NUTANIX™ | Hewlett Packard Enterprise

NUTANIX + HPE
YOUR PERFECT CLOUD

VDI Ready for What Life Brings Next.

WHY IS END USER COMPUTING INNOVATION IMPORTANT?

Business landscapes have changed with the dawn of new technologies, and as a result, the end user computing experience has changed as well. More is required today to allow employees, in a variety of locations, to access applications their work revolves around.

OUTSTANDING USER EXPERIENCE

End users need to get work done and the best way to do that is to provide the most optimal end user experience with any device.

PERVASIVE WORKFORCE MOBILITY

Employees want to work from anywhere, anytime, and from any device, even multiple devices.

CLOUD SERVICES AND DATA

You're moving everything to the cloud, from your corporate data to your applications, and other enterprise services.

OPERATIONAL COST REDUCTIONS

Your IT spend is being dramatically curtailed, forcing you to make more with existing investments and to upgrade only when significant OpEx and CapEx reductions are guaranteed.

ABOUT EUC?

EUC initiatives can have a long-lasting and positive effect on all stakeholder groups in your organization.

END USERS

End users are able to accelerate their productivity on virtualized desktops without the hassle and limitations of physical hardware and location.

IT PERSONNEL

IT is able to automate many of the manual processes that bog them down when supporting physical desktop hardware and software.

EXECUTIVE MANAGEMENT

Executive management can better maintain operational costs, while also keeping CapEx spend in check.

TECHNOLOGY VENDORS

Technology vendors who provide end-to-end EUC solutions spend less time troubleshooting and error-proofing their offers and more time innovating and expanding on the capabilities of the solution itself.

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EXPERIENCE THE BENEFITS OF EUC SOLUTIONS POWERED BY HPE AND NUTANIX

EXCELLENT USER EXPERIENCE AT SCALE

Scale from pilot to thousands of end users without re-architecting your infrastructure. Benefit from the industry's leading HCI solution and world-class support used to deliver millions of virtual desktops and apps. Eliminate risk of failure with HPE and Nutanix Services including VDI Assurance.
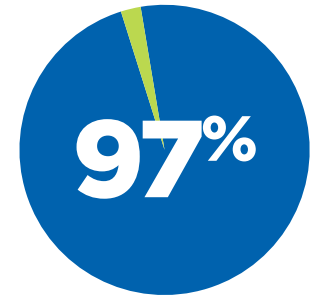
VELOCITY

Reduce downtime by as much as 97% with built-in self-healing and intelligent automation capabilities. Deliver uninterrupted access to digital workspaces with bursting and failover across multiple clouds. Prevent unwanted attacks and keep end user data secured with encrypted desktops and user files. Stop malware from spreading with secured network access between the network firewall and the user desktop.
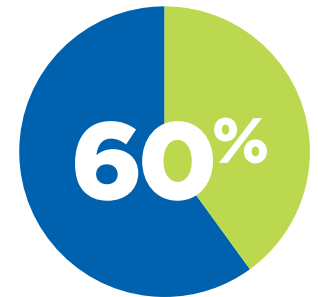
FASTER TIME TO DELIVERY

Deploy your virtual apps and desktops 8x faster with one-click deployment and management. Enable global collaboration with an enterprise-ready digital workspace within minutes, not hours or days. Support any end users, including mobile and remote users, on the broadest set of platforms (on-premises, hosted, and public cloud).
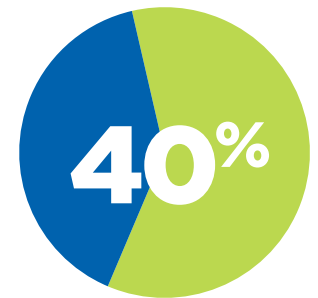
OPERATIONAL EFFICIENCIES AND REDUCED COSTS

Reduce IT costs by up to 60%, with an investment payback of 7 months. Slash CapEx by as much as 40%. Align licensing to users for optimal value. Gain operational efficiencies by consolidating services like home directories, user profiles, departmental shares, network segmentation, and more.

END USER COMPUTING SOLUTIONS

97%

Reduce downtime by as much as 97%

60%

Reduce IT cost by up to 60%

40%

Slash CapEx by as much as 40%

IDC "Organizations Leverage Nutanix Enterprise Cloud as Scalable, High-Performing, and Cost-Effective Infrastructure Foundation"

by Eric Sheppard and Matthew Marden, January 2020

WHY PLANNING AHEAD IS IMPORTANT TO SUCCESS

Always keeping the end users in mind.

HOW DO YOU KEEP YOUR FOCUS ON THE END USER TO ENSURE THE BEST POSSIBLE COMPUTING EXPERIENCE? FIRST OF ALL, YOU NEED TO MAKE SURE YOU GATHER COMPREHENSIVE USER REQUIREMENTS.

1 Analyze the tasks they're doing, how they're doing them, the overall workflow, and the applications involved. You should also storyboard proposed solutions and run them past the end users, in order to solicit their impressions prior to any pilot programs and usability tests. It's best to know that you're veering off course early on, before you make further investments into possible solutions.

2 Then, as you begin to ramp up end user testing—and user testing is probably the most important part of it all—make sure that you structure the way that users carry out their tests and the way that you record the results. Interpreting end user feedback can introduce things like confirmation bias issues, so be on the lookout for ways in which you might be interpreting feedback to confirm.

3 The goal of end user computing is to provide the absolute best experience for users. However, if the virtual desktop experience is not as good as the one provided by their previous physical hardware, users will soon be wishing they could roll back to that earlier environment. Users need to find their experience is just as fast (or faster), extremely stable, and easy in order for your EUC initiative to succeed. If they don't experience this, your EUC initiative will fail.

END USER COMPUTING SOLUTIONS

WHY DO END USER COMPUTING INITIATIVES FREQUENTLY FAIL?

NOT UNDERSTANDING THE WORK PROCESS IN THE BEGINNING OF AN EUC PROJECT WILL PROHIBIT TECHNOLOGY FROM IMPROVING IT

Gather as much knowledge as possible, and don't make assumptions about the business that could prove to be detrimental to the technology implementation. Prepare and reduce the risk factors that will lead your business to the best user experience.

EVERY ORGANIZATION THAT MAKES THE COMMITMENT TO AN END USER COMPUTING INITIATIVE DOES SO WITH THE BEST OF INTENTIONS FOR END USERS

Freeing end users from cumbersome physical desktop environments and unleashing the power and flexibility of virtual desktops drive the majority of EUC initiatives from an incentive perspective. But for most organizations, it's about more than just empowering the end user. IT and executive management are also enticed by the potential cost savings and long-term reduction in Total Cost of Ownership promised by EUC and Virtual Desktop Infrastructure vendors. Being able to streamline the infrastructure, centralize virtual desktop management, and create shorter upgrade cycles for critical fixes and new features certainly makes sense from an OpEx perspective.

SO WHY DO SO MANY OF THESE EUC INITIATIVES FAIL IN THE END?

Why is it that after thoughtful technical planning, significant investment, and careful selection of vendor(s), nearly half of these initiatives hit a performance wall so soon after cutover to production, with users clamoring for their old desktop environments? Who really deserves the scrutiny and blame when things don't turn out as expected?

ENABLING SUCCESS

The problem resides in the siloed nature of the datacenter infrastructure itself. This is the reason that Nutanix delivers a unified end user computing solution. We see the dangers in approaching EUC from a purely product perspective, which encourages viewing the components of EUC as separate silos of functionality.

HOW TO GET IT DONE?

Critical factors for successful EUC.

UPGRADE END USERS

For example, laptop hardware is going out of support, so you're replacing this hardware with virtual desktops. Or you're going to refresh the end user operating systems. Your IT and applications teams might even be delivering individual apps as SaaS.

SECURE ACCESS

For example, you might have to provision secure desktops and apps for training, onboarding, testing/development while remaining compliant.

SUPPORT ANY DEVICE

For example, support Bring Your Own Device (BYOD) or Choose Your Own Device (CYOD) initiatives on myriad types of devices.

END USER COMPUTING SOLUTIONS

HPE & NUTANIX A FOUNDATION YOU CAN TRUST

Thousands of customers worldwide.

Options include:

vmware® READY

CITRIX® Ready

A STRONG FOUNDATION

The foundation for the HPE-Nutanix partnership is the HPE ProLiant DX integrated system preloaded with Nutanix Cloud Platform software. Based on the renowned HPE ProLiant server, rated as the industry's most secure server family, and with the largest server installed base in the world, the HPE ProLiant DX is a highly trusted platform on which to run virtualized applications with Nutanix.

BUY UPFRONT OR PAY EACH MONTH AS YOU USE IT

Procure EUC infrastructure your way, either as a traditional capital purchase of HPE ProLiant DX systems or invest no money upfront and simply pay for the infrastructure each month based on how much you use through HPE GreenLake with Nutanix.

MILLIONS OF APPS AND END USERS ACROSS THOUSANDS OF CUSTOMERS WORLDWIDE

Nutanix offers multiple ways to closely match the deployment of your infrastructure with your consumption of your EUC resource. When buying HPE ProLiant DX systems upfront you only need to purchase what you require and avoid over-provisioning given the modular design of HPE-Nutanix HCI cluster nodes. It's easy to simply expand one cluster node at a time as needs dictate. Furthermore, with HPE GreenLake running Nutanix, not only do you only pay for what you consume, there is also standby capacity always available to immediately support bursts of resource consumption. This approach accelerates delivery of virtual desktops and apps to the user and reduced CapEx.

* Based on external firm conducting cybersecurity penetration testing of a range of server products from a range of manufacturers, May 2017

HPE PROLIANT DX INTEGRATED SYSTEM

On-premises portion of hybrid cloud based on the world's most secure industry standard server.*

PRESERVES CAPITAL No overprovisioning. Just purchase a node at a time as you need it.

REDUCES TCO Smaller footprint lowers power, cooling, floorspace and license costs.

SIMPLIFIES MANAGEMENT One-Click operations saves time and avoids errors.

IMPROVES AGILITY Deploys in minutes and is simple to scale.

SECURES & PROTECTS Inherent protection in firmware to monitored configs to microsegmentation.

Based on external firm conducting cybersecurity penetration testing of a range of server products from a range of manufacturers, May 2017.

END USER COMPUTING SOLUTIONS

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HPE GREENLAKE

HPE GreenLake provides public cloud-like pay-per-use economics for your on-premises infrastructure with no upfront purchase required. When combined with the Nutanix HCI software customers get a truly simple to install, scale and operate infrastructure on which to run your applications.

FLEXIBILITY Connect users, apps and data securely on-premises

SIMPLICITY No certified professional required

VELOCITY Faster time to value - Onboarding of users in hours

ANY APP Deliver apps to desktops easily and quickly

ANY STORAGE Full range of the latest storage technologies from Flash and 3D Xpoint media to SATA, SAS and NVMe interfaces for your choice of optimal cost and performance

ANYWHERE ACCESS App delivery into browsers, BYOD without managing disparate devices

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NUTANIX CLUSTERS

SEAMLESS APPLICATION MOBILITY Enables smooth, worry-free application movement across clouds with absolutely no code changes needed.

UNIFIED INFRASTRUCTURE MANAGEMENT Centralized management of all your computing infrastructure - on-prem or in public clouds - with a single console.

COST INTELLIGENT OPERATIONS Take control of your hybrid cloud spend with automated cost governance policies. Run the same Nutanix software, same licenses across all supported clouds to fully utilize your IT investment.

END USER COMPUTING SOLUTIONS

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HPE & NUTANIX HELP YOU DRIVE BETTER END USER EXPERIENCES AND BUSINESS OUTCOMES

"Our infrastructure is faster and more responsive, which is a really big plus. It's not only good for IT, but good for the user as well in terms of their end-user experience. The hyperconverged infrastructure platform also helps Highland Bank do more with its small team of IT professionals."

READ THE FULL CASE STUDY

Highland Bank
Your Business, Our Bank.

END USER COMPUTING SOLUTIONS

ALL TOGETHER, WE MAKE YOUR INFRASTRUCTURE EASY, INTELLIGENT AND SECURE

HPE and Nutanix end user computing solutions provide secure and responsive access to applications, desktops and data for VDI that delivers desktops and apps from modular infrastructure procured upfront or paid for each month as a service with standby capacity on-demand.

WE MAKE IT EASIER TO DEPLOY AND MANAGE END USER COMPUTING, WHICH MEANS YOU CAN:

- Deliver a great experience for all users
- Start small and scale to thousands of users without re-architecting
- Pay as you grow and slash TCO

START YOUR EUC JOURNEY TODAY
WWW.NUTANIX.COM/HPE/HPE-VDI

END USER COMPUTING SOLUTIONS