

The Nutanix logo is displayed in white and green. To its right, a series of five chevron arrows point rightward, increasing in size and transitioning from blue to green. The largest arrow is green and ends in a white 'X' shape.

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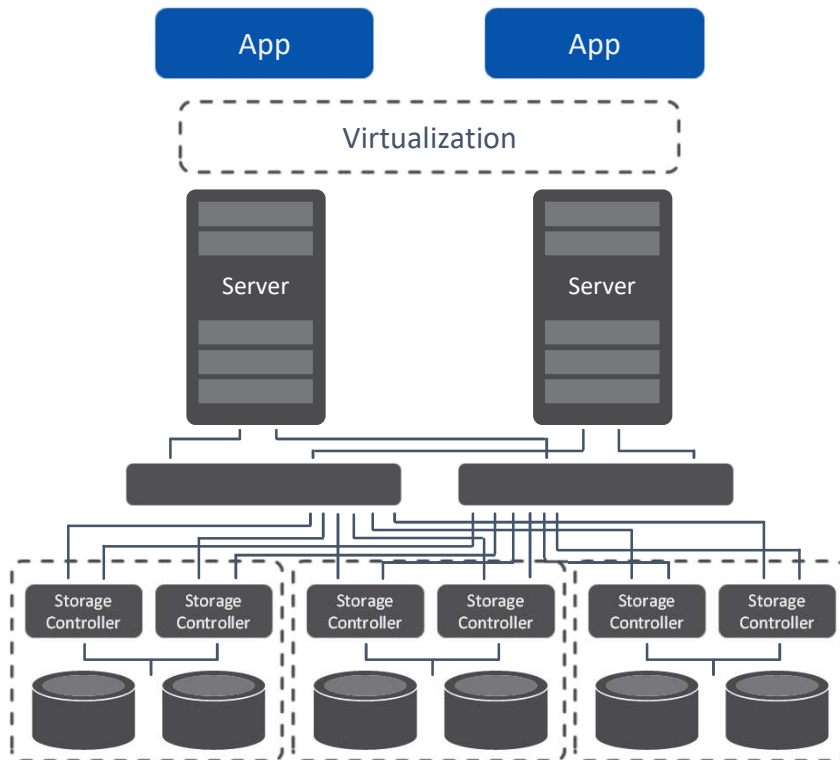
## Flow Microsegmentation

單鍵建構企業東西向防火牆

陳永恆 Eternity Chen

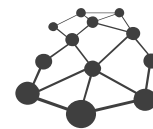
資深技術顧問

## > 傳統三層式架構之特性



### 採購

Purchase in big increments, incur prediction risk, overprovision



### 建置

Deployment takes weeks to months -- complex, big footprint



### 管理

Multiple management panes, manual operations



### 擴充

Difficult to grow quickly

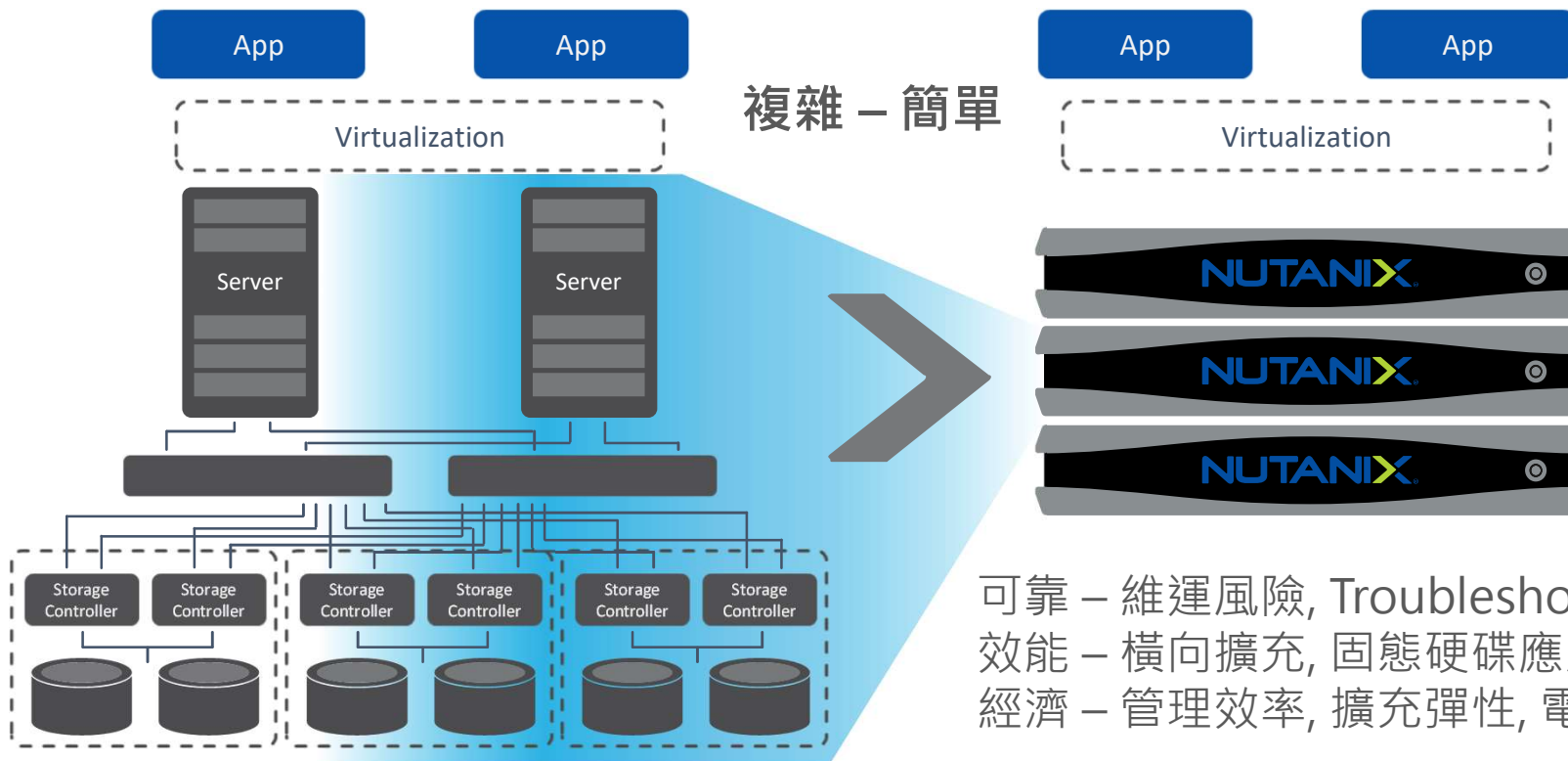


### 支援

Multi-hop support, lack of end-to-end visibility, firefighting

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## > Nutanix 新世代數據中心平台



可靠 – 維運風險, Troubleshooting  
效能 – 橫向擴充, 固態硬碟應用  
經濟 – 管理效率, 擴充彈性, 電力, 空間

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## > Gartner 超融合基礎架構魔力象限 Jan 2018

Gartner®



### 強項

“高度創新和無限制橫向擴充的基礎結構，與大多數競爭對手相比，有著跨世代的領先地位。”

“在虛擬化平台選擇方面的靈活性，隨著基於 KVM 的 AHV 的越來越多企業用戶採用，成為企業用戶尋求更低成本的替代 VMware ESXi 的首選。”

“經過驗證的使用者接受度和高客戶滿意度，成功的在大型全球企業用戶中打造重複購買模式和大量節點的建置 (100+)。”

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## > IDC 報告證實的商業效益



提高建置與維運效率 有效降低成本 創造更大的經濟效益

### 商業價值



5年的  
投資回報率

**534%**



**7**  
Months



5年的  
整體成本節省

**60%**



每年額外增加的  
營收  
**\$10.56M**

### 效能增進



儲存部署  
加速

**68%**  
Faster



管理整體  
環境時間節省

**60%**  
Less Time



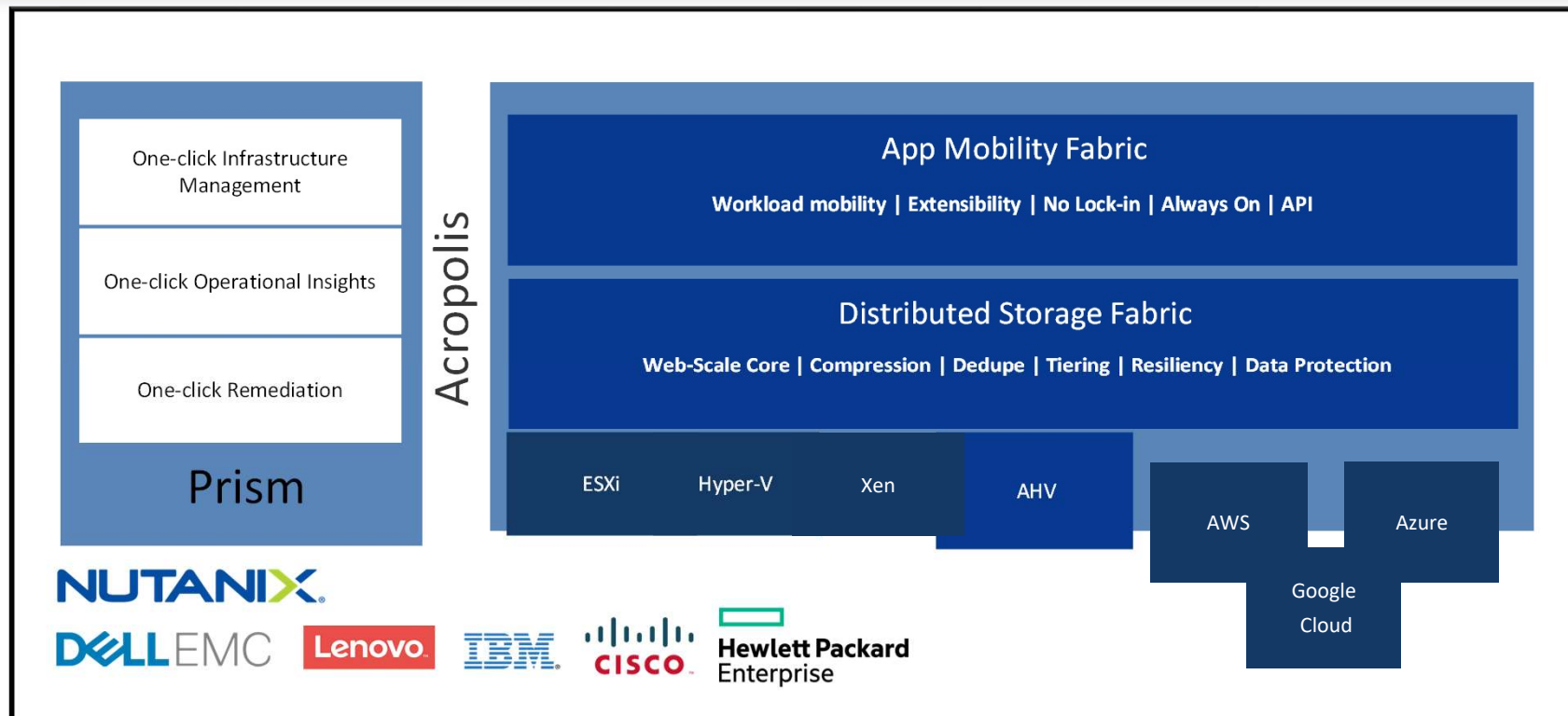
非計劃停機  
降低

**97%**  
Fewer Occurrences

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Source: IDC White Paper, sponsored by Nutanix, Nutanix Delivering Strong Value as a Cost-Effective, Efficient, Scalable Platform for Enterprise Applications, August 2017

## > Nutanix 基礎架構平台



TWO PRODUCT FAMILIES: NUTANIX PRISM AND NUTANIX ACROPOLIS

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## > 專為 Web Scale IT 打造的超融合一體機



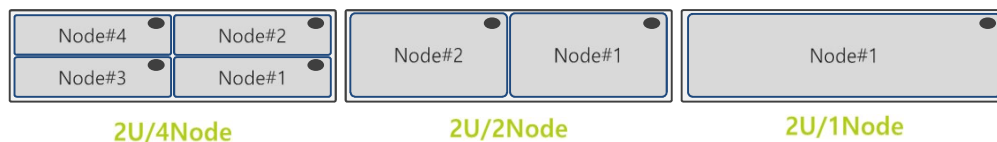
▶ 後方提供運算節點擴充



▶ 前方提供儲存空間



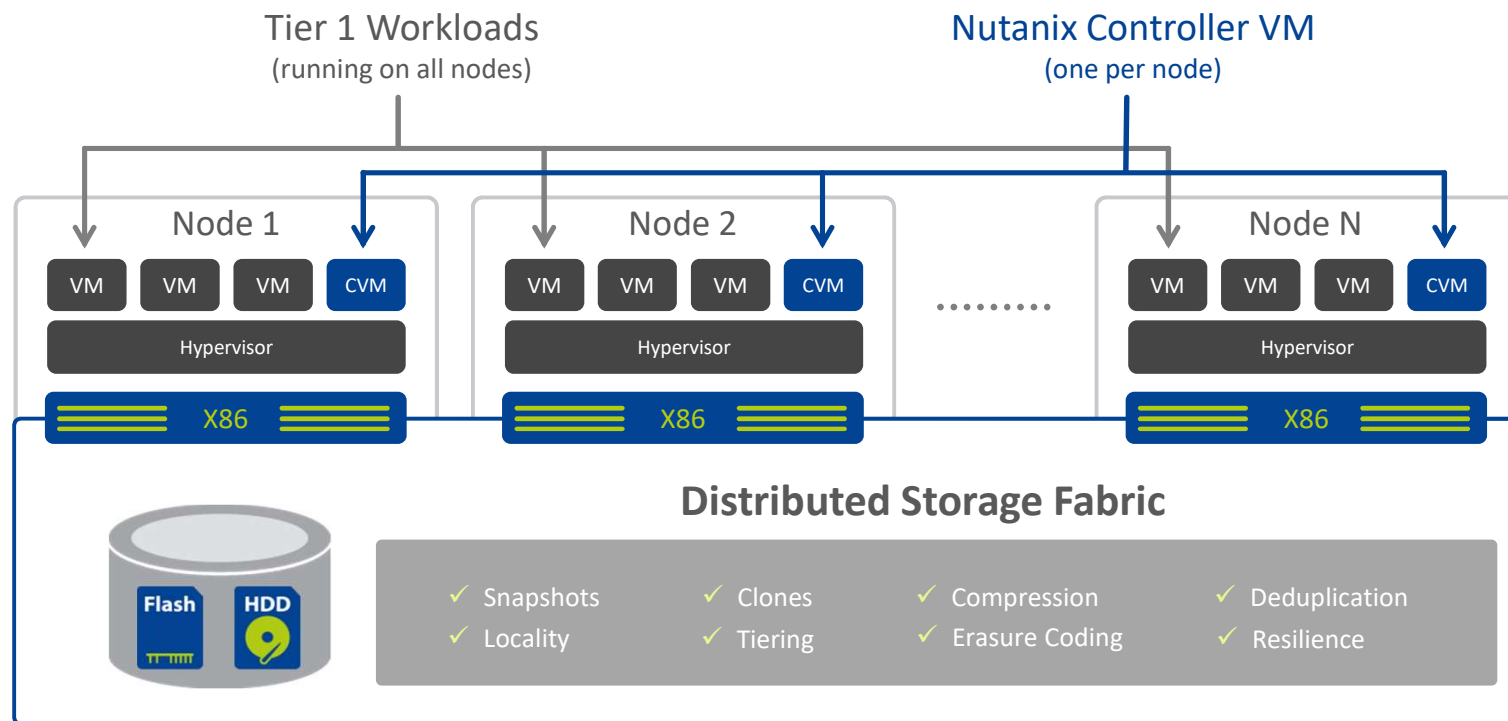
▶ 支援四種虛擬化平台



▶ 2U高度

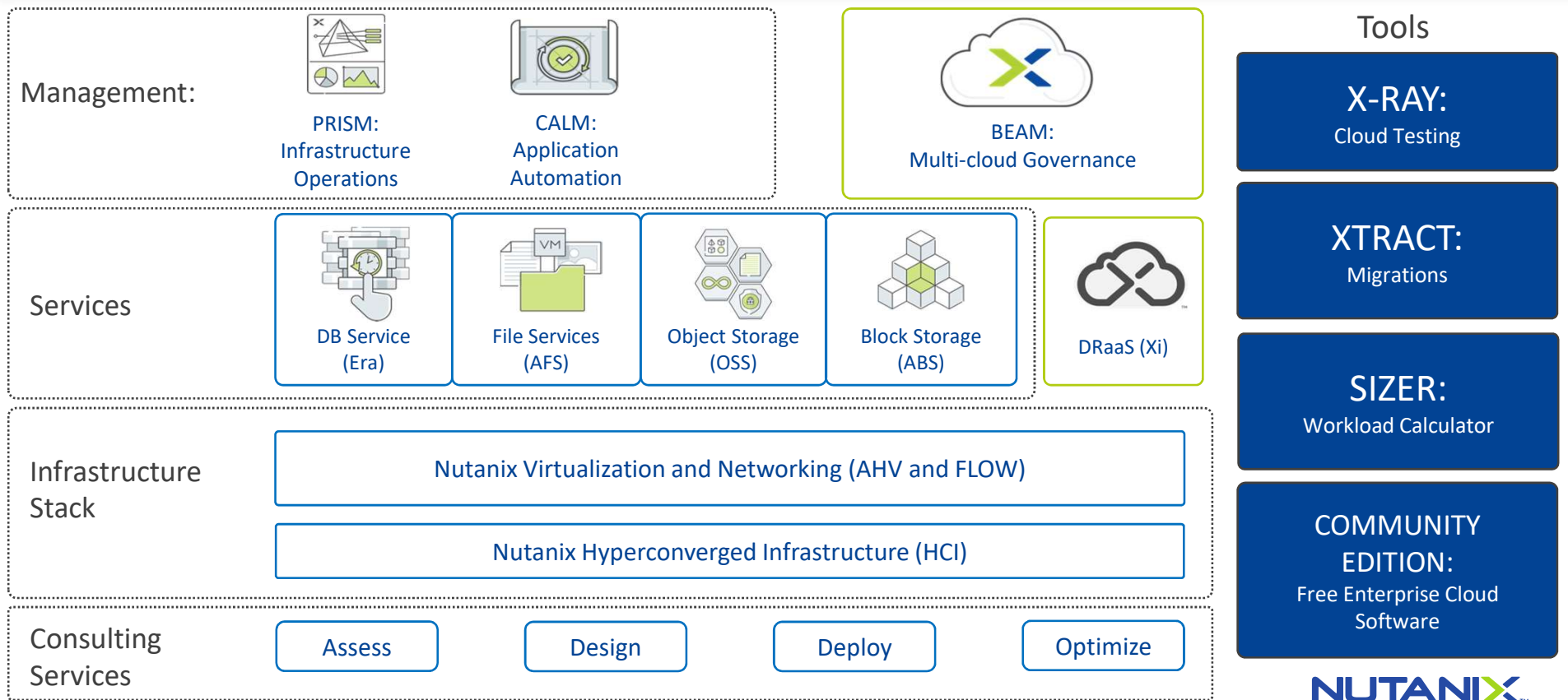
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## > Nutanix 輕易擴展 分散式的基礎架構

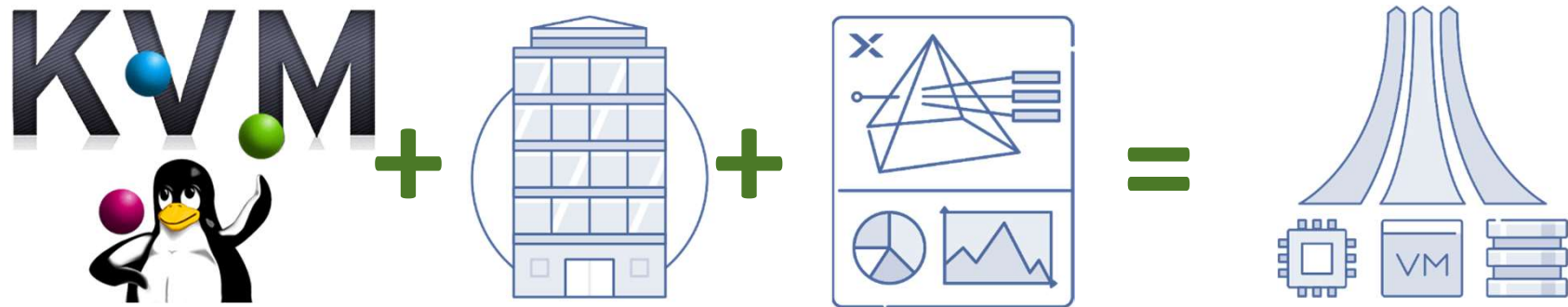




# > The Nutanix Portfolio



## > History of AHV



- Cumbersome management
- Missing enterprise features
- Manual monitoring
- Limited SW ecosystem

- One-click management
- Enterprise ready (HA, DRS, etc)
- Prism insights and forecasting
- Growing ecosystem

## > AHV Evolution & Adoption

### 4.1.3

- Basic Functionality
- VM CRUD
- Initial placement

### 4.5

- HA
- Async DR
- Microsoft SVVP
- Citrix Ready

### 4.6

- X-Hypervisor DR
- One-click conversion
- ESRP Certification
- Citrix XD

### 5.0

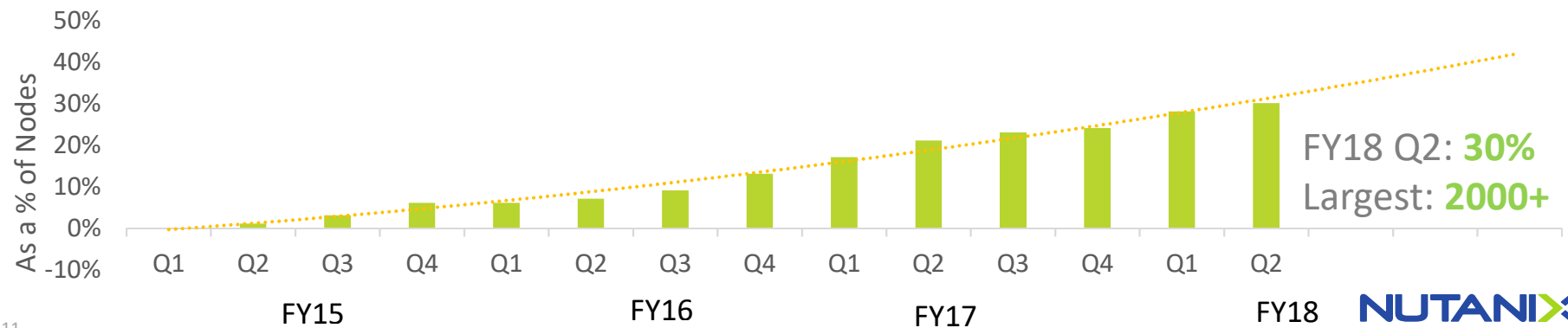
- Dynamic Scheduling
- Affinity Policy
- CBT for backup
- Self Service Portal
- Resource hot-add

### 5.1

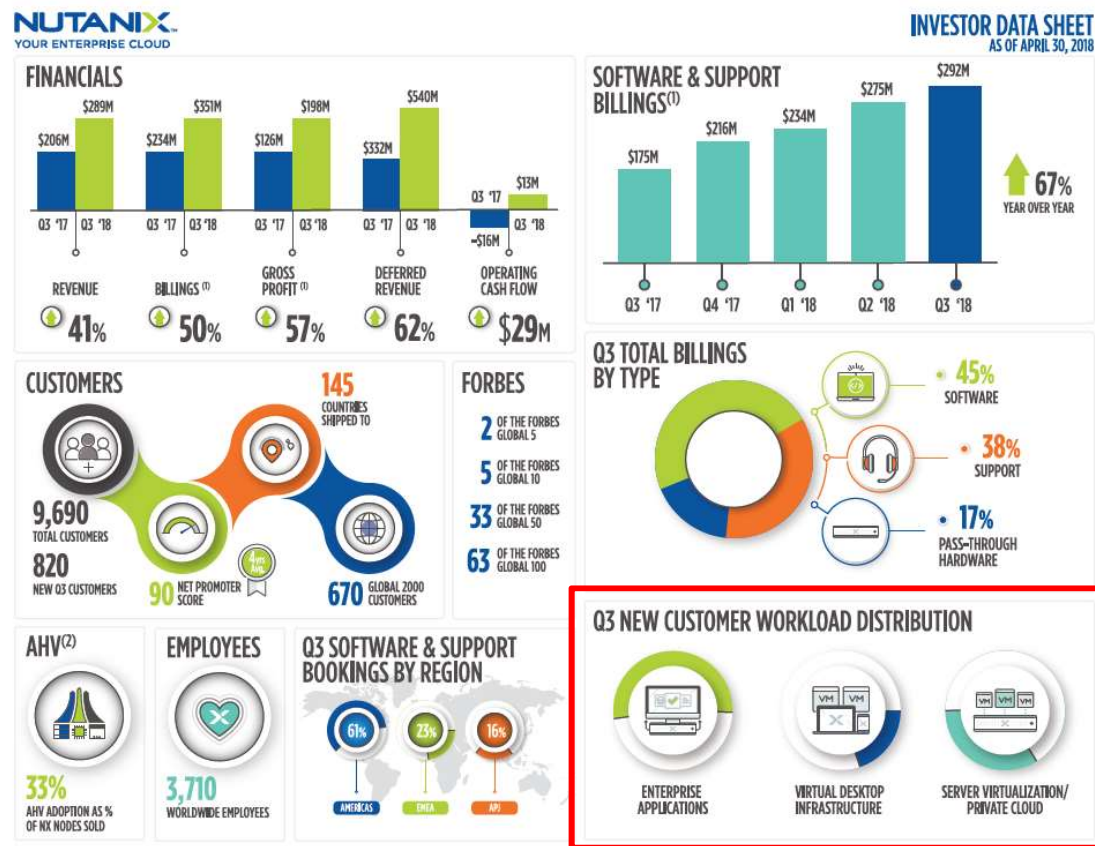
- GPU
- Hot Add
  - RAM
  - CPU
- Windows SVVP
  - Win 10
  - 2016

### 5.5

- Turbo
- vGPU
- vNUMA
- Citrix PVS
- Guest Customization



# > Enterprise Apps Power Customers & Grow Your Base



<sup>(1)</sup> Reconciliations between GAAP and non-GAAP financial measures and key performance measures are provided in the tables of the Q3 FY18 press release.  
<sup>(2)</sup> Based on a rolling 4 qtr. average

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## > Delivering All Applications - 滿足所有應用場景需求



## > Security-First Design

### Security Lifecycle



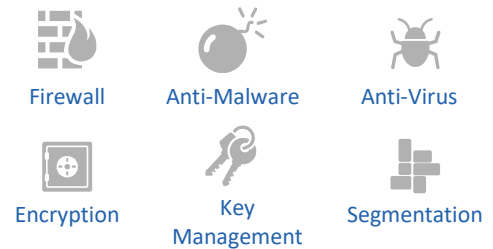
### Automated Validation and Self-healing



### Standards and Certifications

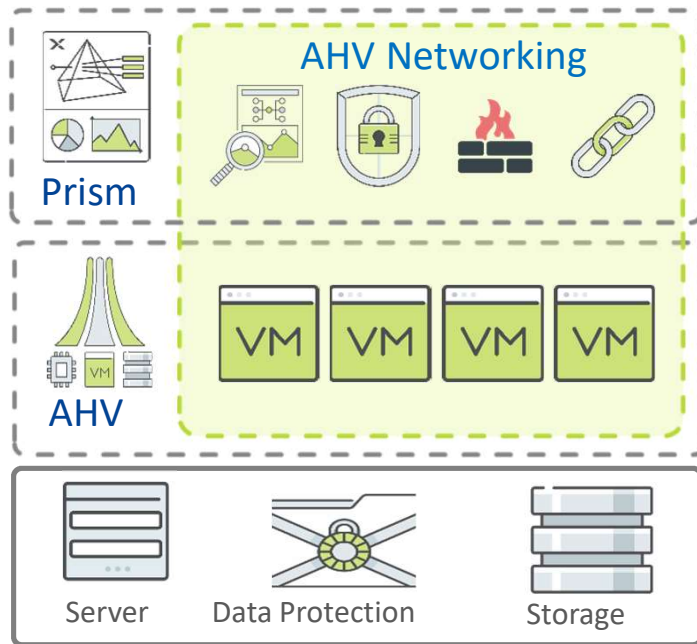


### Features and Ecosystem



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## > SDN for the Enterprise Cloud

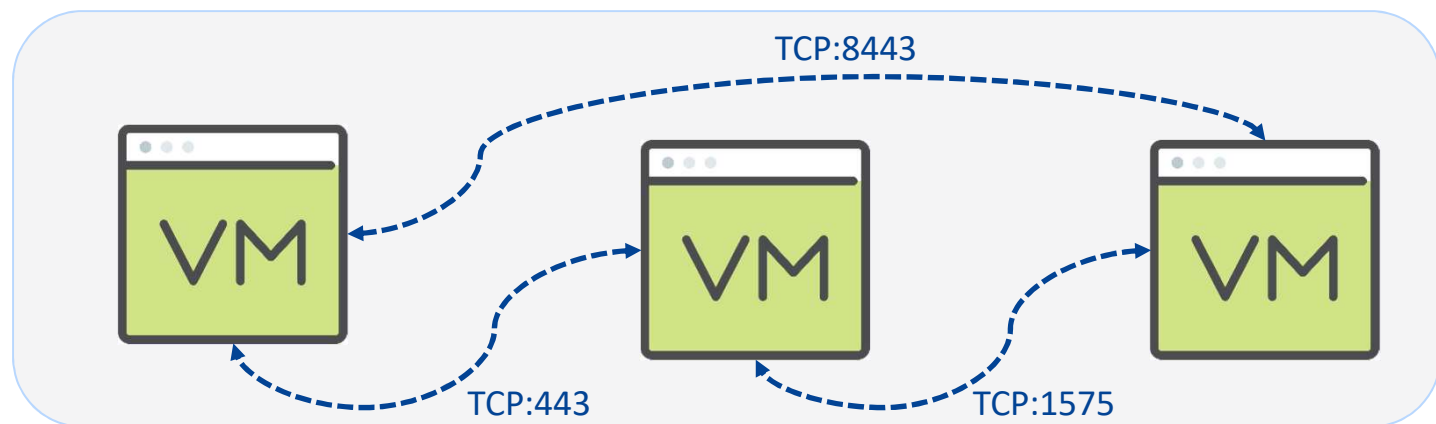
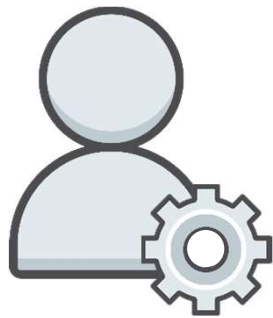


- Native SDN built into the Nutanix Enterprise Cloud
- Powerful visualization, policy, microsegmentation and networking capabilities
- Intuitive & scalable solution with no additional tools needed
- “1-Click” simplicity of Nutanix

*Comprehensive Visibility, Security, and Automation*

## > Application Flow Visualization

- ✓ Automatic discovery of flows between VMs
- ✓ Visualize application Traffic and Relationships
- ✓ Minimal application domain knowledge required

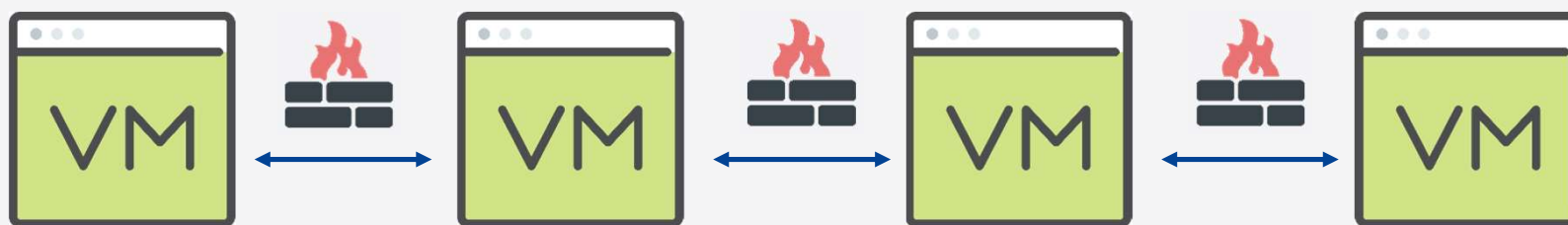
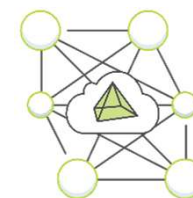


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## > VM Microsegmentation

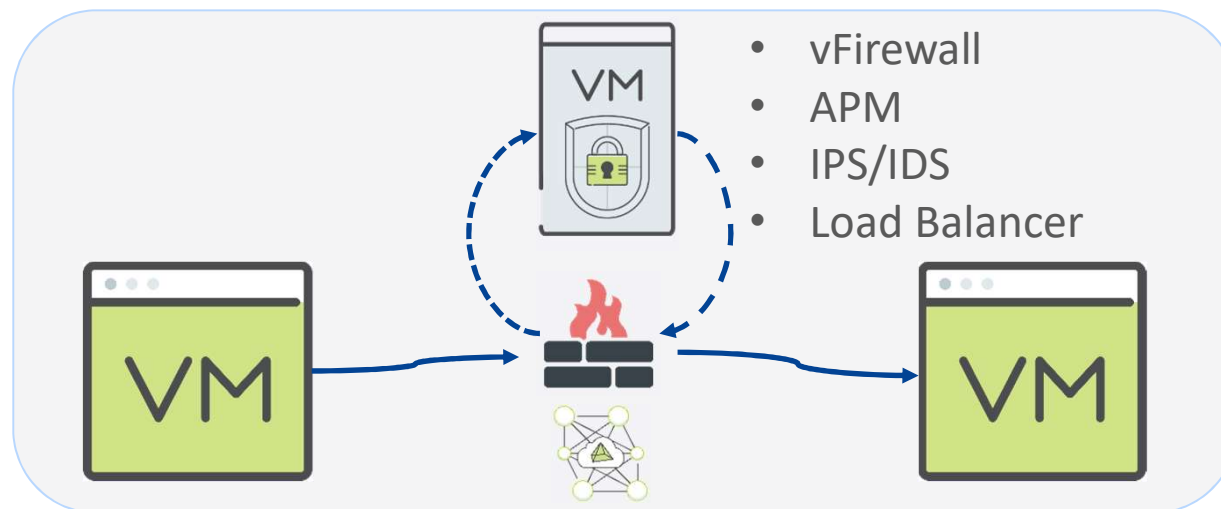
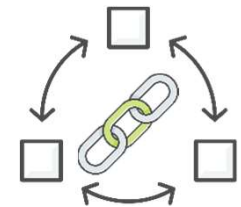
- ✓ Always-on stateful VM level firewall
- ✓ Simple policy creation and application
- ✓ App centric – decoupled from network ID
- ✓ Automated updates for VM change management



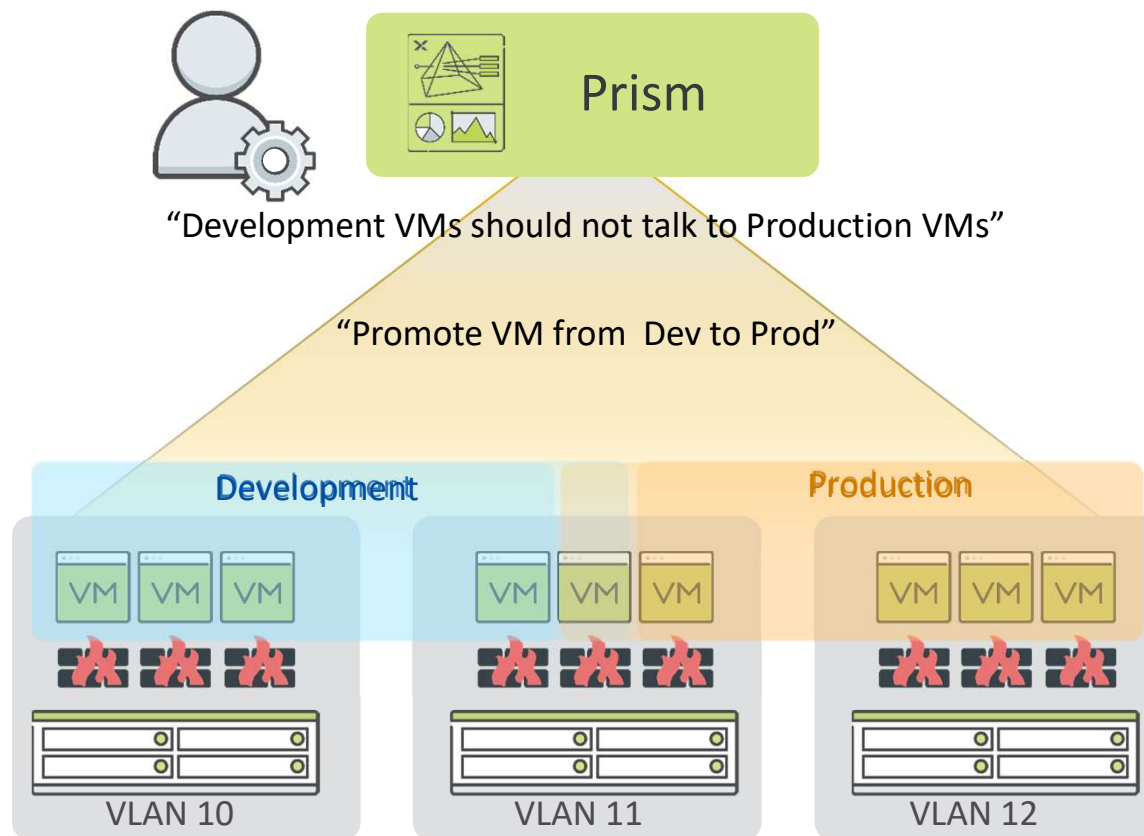
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## > Service Chains / Network Functions

- ✓ Extend network functions via partner integration
- ✓ Connect multiple services between VMs
- ✓ Granular control of traffic redirection



## > Environment Zoning with Isolation

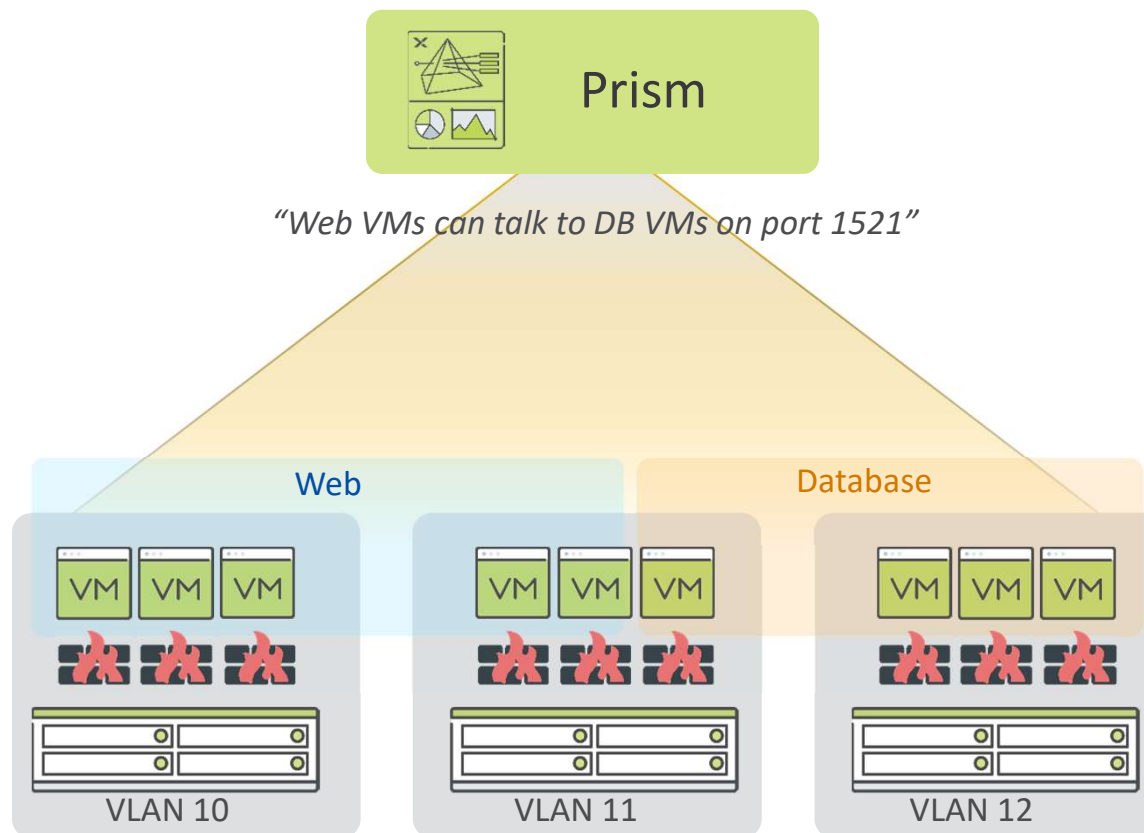


Isolating environments simplified through one-click policies.

Predefined categories for environment-type makes policy writing easy - simply add VMs to the desired category

Moving workloads across environments is simply swapping the categories from Dev to Prod

## > Application-centric Policy Decoupled from Networking

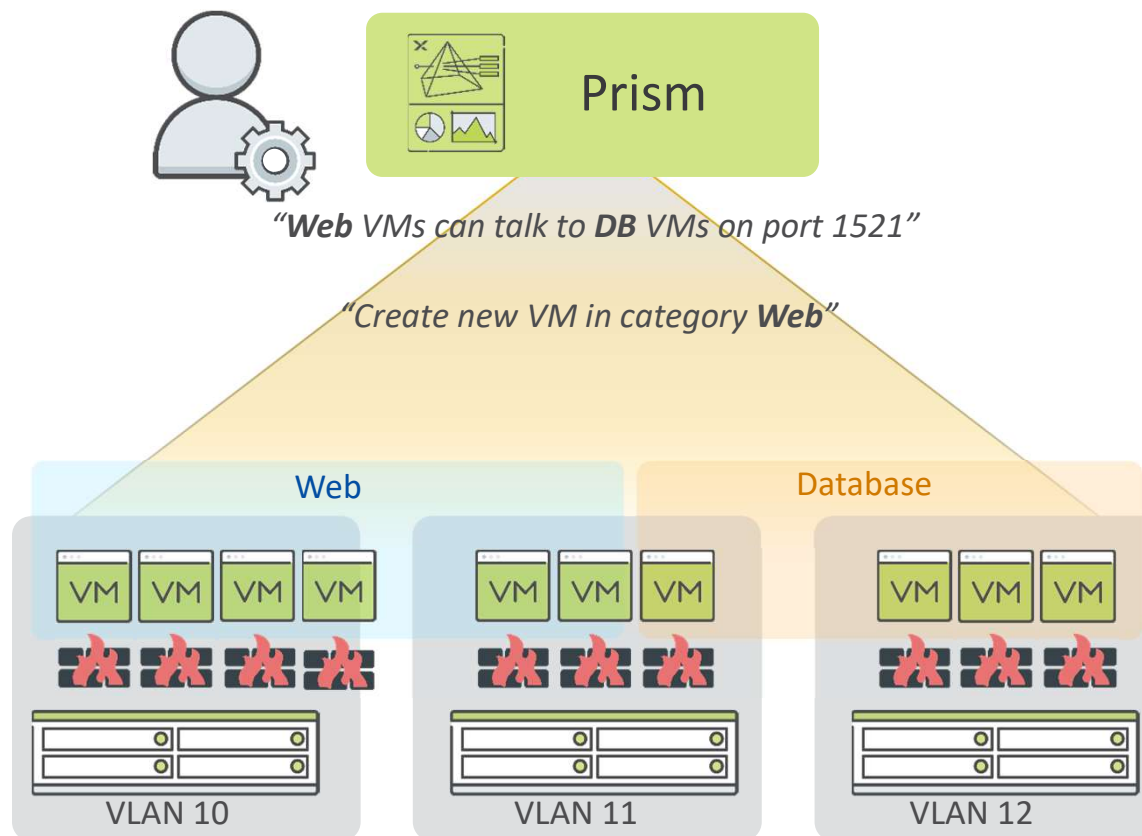


Simple and intuitive policy model meant for virtualization teams

Networking complexities (VLANs, subnets, routes) removed from policy language

Enforcement follows VM lifecycle and is independent of network topology

## > Automated Updates for Simplified Change Management

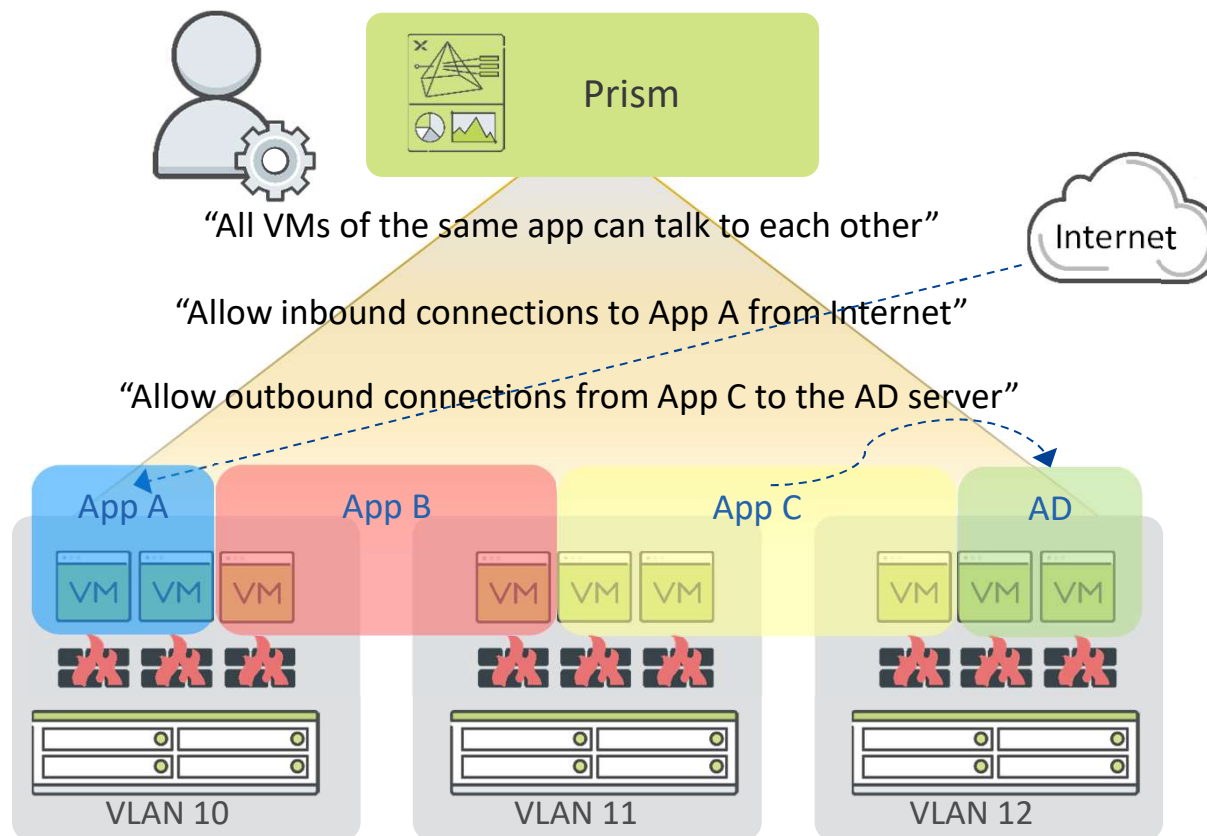


Policies specified on logical groups

Security rules are updated real time based on group membership changes

Adaptive security enforcement auto-detects IP address changes and updates rules

## > Application Separation (ring fencing)

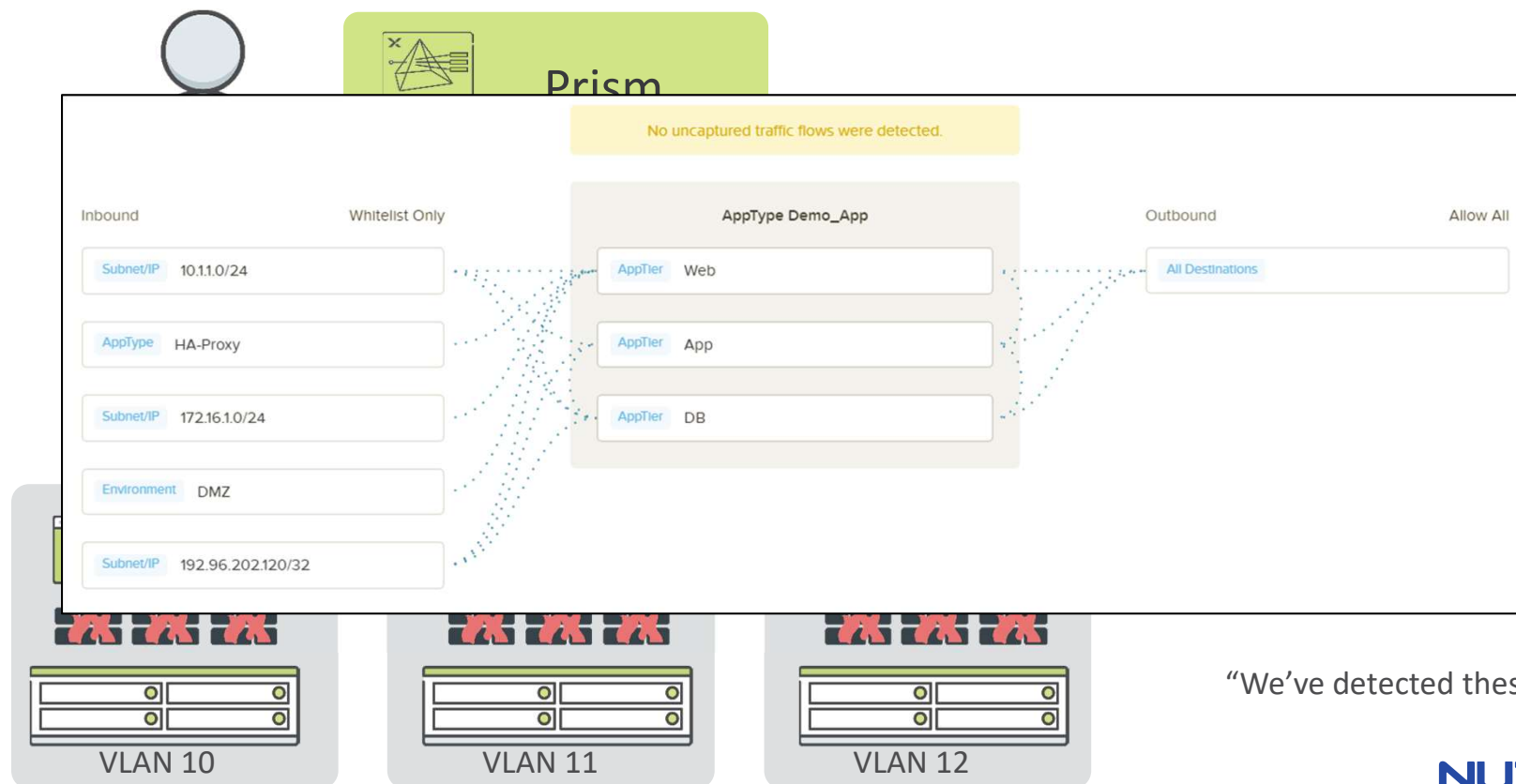


Isolating applications simplified through one-click policies.

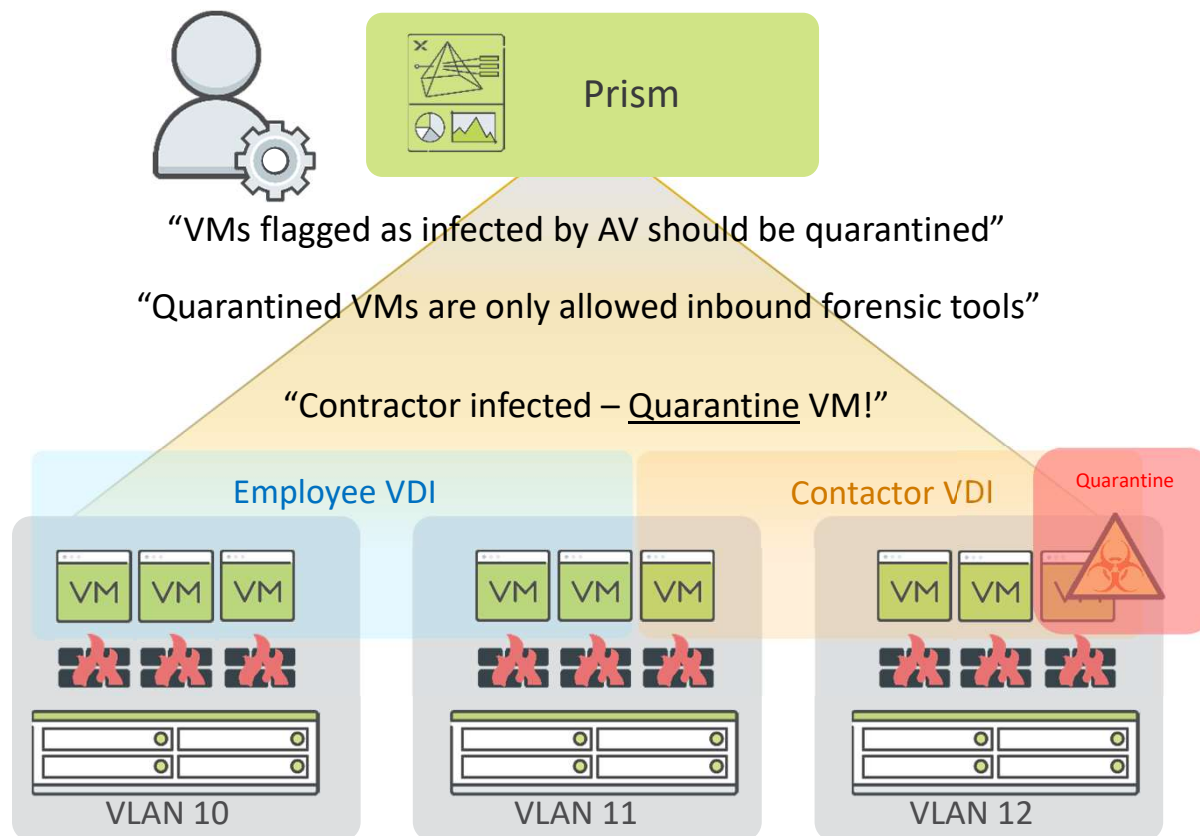
Predefined categories for application-type makes policy writing easy - simply add the VM to the application category.

Policy language allows simple expression for well defined entry and exit points to/from the application.

## > Rich Flow Visualization to Aid in Policy Authoring



## > Scenario – VDI Isolation & Quarantine



Admin can setup quarantine policies in advance – allowing for complete isolation or forensics ONLY

Quarantine policies have the same flexible model as regular policies.

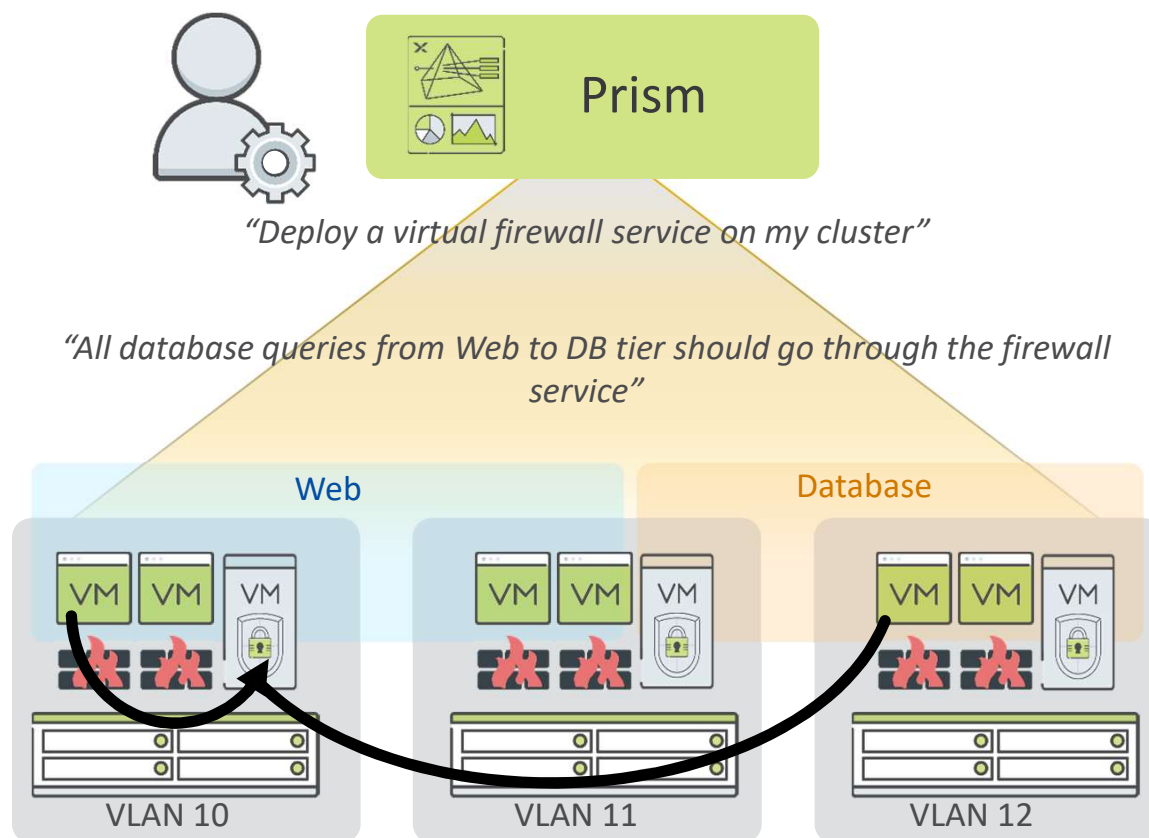
Marking the VM as “Quarantine” and the policy will take effect

Prior policies are preserved and re-applied once quarantine remediation is complete

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## > Service Chaining / Network Functions



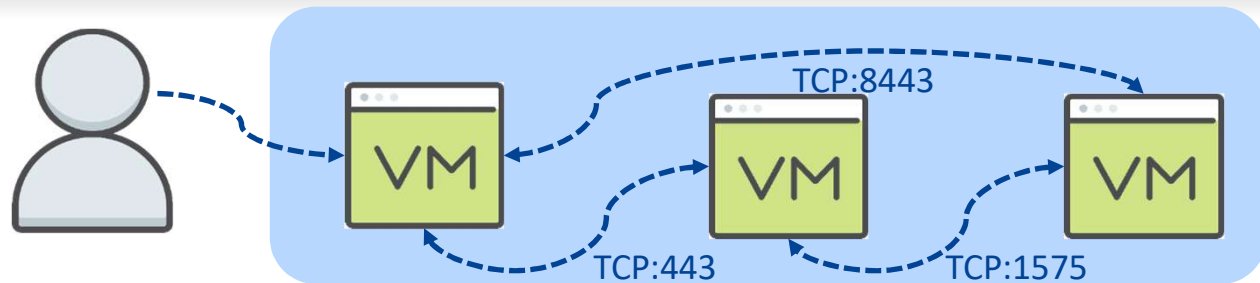
Cluster wide deployment of service chains

A single service chain can consist of 1 or more sequence of services

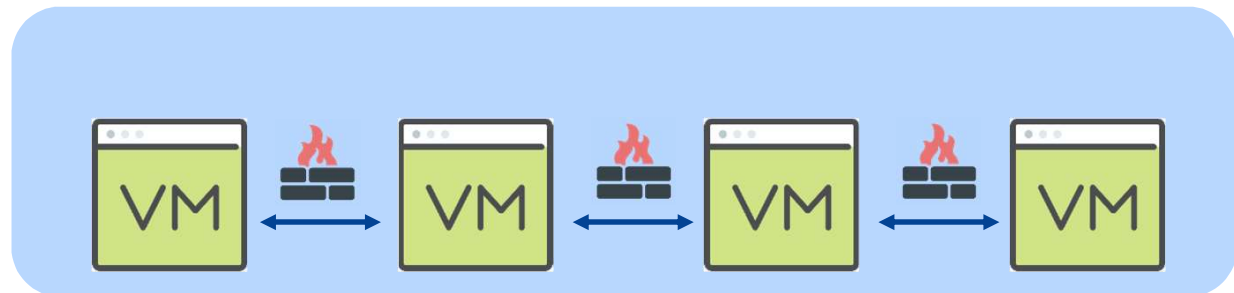
User can selectively redirect specific flows to a service chain for advanced processing

## > Flow Microsegmentation – Visibility, Security, Automation

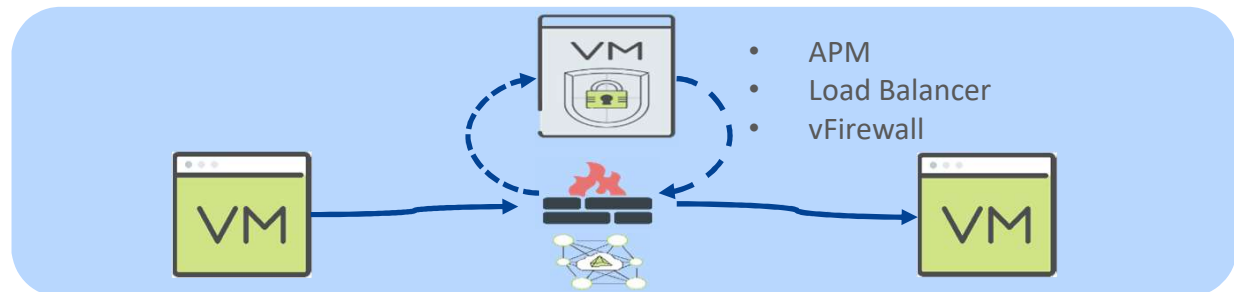
Application  
Visualization



Microsegmentation  
(East-West Firewall)



Service Chains  
Network Functions



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