



Nutanix Xpert Services

Helping make clouds invisible, freeing you to focus on business outcomes.





Achieving Faster Business Outcomes Through Hybrid Cloud Transformation

Helping you to innovatively navigate through times of change.

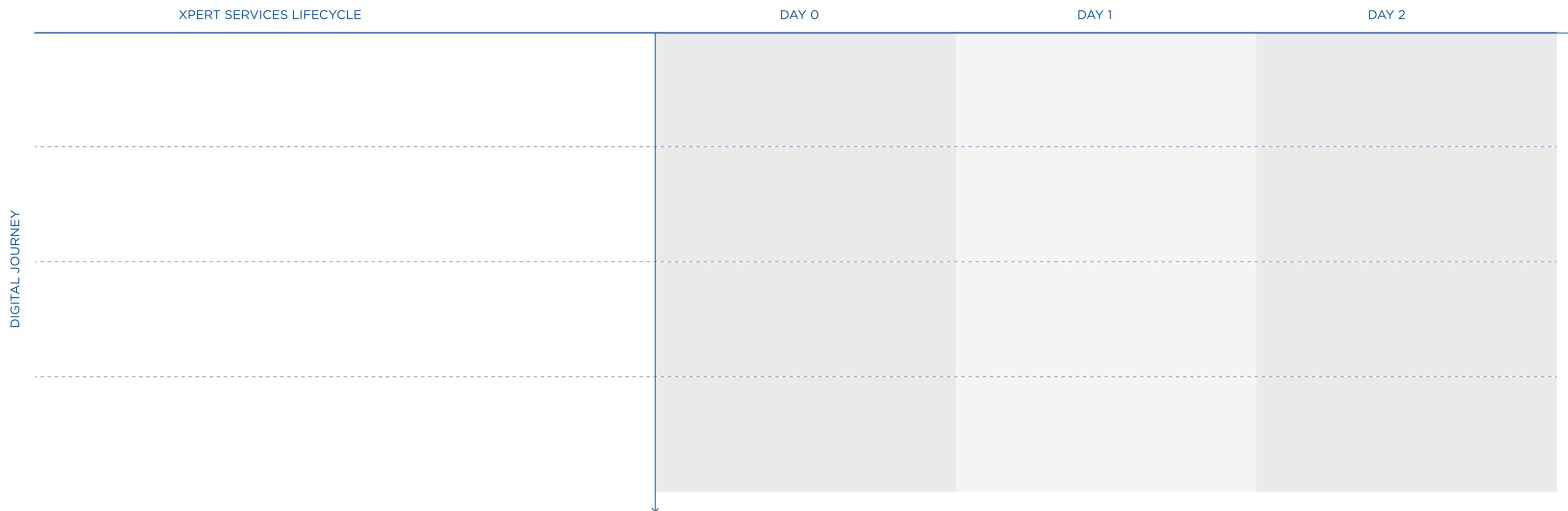
As the world accelerates digitally, businesses must transform to become more agile and optimized while still meeting demand for new digital products and services.

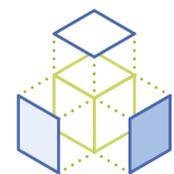
Nutanix Xpert Services helps you to navigate the changing digital landscape. Our innovative services are outcome-based and focused on optimizing your hybrid and multi-cloud environments.

When you strengthen your transformation strategy with innovation-led services and customer-focused consultants, you can unlock business growth and outpace the competition. As partners in your transformation, we are with you every step of the way.

Your Transformation Journey

We partner with you at every stage of your transformation, supporting you with valuable outcomes throughout your journey.





Imagine Your Future with Hybrid Cloud

Achieve transformation success by proactively resolving challenges.

Day 0 - Transformation Engagements

We help you and your teams plan for successful technology transformations by aligning IT and business strategy. When a clear transformation strategy exists at the outset, your digital initiatives are far more likely to succeed.

Executive Workshops help the management team align business goals to the technology transformation necessary to achieve them.

Organizational Design for Cloud: Transform into a modern IT organization using customized methodologies, frameworks, and guidance.

Cloud Economics: Align financial and cloud transformation goals.

Enterprise Architecture Workshops ensure that the operations team receives the tools and best practices they need to align the technology with the business requirements.

Best Practices and Reference Architecture: Build your hybrid or private cloud on the Nutanix platform guided by an experienced architect.

Hybrid Cloud Transformation Workshop: Leverage the best of private and public clouds from an infrastructure and application perspective.

"Thank you so much for the three-day workshop. I rarely see such dedication from a technology vendor to the overall success of their client's infrastructure."

Senior Systems Engineer,
World Leader in Digital Brand Services





Realize The Benefits Of Transformation

Streamline and simplify the implementation of your digital platforms, so teams can focus on driving innovation and growth for the business.

This Top 10 Telecomm giant achieved a 40% reduction in 5-year total cost of ownership and dramatically reduced service delivery times by leveraging our outcome based services and experienced consultants.

Day 1 - Outcome Based Service Offerings

We help you to target common challenges associated with transitioning to new digital business models. Accelerate adoption of your digital solutions, deliver faster time-to-value, and reduce risks by partnering with our certified consultants to design, deploy and operate your Nutanix infrastructure platforms.

Infrastructure Modernization: Assess, design and implement a virtualization infrastructure that streamlines and accelerates digital technology adoption.

Database Modernization: Simplify database operations in your environment and ensure provisioning and backup of databases.

Cloud and IT Automation: Build a private or hybrid cloud that delivers reduced time to deliver workloads, self-service provisioning of key applications and more.

Virtual Desktop Modernization: Assess End User Computing needs, then design and implement a desktop and application virtualization infrastructure.

Need product specific services to get your teams rapidly on board? We also offer [FastTrack Services](#) that help you realize the value of your Nutanix software investment right away.



Grow Your Transformation Success

Evolve and grow your business by choosing partners who focus on your success.

Day 2 - Operations Offerings

We help you to proactively address risk and continually optimize your digital operations. Our global team delivers expert advice on the Nutanix platform and will assist your teams in implementing best practices.

Residency: Dedicated architect engaged in implementing Nutanix and industry best practices and sharing expert advice. On-site or remote options.

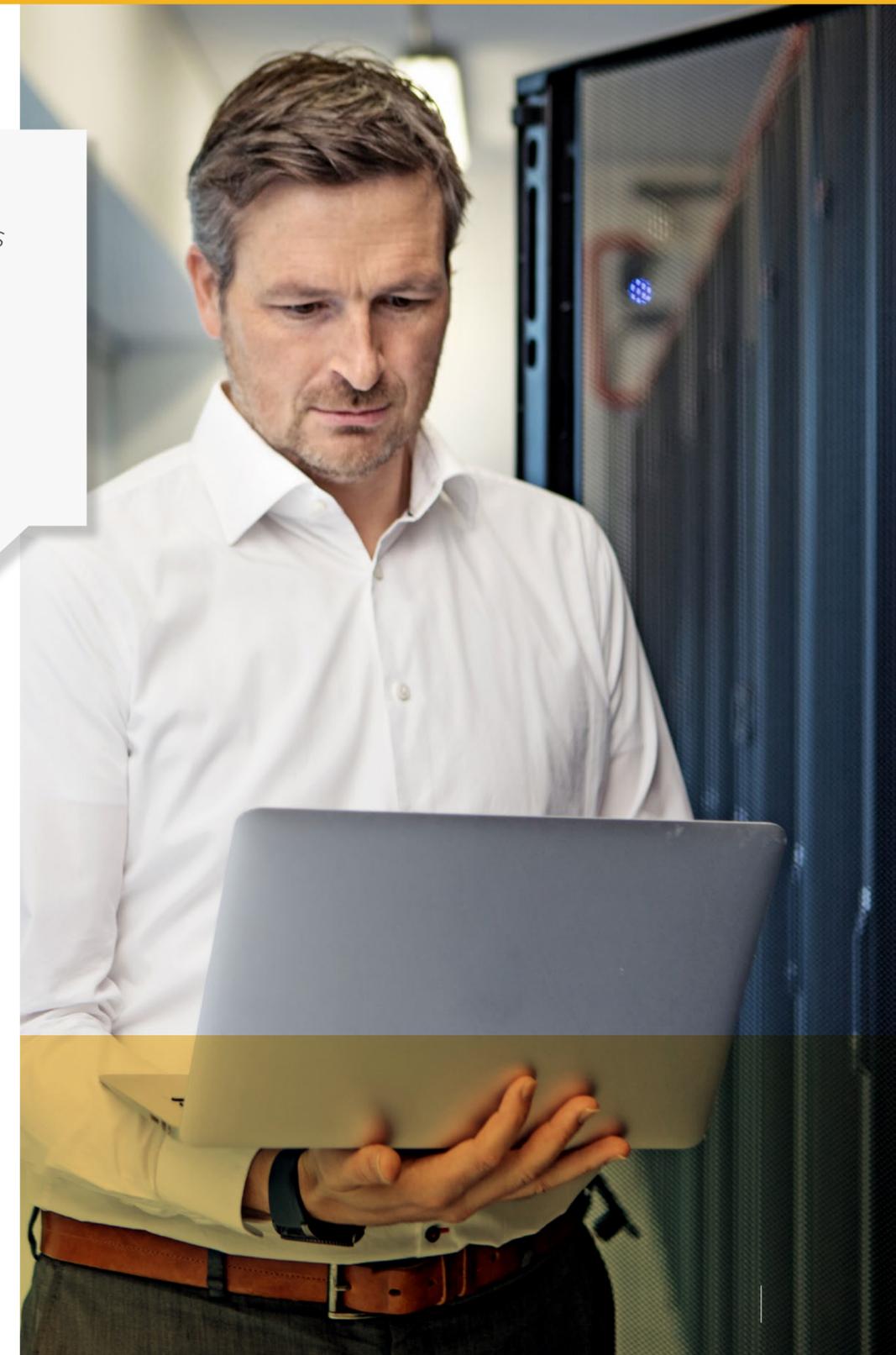
- Hybrid cloud automation expertise
- HCI and virtualized infrastructure management
- Day-to-day operational support

Technical Account Management (TAM): Trusted advisor and advocate focused on reducing risk and enabling your critical business outcomes. On-site or remote options.

- Proactive issue management
- Upgrade and migration planning
- Analytics and reporting support

“Our Nutanix TAM understands our environment thoroughly and comes up with proactive measures to address issues. We have never had a TAM as engaged and helpful. Very much appreciated!”

Senior Infrastructure Engineer,
Global Top 20 Auto Manufacturer





Learn for Continuous Improvement

Strengthen the cloud skills of your team to invest in their future and close talent gaps.

“We were looking for a higher level of understanding within our IT teams. We took advantage of the training provided by Nutanix, and to-date over half of our staff that is hands-on are already fully trained.”

Global Infrastructure Director,
U.S. Leader in Marine Terminal and Port Operations

Multi-modal Education

Our customer training offerings help you transition to hybrid cloud and improve your proficiency with Nutanix technologies, helping to fuel your transformation. Our programs are all about choice — design the mix of instructor led, self-paced, or hybrid training that works best for you. Then validate your team’s skills with our industry-recognized certification programs.

Build the cloud technology skills of your team. Online or instructor led courses include:

- Nutanix Hybrid Cloud Fundamentals
- Enterprise Cloud Administration
- Nutanix End User Computing Administration
- Nutanix Data Services Administration
- Enterprise Cloud Solutions Design Boot Camp

...and much more! We continually add course offerings to ensure your team has access to world class training.

Does your team need enhanced cloud technology training?
We partner with [Udacity](#) to offer the Nutanix Hybrid Cloud Engineer Nanodegree.

Success Stories in the Real World

We're here to ensure you experience sustained success in the real world. Businesses worldwide partner with Xpert Services to unlock business growth and outpace their competition.



Day 0 Customer Success

Imagine Your Transformation Success with Executive and Enterprise Architecture Workshops.



Global Semiconductor and Software Leader

Running a large container environment in the public cloud was proving to be very costly for this tech leader.

The tech leader and Nutanix consultants used a [Hybrid Cloud Transformation Workshop](#) to size and design a container environment for persistent data storage on the Nutanix platform, on premises.

With the help of Nutanix to deploy and test their new environment, the tech leader is experiencing a significant cost savings, provisioning 30% less storage on premises than in the public cloud.

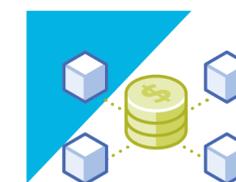


World Leader in Digital Brand Services

Cluster sprawl was negatively impacting the availability, performance, and scalability of the company's IT environment.

Nutanix consultants and the company conducted a [Best Practices and Reference Architecture Workshop](#) that resulted in a greatly simplified cluster design using consolidation analysis, capacity planning and node sizing.

The workshop produced an architecture design roadmap for consuming the Nutanix cloud experience on premises that met all the company's requirements, while identifying risks, constraints and assumptions.



Top 5 Banking and Insurance Group in Sweden

The bank needed a strategy to deliver support for business-critical applications on premises.

The bank and Nutanix consultants engaged in a [Hybrid Cloud Transformation Workshop](#) to create a roadmap that streamlined their hybrid cloud journey, delivering self-service for both private and public cloud, on premises automation, and integration with third party ITSM solutions.

By the end of the workshop, the bank had a robust and viable strategy for hybrid cloud and understood how the Nutanix platform helps them to accelerate this journey.

Day 1 Customer Success

Realize Your Transformation with Outcome Based Service Offerings.



Top 5 Bank in Japan

Due to end-of-support, mission critical applications used by over 3000 users needed to be migrated with no downtime to a new virtualization platform.

The bank and Xpert Services migrated over 500 VMs to the Nutanix virtualization platform with zero downtime utilizing [Infrastructure Modernization services](#) with detailed planning and discussion.

Xpert Services consultants ensured a successful outcome that met the bank's "Non-Stop" migration and infrastructure stability needs and reduced their operational cost.

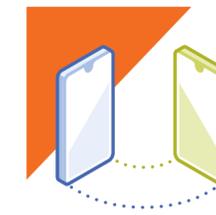


Big 4 Global Accounting and Consulting Firm

Self-service request fulfillment was too slow due to a complex and poorly featured private cloud.

The firm and Xpert Services deployed a new private cloud built upon the Nutanix platform and automated build and provisioning using [Cloud and IT Automation services](#).

The new private cloud is highly reliable and stable, delivering significant cost savings, improved time to delivery, and dramatically reduced build times for the most complex blueprints.



Top 10 Global Telecommunications Company

Managing databases was costly and internal customers needed a database service that was easy to use.

The telecom and Xpert Services automated database management and provided DBaaS by integrating the Nutanix platform with a 3rd party ITSM tool using our [Database Modernization services](#).

The telecom reduced database deployment times from days to < 1 hour, achieved a 40% reduction in 5-year total cost of ownership, and delivered simple, scalable and fast database services to internal customers.

Day 2 Customer Success

Grow Your Transformation with Technical Account Manager (TAM) and Resident Services.



Leading Global Investment Firm

Critical business services were put at risk when a restructuring left gaps in Infrastructure Operations capabilities. The [Nutanix TAM](#) bridged these gaps by supporting the new Operations team with:

- Technical expertise and best practice knowledge
- Resource coordination and training on the Nutanix environment
- Weekly operations meetings to track issues and proactively mitigate risk

Due to the proactive discovery of potential issues by the Nutanix TAM, support cases have continued to decline to a rate of ~0.1 cases per node, avoiding disruption of the firm's IT services.



Global Top 20 Auto Manufacturer

In an industry where service availability is paramount, this auto manufacturer needed to keep its factories running with “infinite 9’s”. The [Nutanix TAM](#) collaborated with the manufacturer to:

- Eliminate unplanned downtime by proactively identifying risk
- Carefully plan and document their upgrades guided by a clear understanding of the Nutanix roadmap
- Maintain the health of 1000's of VMs with operational reviews and best practices

The auto manufacturer has not experienced any unplanned downtime in over 2 years due to the robustness of the Nutanix Hybrid Cloud solution and the strategic engagement of the Nutanix TAM.



Global Leader in Food Processing

To modernize its aging cluster environment, this company needed to deploy all-new Nutanix clusters at 19 plants and 1 data center in North America. The [Nutanix Resident](#) supported this initiative with:

- Planning and design of plant sites with company partners
- Weekly knowledge transfer and cadence meetings with company engineers
- Nutanix solutions integration with 3rd party backup solutions, monitoring systems, ITSM, etc.

By collaborating with key Partner and Nutanix resources, the Nutanix Resident was able to help ensure a smooth and successful deployment to all sites.

Multi-modal Education Customer Success

Learn for Continuous Improvement with Customer Training Offerings.

“ World’s Top Bicycle Brand

“Our company is very invested in its employees and understands that its employees drive the company and understands that employees need to have the tools required to do that. Consequently, they definitely invest in their employees training. So with us bringing Nutanix on board IT management invested in training our engineers through Nutanix Education Services. We had them attend the online courses, which were a fantastic learning resource for them and enables them to manage the environment.”

Sr Enterprise IT Architect

“ U.S. Leader in Marine Terminal and Port Operations

“When we started down the road of using Nutanix, we did focus on ensuring our staff were learning about the technology from Day one. The deployment and the support of this as a standard really meant that we were looking for a higher level of understanding within our IT teams. As such, we took advantage of the training provided by Nutanix, and to-date over half of our staff that is hands-on are already fully trained by Nutanix in the platform.”

Global Infrastructure Director

“ Top 10 Metropolitan Area in Florida

“The Education Services that Nutanix provides have been an asset to the growth and development of the staff of the city. We have two staff that are both certified and this certification allows the staff to not only support the product better, but also understand and have better background during conversations of the abilities, as well as the possibilities of new projects.”

ITC Manager



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Start your Transformation with Nutanix Xpert Services

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