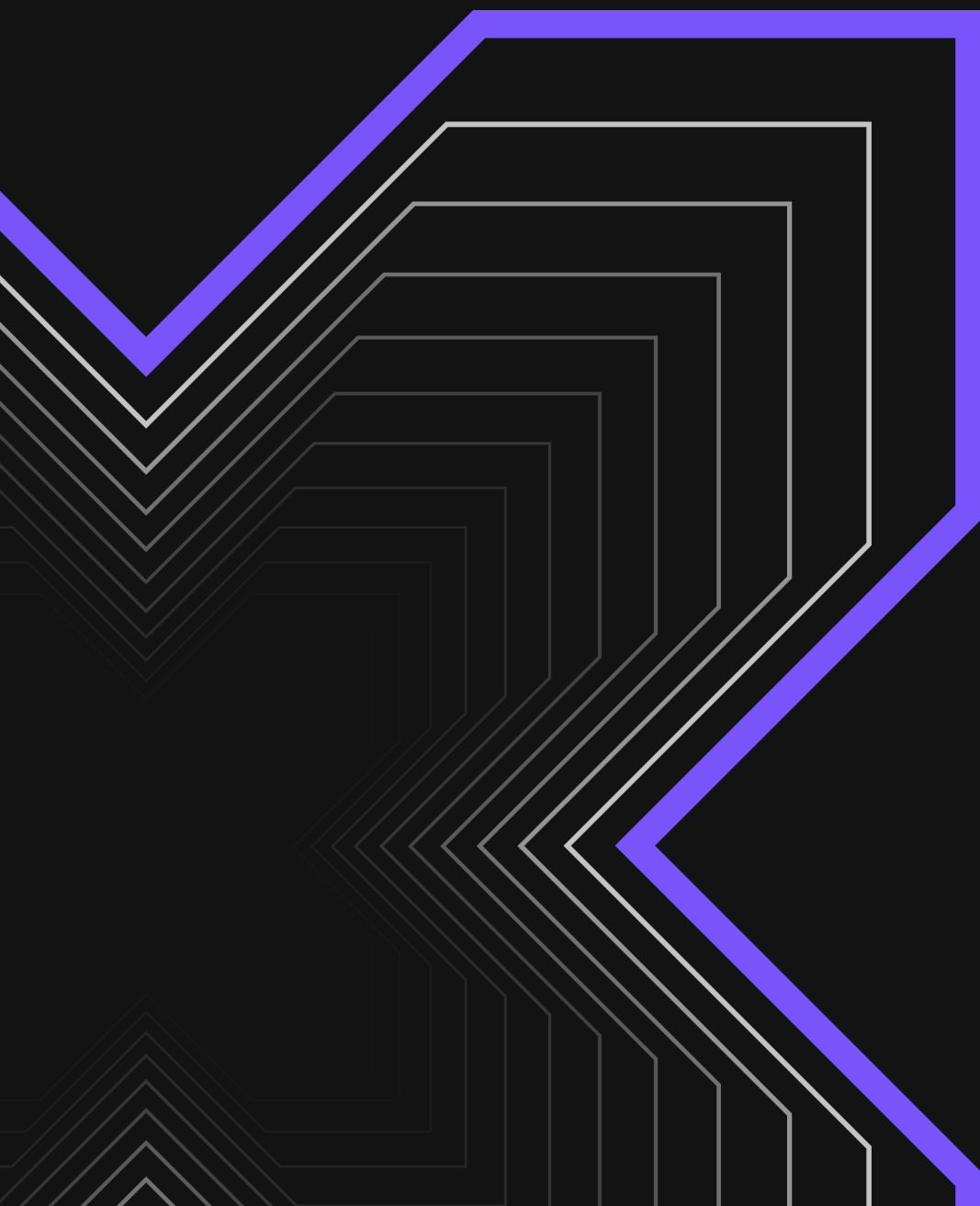


De-Risk Your Enterprise: How CXOs Can Successfully Navigate the Broadcom Acquisition of VMware



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With the possibility of increased prices, lack of innovation, and reduced support, these are not risks that CIOs and other C-level executives (CXOs) want to experience with their vendor. Yet, these are the risks that many VMware customers are grappling with in the wake of the recent Broadcom acquisition, often resulting in a sense of urgency and uncertainty. It's a defining moment that prompts the need to critically re-evaluate IT investments and explore adopting modern platforms that promise to secure their enterprise's future.

The risks are substantial. However, the good news is that there are options available. Those options for VMware customers include pivoting towards a dual-vendor strategy; embracing the scalability and innovation offered by the public cloud, and/or seeking alternative virtualization solutions that align with their evolving enterprise needs.

And while change is always a challenge, it can present a leadership opportunity for CXOs to drive innovation and growth and allow their companies to de-risk their enterprise and protect their IT investments. The good news is that VMware's influence, though significant, is not all-encompassing, and there are established alternatives that offer the agility, security, and innovation necessary to thrive in the modern IT environment. For forward-thinking CXOs, this transition period is not just about mitigating risks but seizing the opportunity to reimagine their technology real estate, consider a broader range of cloud and virtualization solutions, and gear themselves for sustained success in a digital era.



CXOs can Diversify through a Dual Vendor Approach

For CXOs, the responsibility to ensure that the organization's infrastructure is robust and future-proofed and keeps up with digital transformation is paramount. This is where the strategy of diversifying through a dual-vendor approach, such as integrating Nutanix solutions with your VMware-based infrastructure, becomes invaluable.

What we are seeing is that numerous enterprises globally opt to power their VMware-based infrastructure with Nutanix HCI, because of our ability to streamline administration, bolster resilience, and reduce costs, all while ensuring seamless integration with VMware. This strategic choice empowers organizations to mitigate risks (de-risk) and future-proof their operations with a modern platform capable of supporting a wide array of workloads, including those designed for next-generation applications and use cases.

For those customers with pre-existing VMware installations, the priority is to ensure a smooth integration, which speaks directly to Nutanix's commitment to choice and flexibility. VMware users gain from Nutanix Cloud Platform (NCP) functionality, which is based on the industry's

best hyperconverged infrastructure, regardless of whether they continue with The VMware ESXi hypervisor or switch to Nutanix's own AHV hypervisor. NCP seamlessly supports critical virtualization features such as vMotion, DRS, and HA, and integrates effortlessly with the existing vCenter management ecosystem. Moreover, Nutanix enhances VMware environments with advanced features like file and object storage, as well as database automation. Ensuring a comprehensive and integrated infrastructure solution.

The challenge of previously managing siloed infrastructures required complex management making it difficult to resolve. However, Nutanix now effectively addresses this by offering a unified management, analytics, and orchestration platform for a combined Nutanix and VMware environment through a single, intuitive console. This consolidation simplifies the planning, monitoring, remediation, and automation of applications across your VMware environment, encompassing both HCI and traditional setups, streamlining operations and enhancing efficiency.

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Extend to Cloud

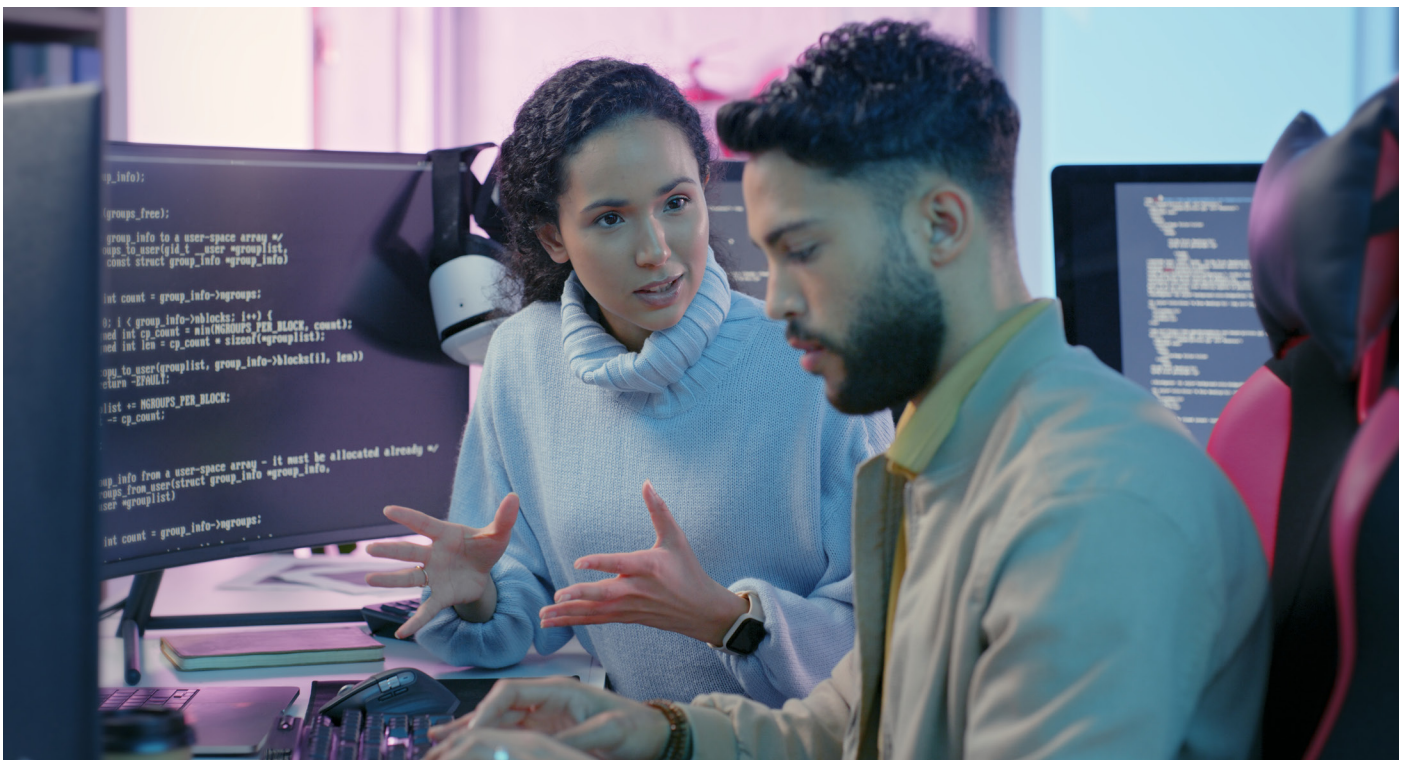
Another option for VMware customers is to extend operations into the cloud. What Nutanix brings to the table is a transformative approach that significantly simplifies the movement of workloads and applications to the cloud, focusing on control, efficiency, and adaptability.

Nutanix significantly streamlines the process of building out public cloud infrastructure, placing control firmly in your hands. We facilitate the portability of applications and workloads to the cloud without necessitating refactoring, thereby minimizing both the cost and effort required for cloud migration. Furthermore, Nutanix introduces a modern hybrid multicloud platform that ensures effortless mobility of workloads, efficient management, and the portability of licenses across diverse multicloud environments, including public, private, and hybrid clouds.

Reducing the time and effort associated with porting applications to the cloud, the Nutanix platform minimizes the need for complex

application dependency mapping and the labor-intensive tasks of refactoring and re-architecting. This approach significantly reduces the resources—both time and cost—required to transition to the cloud, streamlining the migration process.

Experienced CXOs know that refactoring and re-architecting applications can sometimes take much longer than originally planned for, placing an unexpected burden on development teams that anticipate utilizing multiple public clouds. Nutanix addresses this with a single management pane for comprehensive visibility into public cloud expenditures, complete with chargeback and budgeting functions. This allows the movement of applications between on-premises environments and public clouds, without the need for refactoring, and offering a seamless, governance-enhanced cloud migration experience.



Migrating off VMware

Transitioning away from entrenched platforms like VMware and migrating vital IT infrastructure can be a source of stress for leaders tasked with ensuring operational continuity, performance, and scalability. Nutanix can help.

Nutanix matches many of the capabilities offered by VMware platforms and surpasses some of them by providing a modern platform tailored for all your workloads. This platform seamlessly accommodates both existing and new workloads, including databases, edge computing, and modern applications like AI, making it an ideal choice for infrastructure refresh inflection points

or introducing new use cases and modern apps. To facilitate sizing and migration of workloads, Nutanix offers comprehensive migration toolkits alongside professional migration services, through both Nutanix and authorized partners, thereby ensuring a swift and efficient migration process for your workloads. Nutanix authorized partners specialize in VMware to Nutanix migration services, offering expert guidance and support throughout the migration journey.



Nutanix: A Superior Platform for the Hybrid Multicloud World

Critically, Nutanix offers a viable option and superior solution for customers navigating the uncertainty surrounding the Broadcom acquisition of VMware. The Nutanix Cloud Platform ensures a secure, resilient, and self-healing environment perfectly designed for a hybrid multicloud ecosystem. It supports a range of workloads, from AI apps to diverse deployment scenarios across the edge, public, and private clouds, while accommodating multiple hypervisors and containers. This capability addresses varied compute, storage, and network needs, offering a holistic and flexible solution for complex IT environments.

The Nutanix platform also delivers unified management across hybrid multicloud setups and seamless operations regardless of location. It simplifies managing data centers, clouds, and edge environments, allowing for the

seamless application of replication, encryption, disaster recovery, and security policies. This unified approach differs from VMware's multiple management models across different environments. Additionally, through common interfaces, Nutanix enables identical infrastructure operations across on-premises, AWS, and Azure.

Moreover, the Nutanix platform excels in application, data, and license portability for the effortless movement of applications and data across clouds and on-premises while considering performance, cost, and data sovereignty requirements. Nutanix's focus on customer satisfaction is clear, with a Net Promoter Score consistently above 90. Nutanix also helps organizations achieve significant improvements in TCO, highlighting the Nutanix platform's ability to provide a cost-effective and efficient foundation for enterprise applications.



De-Risk Your Enterprise with Nutanix Hybrid Multicloud Platform

In the current climate of uncertainty facing VMware customers, it's crucial to recognize that options and strategic partners are available to navigate these challenges. Nutanix stands out, not merely as an alternative, but as a vital ally for those looking to diversify their infrastructure strategies to ensure resilience and future-readiness.

Whether your path involves adopting a dual-vendor strategy to mitigate enterprise risks and capitalize on the strengths of multiple platforms, or migrating off VMware to embrace a new foundation, or transitioning to the cloud for enhanced flexibility and scalability, Nutanix offers a robust solution.



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