and maintain.   With SANs, the data is accessible only over the storage network, introducing unnecessary latency and complexity. Scaling also introduces additional complexity and management overhead from the "islands of storage" created when trying to scale. Nutanix scales linearly by utilizing a CVM (Controller VM) per node which provides the processing power for storage and also keeps the data local to the VM. Nutanix does not require a separate storage network, as the data sits on the same node the application does.

Can we run our enterprise applications on the platform?
Yes, you can run any application on Nutanix, despite what other vendors may say. Nutanix has numerous case studies and references running large mission critical applications in the Global 2000 space, including SAP, VDI, Splunk, Hadoop, and many others.

I heard that Nutanix is just for VDI? Is that true?
Initially that was true back in 2011. The main reason for this was because Nutanix solved a problem that had existed for VDI environments prior to that, namely the ability to start small and incrementally scale from 100's to 10's of thousands of virtual desktops. Since that time, VDI represents about 25% of the deployments on Nutanix.

How does Nutanix work with Amazon Web Services, Microsoft Azure, Google Cloud Platform?
Integrated into the Nutanix User Interface, Prism is a feature called Calm (Cloud Application Lifecycle Management). Calm allows the user to orchestrate and automate workload deployment regardless of whether the application is deployed on-premises or in the Public Cloud. Calm is also integrated into a Self-Service Portal which allows IT to define Projects for users to use approved IT Blueprints that they can deploy and manage which still remaining under the supervision of IT. These application blueprints can be deployed to a Nutanix cluster on-prem or to a cloud provider like AWS, GCP, or Azure.

Can I run Nutanix software on my existing infrastructure?
Probably not. The Nutanix architecture has a strict HCL (Hardware Compatibility List) to keep quality and reliability high, and Nutanix has worked hard to certify Dell, HPE, and Cisco servers to be able to run Nutanix software. The likelihood of Nutanix going back and certifying older Dell or HPE servers is low.

What hypervisors does Nutanix support?
VMware ESXi, Microsoft Hyper-V, Citrix Xen, and Nutanix AHV.

Who supports Nutanix software?
Nutanix provides all support for their software.

QUESTIONS/COMMENTS WE GET ABOUT DEPLOYING NUTANIX INTO EXISTING ENVIRONMENTS

We have a large investment in our existing infrastructure/SAN, so, no thanks?
We understand you have an existing investment in some IT infrastructure. You probably have servers, both physical and virtualized, virtualization software, some sort of shared storage/SAN, like a hybrid array, and a storage area network. And you know that maintaining all of this is difficult, costs a lot, and takes quite a few of your team to just keep the place running.

Wouldn't it be more effective if you could deploy your people into higher value work, rather than just maintenance of the existing infrastructure?

Your environment is going to continue to get more important for your business, as more and more of your company's efforts get modernized. HCI is an excellent way to change your team from spending 80% of their time and effort keeping the old running and turn it around to spending 80% on new innovations for your business.

At some point in the past, people realized that automobiles were a better way to get around than horses. It's the same for IT…HCI is simply the new and better way to do things.

We are "Cloud First" and everything is going to the "Cloud", so, no thanks?
By "Cloud first" we assume you mean you're looking at the best way to deploy your applications. That's smart. But if you mean the decision has been made to put everything into AWS, Azure, or GCP, that's shortsighted.

The cost of putting applications into the Public Cloud ends up being far higher than having the applications on your own equipment; we have analyses that show this. Latency in your applications will be higher when in the Public Cloud, in all likelihood. So, if being "Cloud First" means you're wanting to pay more for lower levels of performance (not to mention proprietary Lock-in), we'd have to ask why you'd do that?

Nutanix gives you choice. Gartner says that stable workloads are better suited on-premises and flexible/elastic workloads are better candidates for the Public Cloud. And fully at least 70% of workloads are stable. Nutanix gives you the choice of either Private or Public and gives you the ability to manage both from the same pane of glass.

Our current infrastructure is working fine for us, and we don't see why we should change?
Well, since you haven't had HCI, it's tough for you to see a comparison. Luckily, we've done that work for you, and can show you what your 3-Tier environment would look like compared to Nutanix's HCI environment.

To begin, you'll eliminate your storage area network, as all storage in HCI is local. Next, you'll no longer have to manage a SAN, as all of that work has been made unnecessary by automation in software. Upgrades are a snap, with Nutanix's one-click upgrade.

By the way, you'll probably save at least 40% over either legacy 3-tier or Public Cloud.

Do I have to purchase Nutanix in large chucks?
No. You can buy the Nutanix platform in one-node increments (the first deployment has to be 3 nodes for redundancy). In other words, you buy Nutanix only when you need to grow; no more buying 3-5 years of capacity in advance in today's dollars. You get to ride Moore's Law down as you go.

HOW DO WE WORK WITH NUTANIX?

How can Nutanix be purchased?
Nutanix gives its customers a number of different options to acquire their platform. To understand, Nutanix is all about the software; it's a unique distributed file system that enables the hyper-converged infrastructure, far more than any other vendor. As such, Nutanix allows customers the ability to deploy this software in the following ways:

As an appliance:	Nutanix NX system (SuperMicro hardware)
	Dell XC system (Dell PowerEdge hardware)
	Lenovo HX (Lenovo ThinkServer hardware)
	IBM CS (IBM Power hardware)
	HPE DX (HPE Proliant hardware)
Software only:	As software on Dell PowerEdge
	As software on HPE Proliant
	As software on Cisco UCS C series and B Series
Hypervisors:	VMware ESXi
	Microsoft Hyper-V
	Citrix Xen Server
	Nutanix AHV (free with any Nutanix software)
Way to acquire:	License software, for any term, purchase hardware and support

Through which company do we acquire Nutanix?
Nutanix is a 100% channel company, meaning that all purchases are done through authorized reseller partners. Roundstone Solutions Inc. is a local Nutanix-focused and Nutanix authorized reseller and knows the platform well. Roundstone is an excellent way to acquire Nutanix.

How can we begin?
Roundstone and Nutanix welcome the chance to speak with you to talk about the Nutanix platform, and what it could potentially mean for you and your organization. We are local to Northern CA and prefer to meet in person so that we can best understand your unique environment.

Our first meeting would involve an overview of how Nutanix works, and our compiling information about your environment so we could begin an analysis of the benefits possible with Nutanix. We will provide you and your team with the chance to "play around with" the Nutanix software through a Proof of concept and will walk you through how to do so.

Once you see the benefits, we'll propose a Nutanix environment based on your needs. Once awarded, it doesn't take long to deploy Nutanix; less than a few hours.

Take the first step and contact us at tim@roundstonesolutions.com or 925-217-1177. If you're in the NY/Nj area, contact Joe Joyce at 201-704-2190.

We look forward to working with you. Thanks for the opportunity.