

IBM and Nutanix Launch Hyperconverged Initiative to bring Enterprises into the Cognitive Era

IBM POWER and Nutanix Software target high performance workloads delivered via one-click private clouds

ARMONK, N.Y. and SAN JOSE, Calif., May 16, 2017 /PRNewswire/ -- IBM (NYSE:[IBM](#)) and Nutanix (Nasdaq:[NTNX](#)) today announced a multi-year initiative to bring new workloads to hyperconverged deployments.

The integrated offering aims to combine Nutanix's Enterprise Cloud Platform software with IBM Power Systems, to deliver a **turnkey hyperconverged solution** targeting critical workloads in large enterprises. The partnership plans to deliver a full-stack combination with built-in AHV virtualization for a simple experience within the datacenter.

In today's technology landscape, processing real-time information is necessary but not sufficient. Being able to react in real-time used to give enterprises a competitive advantage, but this approach no longer guarantees happy customers. The value has now migrated to the ability to rapidly gather large amounts of data, quickly crunch and predict what's likely to happen next - using a combination of analytics, cognitive skills, machine learning and more. This is the start of the insight economy.

Handling these kinds of workloads present unique challenges - needing a combination of reliable storage, fast networks, scalability and extremely powerful computing. It seems like Private datacenters that were designed just a few years ago are due for a refresh - not only in the technology, but also in the architectural design philosophy. This is where the combination of IBM Power Systems and Nutanix comes in.

This joint initiative intends to bring new workloads to hyperconverged deployments by delivering the first simple-to-deploy, web-scale architecture supporting POWER based scale-out computing for a continuum of enterprise workloads, including:

- Next generation cognitive workloads, including big data, machine learning and AI
- Mission-critical workloads, such as databases, large scale data warehouses, web infrastructure, and mainstream enterprise apps
- Cloud Native Workloads, including full stack open source middleware and enterprise databases and Containers

With a shared philosophy based on open standards, a combination of Nutanix and IBM will be designed bring out the true power of software-defined infrastructure - choice - for global 2000 enterprises, with plans for:

- A simplified private enterprise cloud that delivers POWER architecture in a seamless and compatible way to the datacenter
- Exclusive virtualization management with AHV, advanced planning and remediation with Machine Learning, App Mobility, Microsegmentation and more, with one-click automation
- A fully integrated one-click management stack with Prism, to eliminate silos and reduce the need for specialized IT skills to build and operate cloud-driven infrastructure
- Deploying stateful cloud native services using Acropolis Container Services with automated deployment and enterprise-class persistent storage

"Hyperconverged systems continue on a rapid growth trajectory, with a market size forecast of nearly \$6 billion by 2020^[1]. IT teams now recognize the need, and the undeniable benefits, of embracing the next generation of datacenter infrastructure technology," said Stefanie Chiras, VP Power Systems at IBM. "Our partnership with Nutanix will be designed to give our joint enterprise customers a scalable, resilient, high-performance hyperconverged infrastructure solution, benefiting from the data and compute capabilities of the POWER architecture and the one-click simplicity of the Nutanix Enterprise Cloud Platform."

"With this partnership, IBM customers of Power-based systems will be able to realize a public cloud-like experience with their on premise infrastructure," said Dheeraj Pandey, CEO at Nutanix. "With the planned design, Enterprise customers will be able to run any mission critical workload, at any scale, with world-class virtualization and automation capabilities built into a scale out fabric leveraging IBM's server technology."

Pricing and Availability

The IBM and Nutanix initiative will bring options for clients and a seamless experience for these clients, and will be sold exclusively through IBM sales force and channel partners. Specific timelines, models and supported server configurations will be announced at the time of availability.

About IBM

IBM Power Systems are servers designed for mission-critical applications and emerging Cognitive Era workloads including artificial intelligence, machine learning, deep learning, advanced analytics and high performance computing, data lakes and operational datastores. Designed to deliver efficiency whether deployed in a private, public and hybrid cloud, Power Systems benefit from a wide range of open technologies, many stemming from collaboration with fellow OpenPOWER Foundation members. Customers today can enjoy benchmark setting performance for a wide variety of data-intensive workloads – for example, IBM guarantees that Power Systems servers can deliver twice the performance per dollar as x86 systems for customer workloads based on MongoDB.

About Nutanix

Nutanix makes infrastructure invisible, elevating IT to focus on the applications and services that power their business. The Nutanix enterprise cloud platform leverages web-scale engineering and consumer-grade design to natively converge compute, virtualization and storage into a resilient, software-defined solution with rich machine intelligence. The result is predictable performance, cloud-like infrastructure consumption, robust security, and seamless application mobility for a broad range of enterprise applications. Learn more at www.nutanix.com or follow us on Twitter [@nutanix](https://twitter.com/nutanix).

© 2017 Nutanix, Inc. All rights reserved. Nutanix, the Enterprise Cloud Platform, and the Nutanix logo are trademarks of Nutanix, Inc., registered or pending registration in the United States and other countries.

[1] Source: <http://www.marketwatch.com/story/is-hyperconvergence-the-next-big-thing-in-tech-2017-04-03>

Resources

- **Joint Announcement Video, Blog**
- **Images: IBM Power, Nutanix**
- **For more about**
 - **IBM Systems, visit [here](#).**
 - **Nutanix, visit [here](#).**
- **Infographic**

Forward-Looking Statements

This press release includes forward-looking statements concerning Nutanix's and IBM's plans and expectations relating to a multi-year hyperconverged initiative and the deployment of Nutanix software on, and the interoperability of Nutanix software with, IBM Power Systems. These forward-looking statements are not historical facts, and instead are based on the parties' current expectations, estimates, opinions and beliefs. The accuracy of such forward-looking statements depends upon future events, and involves risks, uncertainties and other factors beyond the parties' control that may cause these statements to be inaccurate and cause actual results, performance or achievements to differ materially and adversely from those anticipated or

implied by such statements, including, among others: the failure to develop, or unexpected difficulties or delays in developing, the integrated offering on a timely or cost-effective basis; the introduction, or acceleration of adoption of, competing solutions, including public cloud infrastructure; a shift in industry or competitive dynamics or customer demand; and other risks detailed in Nutanix's quarterly report on Form 10-Q for its fiscal quarter ended January 31, 2017, and IBM's annual report on Form 10-K for its fiscal year ended December 31, 2016, each as filed with the Securities and Exchange Commission. These forward-looking statements speak only as of the date of this press release and, except as required by law, neither Nutanix nor IBM assumes any obligation to update forward-looking statements to reflect actual results or subsequent events or circumstances.

Media contact:

Courtney Lowell

IBM Media Relations

Courtney.Lowell@ibm.com

512-599-1676

Raj Badarinath (Nutanix)/

Ryan Mattison (Hotwire PR)

+1 415-820-4484

nutanixUS@hotwirepr.com

SOURCE IBM
