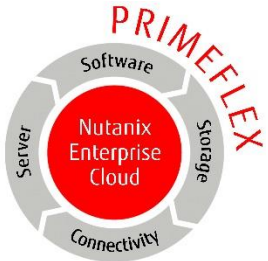


# PRIMEFLEX for Nutanix Enterprise Cloud



# Worldwide Trend

## **Traditional infrastructure**

The silos created by traditional infrastructure – with its separate servers, storage and networking – have become a barrier to change and progress.

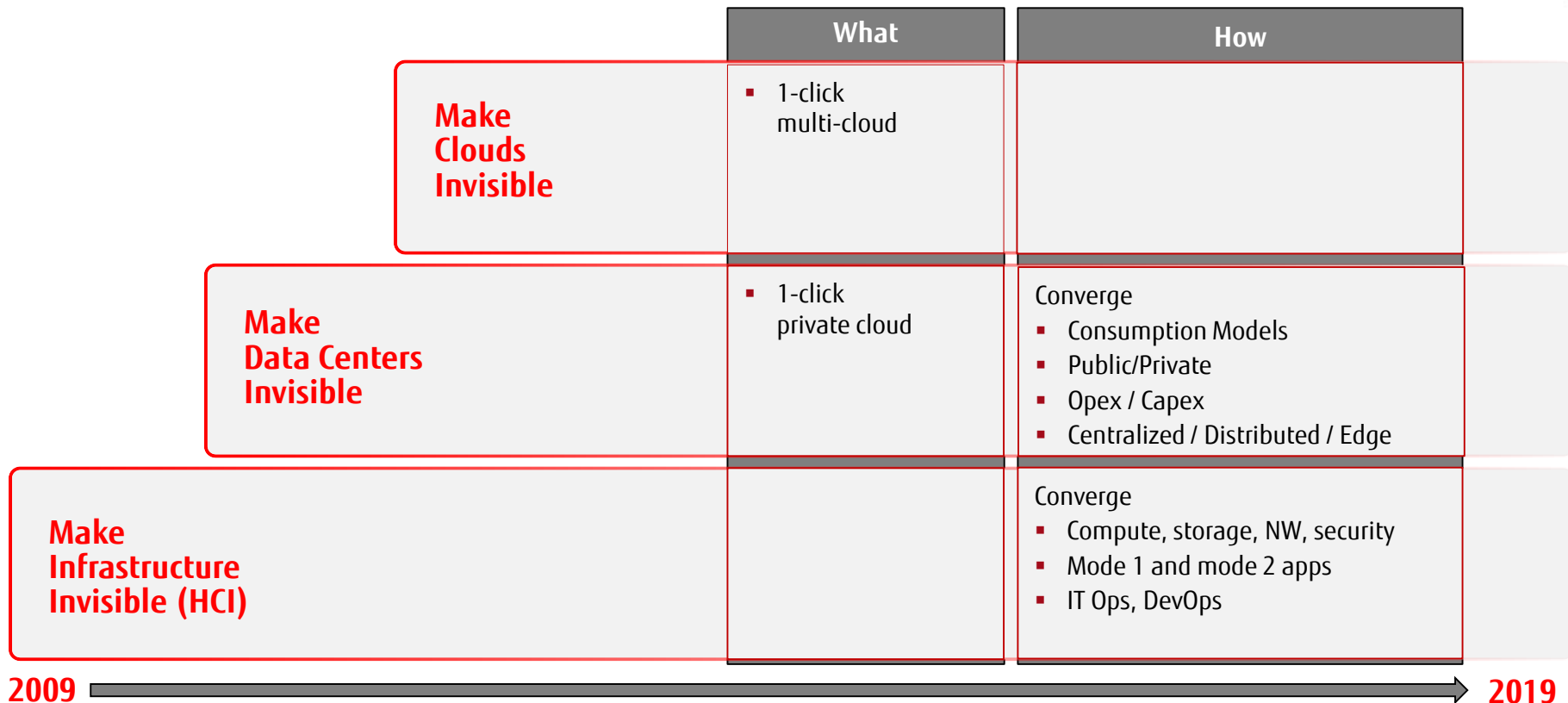
## **Managing infrastructure**

Focus on maintaining infrastructure rather than using valuable staff resources to activities that create business value.

## **Managing Cloud**

The go-to solution is cloud-based infrastructure. But many organizations find that managing private, public clouds and even edge easily matches their previous platform in terms of effort.

# Nutanix: Making Enterprise Computing Invisible



# Much noise about hyper-converged

**40%**

CAGR  
from 2017 to 2022



**25%**

of business-critical  
apps on HCI



**57%**

of integrated systems  
will be HCIS by 2022



**85%**

of enterprises intend  
to spend more on HCI



# The cloud era resets expectations

## Rapid Time to Market

*"I deployed my application in five minutes."*

## Fractional IT Consumption

*"I use and pay for just what I need only when I need it."*



## One-Click Simplicity

*"No more time spent on low-level infrastructure management."*

## Continuous Innovation

*"New capabilities are available on a regular basis."*

# Making IT invisible



**INVISIBLE**  
Infrastructure



**INVISIBLE**  
Data Centers

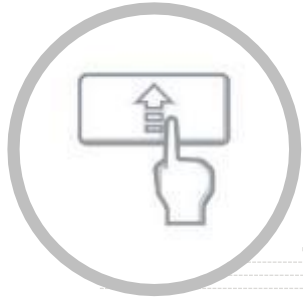


**INVISIBLE**  
Clouds

# What's Enterprise cloud? Nutanix defines it...



**Full-stack  
Infrastructure Services**



**Automated  
Operations**



**Pay-As-You-Grow  
Consumption**



**Integrated  
Security**



**Openness  
and Choice**

**Hyper-converged**

**Rich Machine  
Intelligence**

**Modular, Endless  
Scalability**

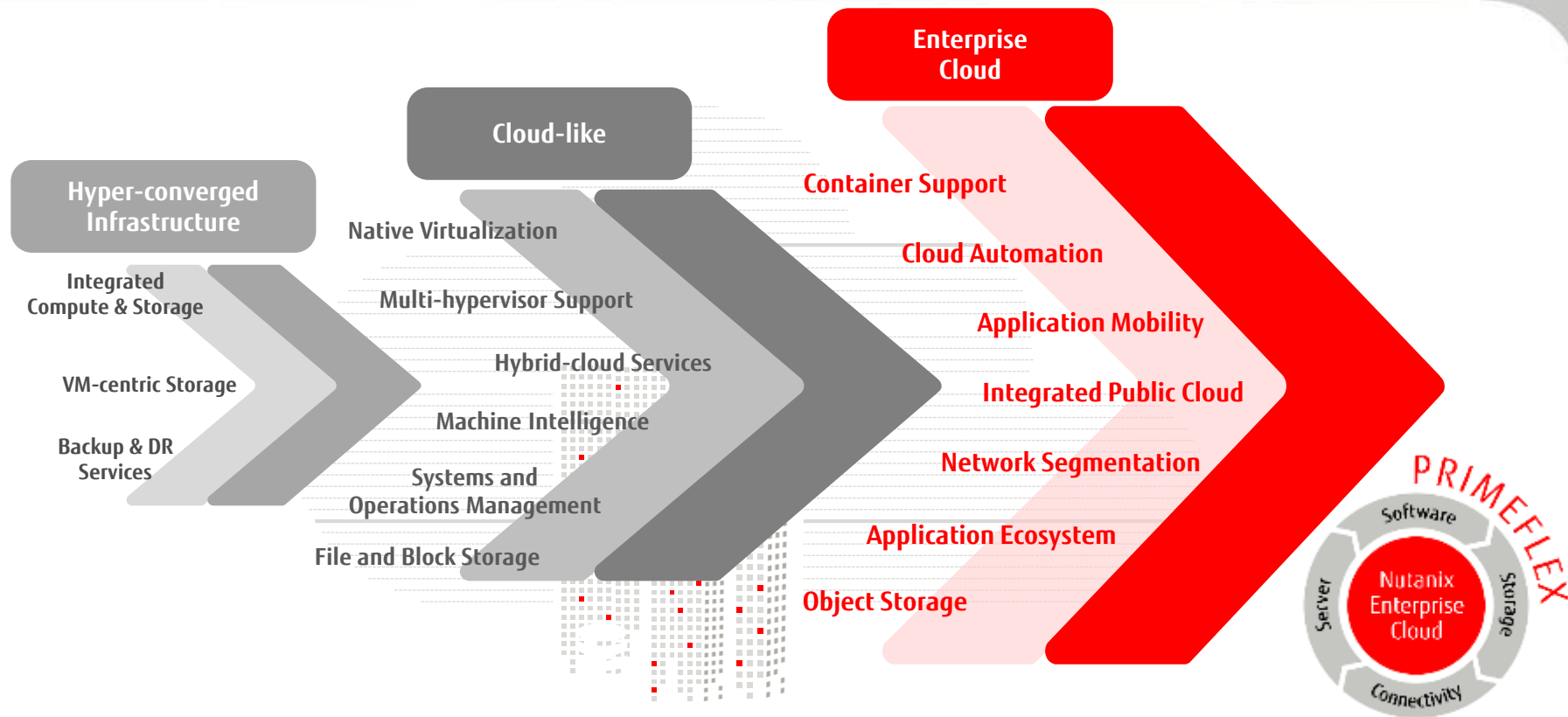
**Security-first  
Design**

**Hypervisor of  
Choice,  
Containers, Bare  
Metal**

**Enterprise Cloud Platform**



# Pioneering the Enterprise Cloud Platform



# The Solution

# PRIMEFLEX for Nutanix Enterprise Cloud



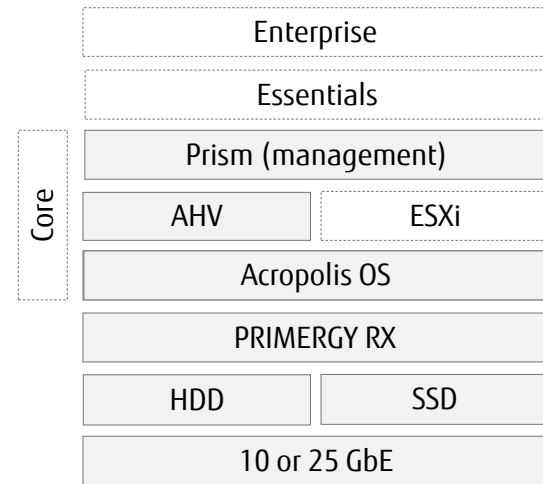
- Acropolis Hypervisor
- Automated HA
- VM live migration (between hypervisors)
- Resource scheduling
- Converged backup and DR (even to other hypervisors)
- Unlimited scale
- Near-sync mirroring
- License-free



- Run VM, container, bare-metal
- Locality
- Snapshots, clones, tiering, DR
- Compression, deduplication
- Resilience (erasure coding)

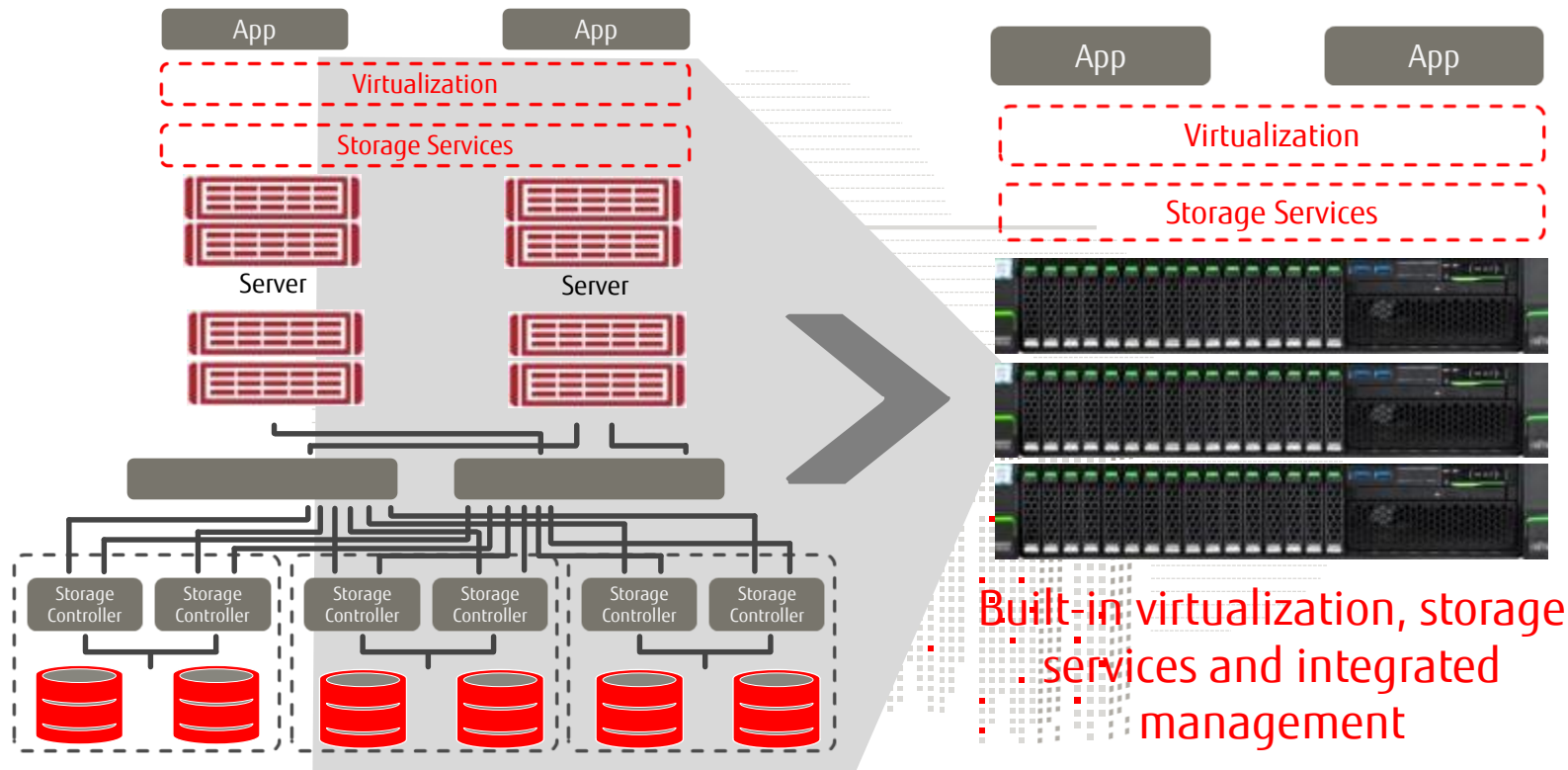


- 1-click management
- Self-service portal
- Included in CVM

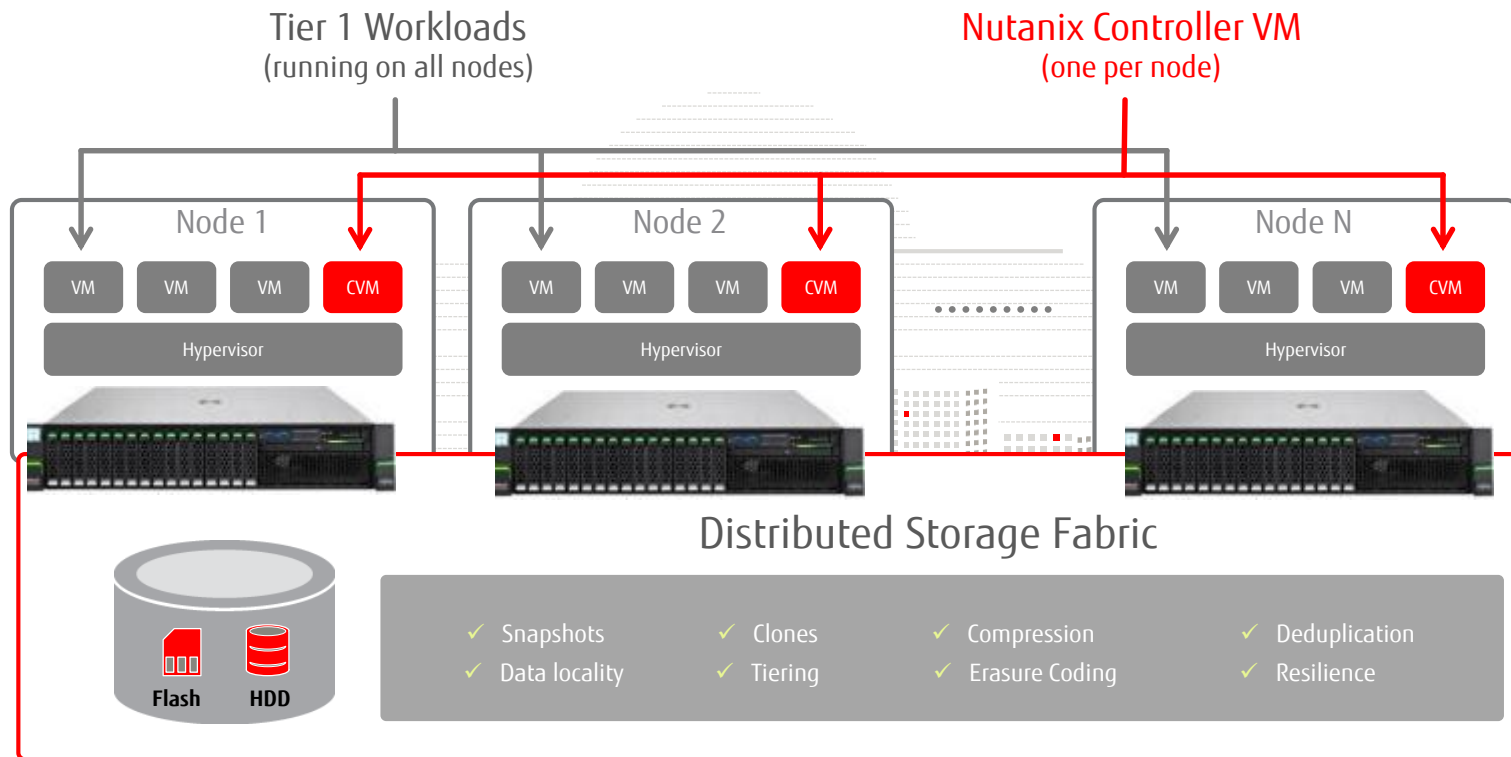


Multi-cloud, multi-hypervisor infrastructure, ready-to-run.

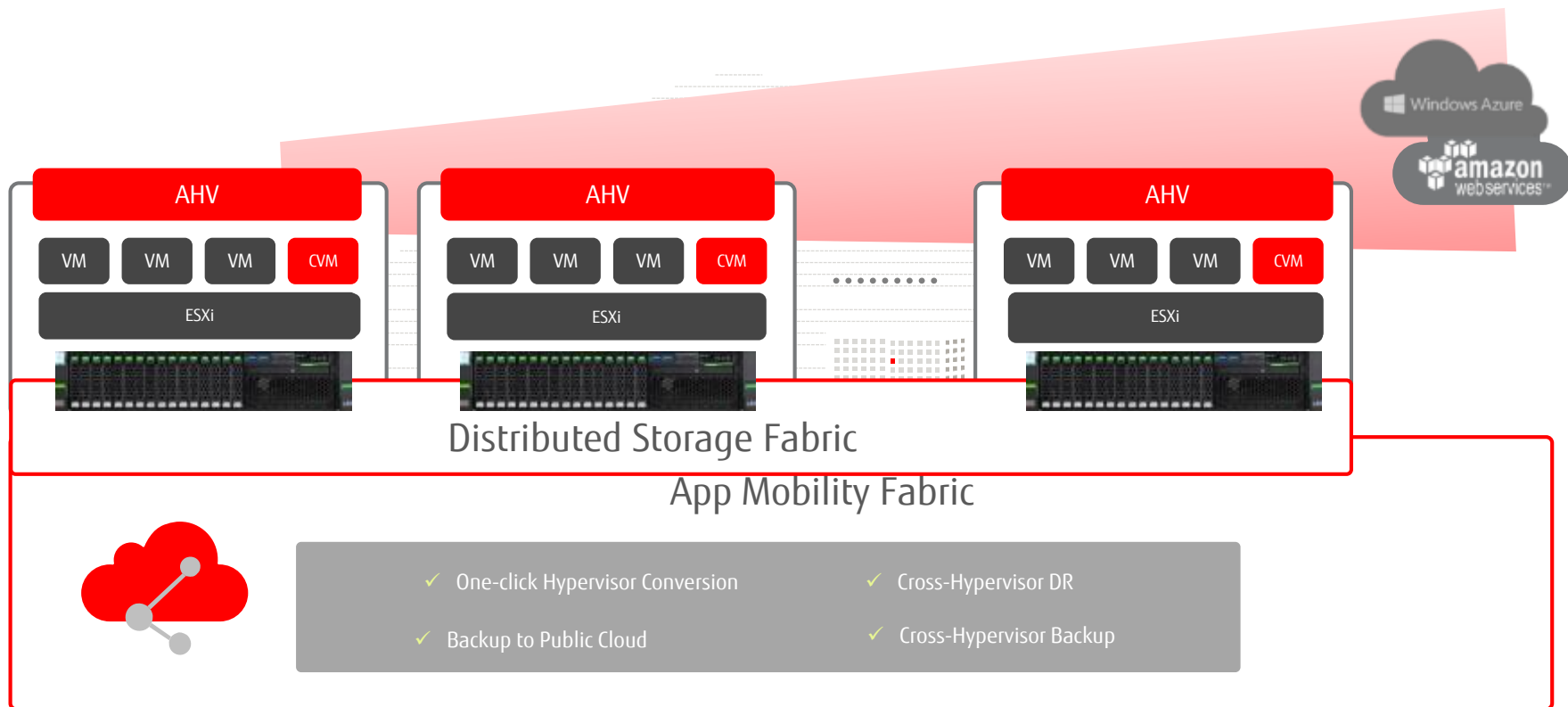
# PRIMEFLEX for Nutanix Enterprise Cloud simplifies the data center



# Scalable Distributed System Design



# Seamless Application and Data Mobility



# HCI management

# Prism management



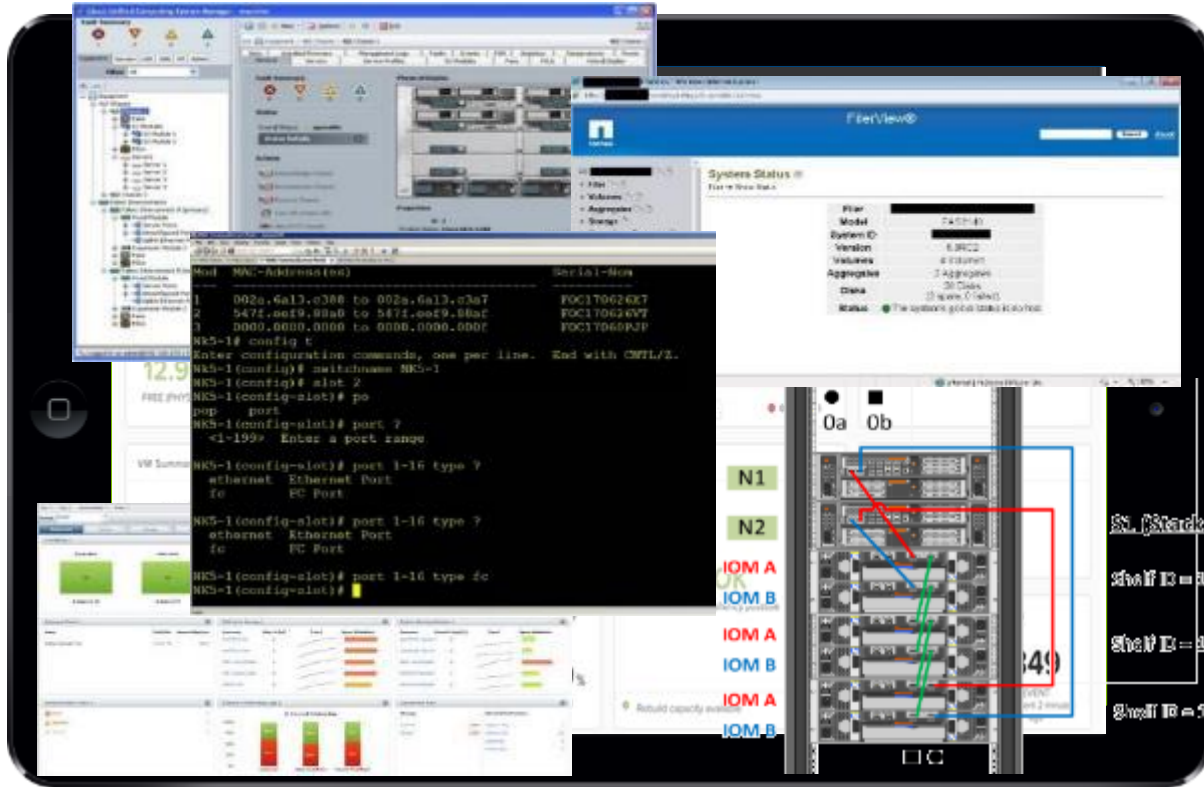
1-Click Operations

Powered by Machine Learning

Unprecedented Operator:Node



# Integrated consumer-grade management with Nutanix Prism



Intuitive

Eliminate  
Customizable  
Complexity...

Insightful

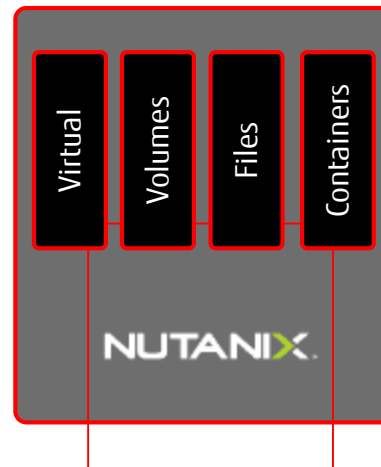
# AWS-like Experience. . . Inside the Data Center



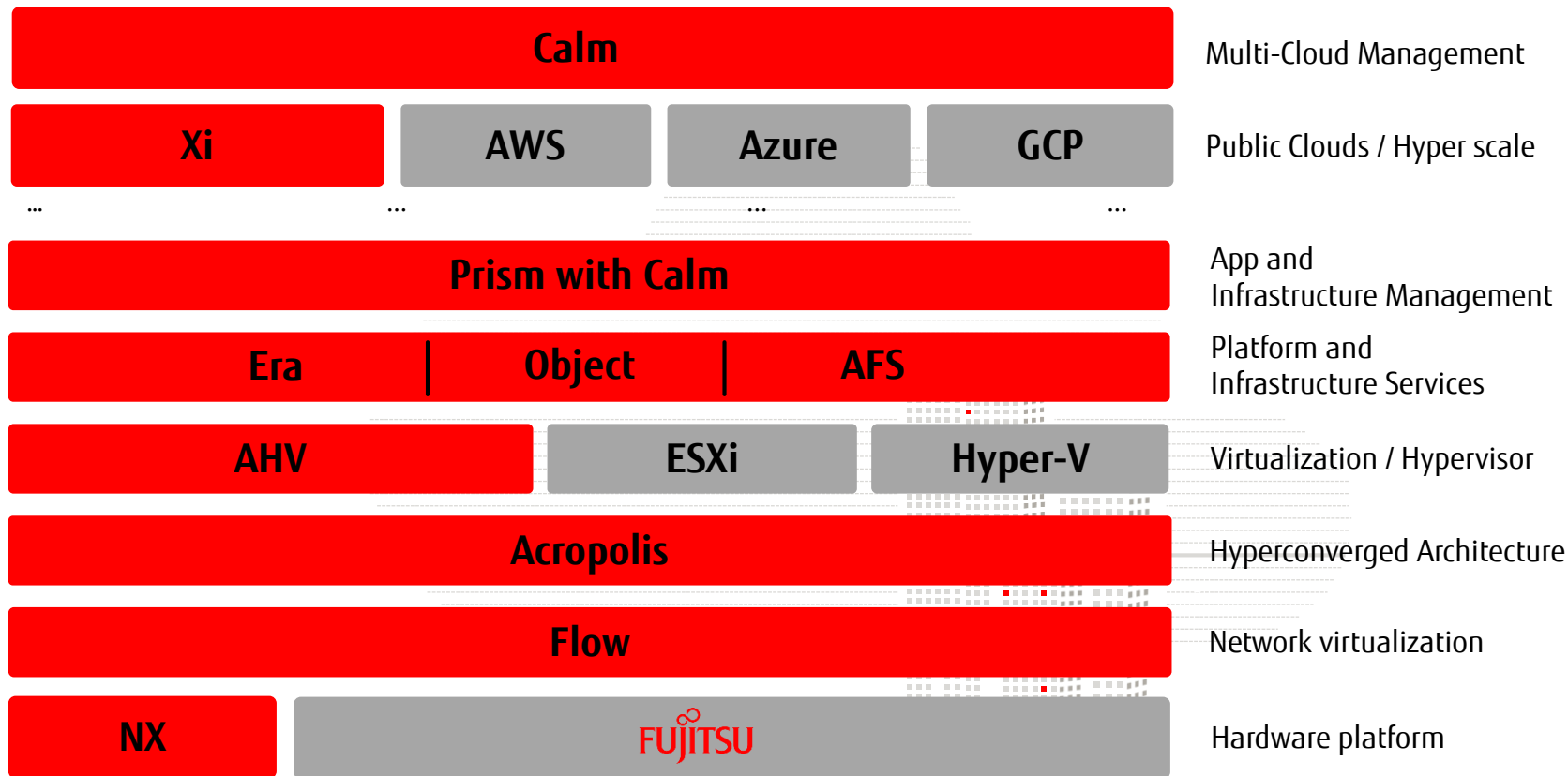
Start Small

Start Quickly

Pay-As-You-Grow

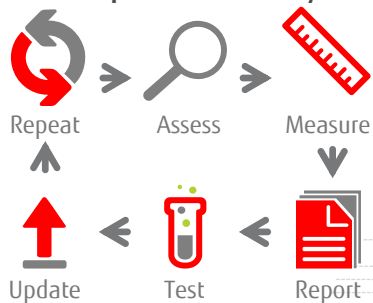


# Enterprise cloud with choice

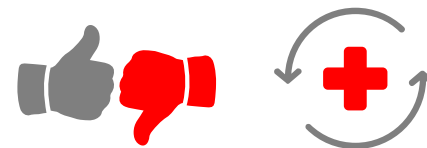


# Security-first Design... not as afterthought

## Full-Stack Security Development Lifecycle



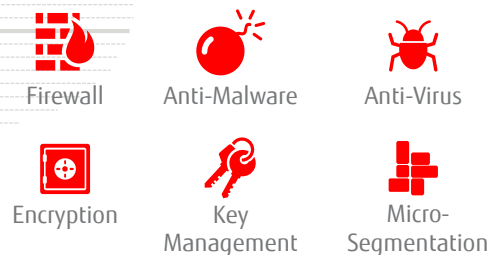
## Automated Validation and Self-healing



## Security Certifications



## Ecosystem



# Reasons to choose PRIMEFLEX XF HCI systems



Individually adapt server networks with flexibility to meet future requirements



DynamicLoM

Optimized server base units for a perfect workload match



Optimize Workloads



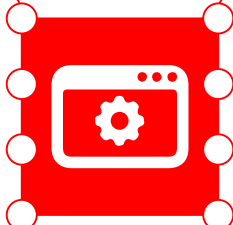
Cool-safe® ATD

Lower air conditioning costs and support for higher operating temperatures



Flexible expandability

Expandable with scale-out storage, including storage tiering



Different levels of computing for different workloads

# Fujitsu PRIMEFLEX for Nutanix HCI Configurations

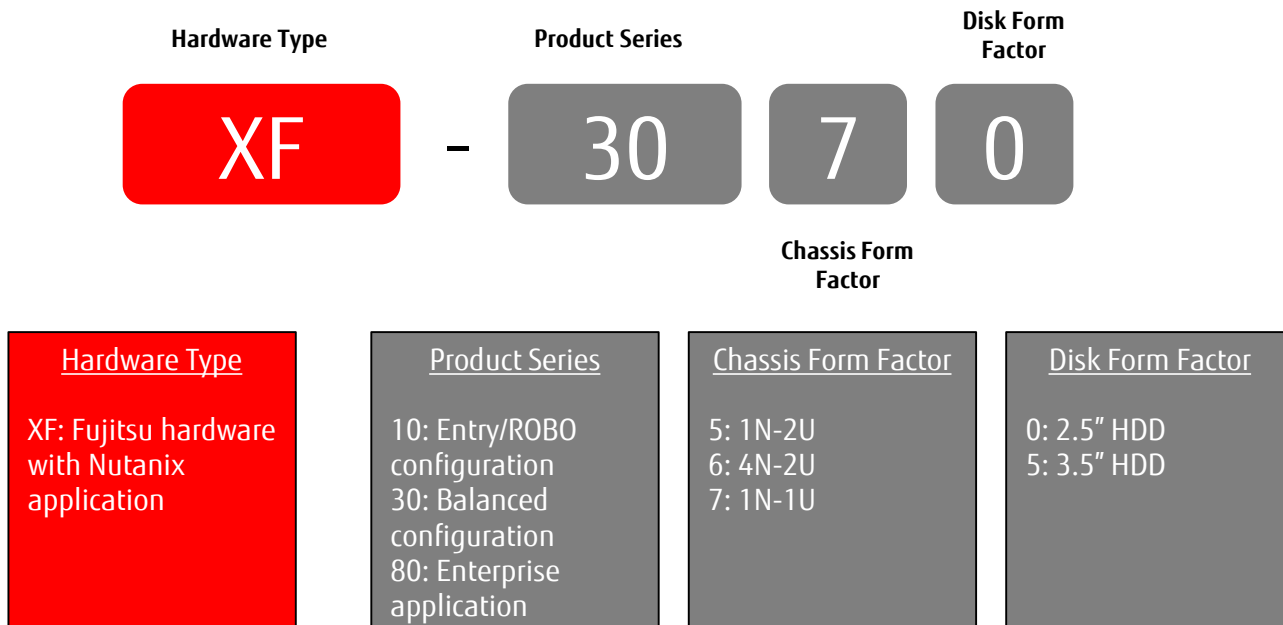
# PRIMEFLEX for Nutanix Enterprise Cloud: Models



|                  | XF1070 (1U LFF)  | XF3070 (1U SFF)  | XF8050 (2U SFF)                             | XF8055 (2U LFF)                             | XF9050 (2U SFF)  |
|------------------|--|--|---|---|--|
| Use case         | ROBO   | Standard, Storage  | SAP HANA, Standard, Storage                 | Standard, Storage, VDI                      | SAP HANA   |
| Nutanix Software | Acropolis Cloud OS data services, Prism management, and Calm orchestration |  |   |   |  |
| CPU              | 1 x Intel Xeon Silver (42xx), Gold 5215                                    | 2x Intel Xeon Platinum (82xxx), Intel Xeon Gold (62xx, 52xx), Intel Xeon Silver (42xx) |   |   | 4x Intel Xeon Platinum (82xxx), Intel Xeon Gold (62xx, 52xx) |
| GPU (For VDI)    | -  |  | 2 x NVIDIA Tesla T4                         | 2 x NVIDIA Tesla T4, M10 or V100            | -  |
| Memory           | 64GB-512GB   | 64GB-3072GB  |   |   | 768GB - 6144GB   |
| Storage          | 4x3.5" drive bays<br>All-Flash and Hybrid                                  | 10x 2.5" drive bays<br>All-Flash and Hybrid  | 24x 2.5" drive bays<br>All-Flash and Hybrid | 12x 3.5" drive bays<br>All-Flash and Hybrid | 16x 2.5" drives<br>All-Flash and Hybrid, NVMe                |
| Networking       | 10GbE or 25GbE   |  |   |   |  |
| Hypervisors      | Nutanix AHV, VMware ESXi   |  |   |   |  |
| Scalability      | 1 or 2 nodes   | Unlimited # of nodes, storage and VMs supported  |   |   |  |

# Model ID scheme

## Nutanix Enterprise Cloud Model Number Convention





# Infrastructure support

## ■ Single point of contact

- Fujitsu components
- 3<sup>rd</sup> party components
- Auto-call

## ■ Technical Solution Support

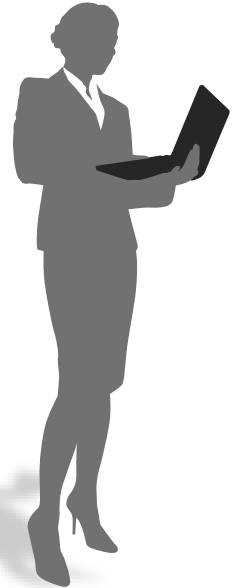
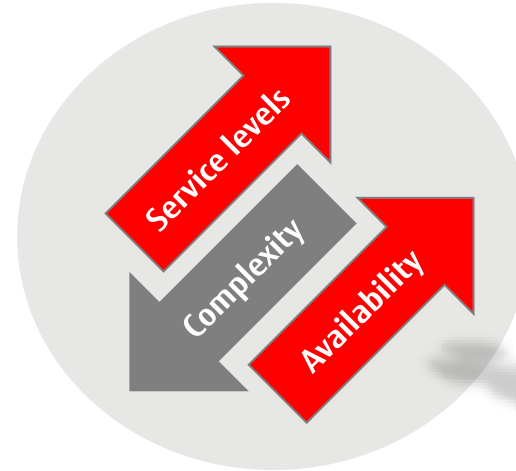
- Fast access to experts to solve incidents
- Identify and analyze problems
- Coordinate failure elimination

## ■ Reactive Services

- Remote service (analyze, identify, solve incidents)
- HW fault elimination, SW corrections
- Coordinate product support services
- Coordinate support interfaces to respective vendors

## ■ Proactive Services (optional)

- Technical Account Manager (personal interface to customer)
- System Health Check
- Patch Information Management



# PRIMEFLEX for Nutanix Enterprise Cloud SAP HANA Certification



## Details

|                         |  |
|-------------------------|--|
| Certification status    | certified  |
| Certification released  | 2019-09-26   |
| Certification expires*  | 2023-03-30   |
| Certification scenario  | HANA-HyCI 1.0  |
| HCI Models included     | Fujitsu XF8050-M2, XF9050-M2   |
| CPUs (total/HANA)       | 2/1; 4/3   |
| CPU Range               | Xeon SP (Cascade Lake) silver, gold, platinum                              |
| RAM per CPU-socket      | up to 1,5 TiB  |
| Range of HCI nodes      | 3-64   |
| Range Hypervisor        | Nutanix AHV 20170830   |
| Range SDS Version       | AOS 5.10   |
| Restrictions & Comments | Please also see SAP Note 2654696 - SAP HANA in hyperconverged environments |



## Certificate

### SAP INTEGRATION CERTIFICATION

SAP SE hereby confirms that the hyperconverged infrastructure solution(s)  
**PRIMEFLEX for Nutanix Enterprise Cloud**  
of the company

**Fujitsu Technology Solutions**

have been certified for operating SAP HANA.

This certificate confirms the compliance of product, solution in accordance with SAP certification procedures.

This certificate is valid with scenario PRIMA-HCI 1.0 as documented in report no. 02791 and was released March 30, 2020.

Hyperconverged infrastructure specification on hardware and software:

Model: XF9050 M2  
No. of HCI nodes: 3  
Hardware Model No.: PRIMA-HCI 1.0/4770 M2  
Version / Year: 5.0.0.14  
Number of nodes: 4  
CPU type: 4x Intel(R) Xeon(R) Gold 6348  
Hypervisor: Nutanix Acropolis Hypervisor (AHV) - 20170830  
SDS version: Nutanix Acropolis Operating System (AOS) - 5.10 M 1.1.10  
Restrictions & Comments: -

This certificate includes the following hyperconverged infrastructure(s):

Fujitsu XF8050-M2, XF9050-M2  
Intel(R) Xeon(R) SP (Cascade Lake)

Detailed findings are available on the SAP HANA Hardware Directory.

SAP SE  
Waldorf, March 31, 2020

**SAP® Certified**  
Hardware for SAP HANA®

THE BEST RUN **SAP**

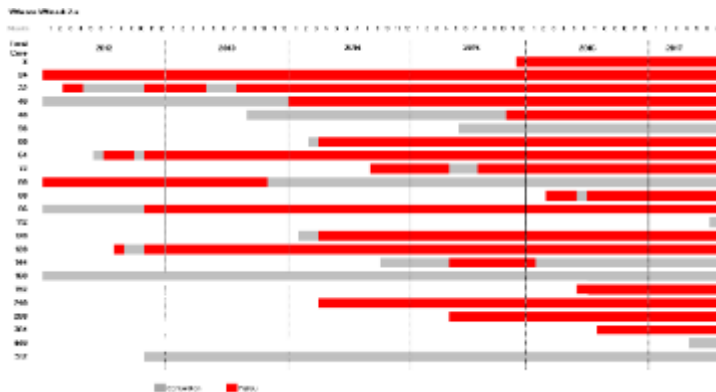
SAP only certifies successful integration of the product with SAP solutions. Vendor is responsible for the product itself, its error-free operation, and adherence to applicable laws.

<https://www.sap.com/dmc/exp/2014-09-02-hana-hardware/enEN/hci.html>

# Proven performance and energy-efficiency



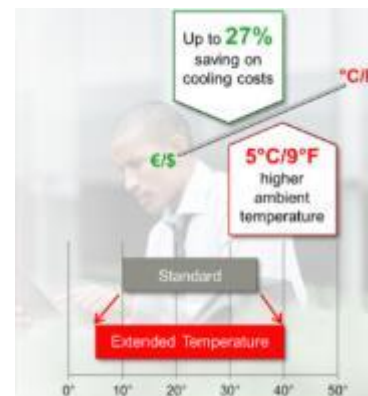
## World leading virtualization power



Number one positions of VMware VMmark 2.x until July, 2017

- Most powerful virtualization platform
- Excellent price/performance ratio

## Cool-safe® Advanced Thermal Design



- Up to 27% saving on energy costs for cooling
- System availability even under extreme conditions

The hardware platform makes a difference

# FUJITSU Data Protection Portfolio - Backup for Integrated System PRIMEFLEX



## **Modern Data Management and Protection –**

Consolidate and protect data from anywhere, across all platforms



## **Automated Backup and Recovery –**

Protect everything, granular recovery, deep integration



## **Rich Data Lifecycle Management –**

Define storage policies, media mix (disk, flash, tape, cloud)



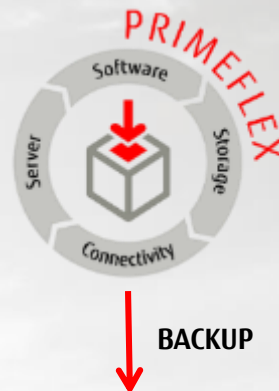
## **Efficient Disaster Recovery –**

Replication, deduplication, offline & remote backup



## **Regulatory Compliance –**

Long-term archiving, encryption, analytics, reporting



Find out more: [www.fujitsu.com/emeia/data-protection](http://www.fujitsu.com/emeia/data-protection)

**Protect your business against data corruption, deletion or cybercrime**

# Acropolis – Software Editions

|           | STARTER   | PRO  | ULTIMATE  |
|-----------|---|--|---|
|           | Core set of software functionality                      | Rich data services, resilience and management features                   | The full suite of Nutanix software capabilities to tackle complex infrastructure challenges |
| Ideal For | Small-scale deployments with a limited set of workloads | Running multiple applications or large-scale single workload deployments | Multi-site deployments and advanced security requirements                                   |

Further details: <https://www.nutanix.com/products/acropolis/>



shaping tomorrow with you