

Nutanix InstantOn for Citrix Cloud

Simplify Hybrid Cloud VDI with the first certified Citrix Ready HCI Workspace Appliance, Nutanix InstantOn for Citrix Cloud

Given the speed at which the modern workplace is changing, IT organizations are increasingly challenged to keep pace with new digital workplace requirements. Growing businesses, especially those with smaller IT teams and lower budgets, struggle with implementing new solutions and delivering enterprise-level services. Further, legacy IT infrastructure, composed of separate silos of compute, storage, networking and virtualization resources, creates IT complexity, increases costs, reduces business speed and elevates risk.

To address these challenges, Nutanix and Citrix have partnered to create Nutanix InstantOn for Citrix Cloud, a tightly integrated hybrid cloud solution that simplifies and accelerates virtual application and desktop (VDI) deployments for companies of any size. For businesses that are new to VDI or app virtualization, Citrix and Nutanix can deliver better end-user performance without all the infrastructure complexity. This combined with a low, subscription-based software licensing model enables businesses to grow their app and desktop virtualization footprint without upfront CapEx.

Nutanix InstantOn for Citrix Cloud includes:

- Nutanix Enterprise Cloud Platform with three years of support
- Citrix Cloud XenApp and XenDesktop Service
- Citrix Customer Success Services
- Choice of Citrix XenServer or Nutanix AHV hypervisor
- Nutanix Prism Management and Orchestration Software

Nutanix Enterprise Cloud: Invisible Infrastructure That Just Works

Companies of all sizes want to leverage virtual applications and desktops to increase business continuity and productivity while containing costs. However, budget constraints, lack of IT specialists and increased infrastructure complexities can delay the decision to implement VDI and application virtualization. For many, the thought of implementing a separate virtual infrastructure while already dealing with a three-tier architecture might seem like putting a square peg in a round hole. But the fact is, to ensure your VDI implementation is successful, your choice of infrastructure platform becomes extremely critical.

The Nutanix Enterprise Cloud makes infrastructure invisible, which means organizations can focus on the applications that drive the business instead of getting bogged down by infrastructure management. Nutanix makes this possible by natively converging silos of compute, storage, networking and virtualization into a turnkey, hyperconverged platform.

Nutanix also supports most leading hypervisors, and even comes pre-packaged with its own AHV hypervisor at no additional cost. By mitigating the limitations of traditional virtual environments, including limited mobility and high licensing costs, Nutanix makes it possible to start small and scale as needed—a single node, a block or multiple blocks at a time—with no impact on performance. This design removes the hurdle of a large initial infrastructure purchase, generating faster time-to-value for your virtual workloads.

Citrix Cloud XenApp and XenDesktop Services: Secure Digital WorkSpaces for All

Citrix leads the industry in delivery of secure digital workspaces, enabling employees to be productive with access to their apps, desktops and data from anywhere, on any device. Citrix XenApp and XenDesktop is the leading app and desktop virtualization platform, delivering Windows, Linux, web and SaaS applications or full virtual desktops from any cloud—public, on premises or hybrid.

Now, with the new Citrix Cloud XenApp and XenDesktop Service, you can deliver the same industry-leading app and desktop delivery platform as a cloud service. Best of all, the infrastructure components of a typical XenApp and XenDesktop deployment are managed and monitored by Citrix, giving you instant access to the latest productivity features as soon as they become available.

XenApp and XenDesktop Service also radically simplifies the deployment of virtual apps and desktops across the hybrid cloud by enabling you to deploy your workloads to any cloud, any hypervisor, or any location, while securely giving your users anywhere access to their apps and data. This allows you to focus on your line-of-business applications and delivering a unique workspace experience to your users, while keeping your data secure in the location of your choice.

Simply put, if you're running a hybrid cloud environment, Citrix Cloud XenApp and XenDesktop Service gives you faster deployment times, minimized infrastructure requirements and reduced ongoing maintenance, thus accelerating the time-to-value of delivering secure digital workspaces to your users.

Nutanix InstantOn for Citrix Cloud: A Joint Solution from the Industry Leaders to Accelerate Your VDI Deployment

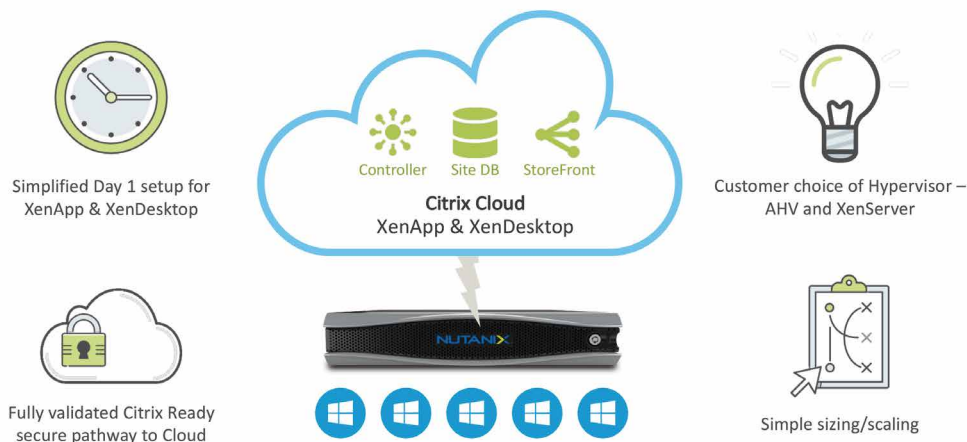
By combining the useability of Citrix Cloud with the simplicity of Nutanix, Nutanix InstantOn for Citrix Cloud delivers a turnkey VDI and application virtualization solution that greatly reduces implementation complexities across the complete solution stack. You can implement hybrid cloud VDI within hours of racking the

appliance. Plus, with the subscription-based pricing from XenApp and XenDesktop Service, and the scale-as-you-grow model from Nutanix, you can greatly reduce your upfront CapEx costs—while the streamlined solution stack reduces ongoing maintenance and the need for specialized IT resources. In addition, your choice of integrated hypervisor, Citrix XenServer or Nutanix AHV, eliminates expensive hypervisor costs from legacy vendors (vTax), further enhancing your cost savings.

What makes Nutanix InstantOn for Citrix Cloud truly a turnkey solution is the unique integrations and automations. Nutanix Prism orchestrates the deployment of the Citrix Cloud Connectors and registers the Nutanix appliance as a Citrix Cloud Resource Location with just a few simple clicks. This give you the ability to create a complete Citrix VDI and application virtualization solution, from power-on to desktop deployment, in less than an hour—without the need of IT resources that are skilled in servers, storage or Citrix software. With Nutanix and Citrix, businesses can finally tap into a solution that helps centralize apps, desktops and data to deliver high-performing digital workspaces with improved security, productivity and cost-efficiency.

Some of the other key benefits of the solution include:

Reduced Total Cost of Ownership: Nutanix's hyperconverged architecture allows companies to deploy the appropriate amount of server, storage and networking resources to meet their current requirements, thereby eliminating risk and mitigating over-provisioning. By using the Citrix Cloud XenApp and XenDesktop Service as the control plane for the entire Citrix software stack, administrators can reduce the cost of



1 IDC, IDC Compares TCO & ROI of Nutanix vs. Traditional Infrastructure, August 2015, #258075

ongoing management by as much as 70% because deployment and management of your VDI implementations is now handled by Citrix. In fact, companies that use Citrix and Nutanix VDI and application virtualization solutions have reported reductions in TCO by up to 58%.¹

High Performance and Better User Experience:

Nutanix and Citrix deliver unique features that set them apart from the competition to significantly improve desktop performance. By caching virtual machine data across a cluster, Nutanix uses shadow clones to ensure your users see consistent performance. Additionally, Citrix PVS-Accelerator and MCS-Accelerator (available with Citrix XenServer) optimize the boot time of virtual desktops while reducing network and storage load for increased performance and enhanced user experience.

Greater mobility, productivity and security for professional workstation users:

Virtualized professional workstations powered by Citrix deliver secure productivity and performance on any device. Users are liberated to work from anywhere, collaborate with distributed teams and share large data sets that are managed and secured from the data center.

Ease of Scale: With Nutanix InstantOn for Citrix Cloud, you can start with a small VDI pilot project and grow to thousands of users without disruption, performance-related risks or large, upfront costs. Each node you add to a cluster scales compute and storage

uniformly. On the software side, Citrix Cloud XenApp and XenDesktop Service allows you to seamlessly scale virtual desktops up or down with the ease of a cloud service.

Faster Turkey Deployment: Nutanix InstantOn for Citrix Cloud also gives IT teams the benefit of a turnkey and risk-free VDI and application virtualization solution that delivers faster time-to-value. Nutanix Prism offers out-of-the-box connectivity for the deployment's Citrix Cloud Connectors and quickly registers the appliance as a Citrix Cloud Resource Location in just a few clicks. This gives the customers the ability to create a complete Citrix VDI solution, from power-on to desktop deployment, in less than an hour.

Embrace the future with VDI

As the recognized leaders in app and desktop virtualization and enterprise cloud infrastructure, Citrix and Nutanix are making VDI more affordable than ever. With the new Nutanix InstantOn for Citrix Cloud, you can deliver a consistent, high-quality user experience and excellent performance while also enabling predictable, linear, non-disruptive scaling to support your ongoing mobility, BYOD and cloud initiatives.

See how you can start small and embrace the new era of business productivity and growth with Nutanix InstantOn for Citrix Cloud. To learn more, visit: citrix.com/Nutanix



About Citrix

Citrix (NASDAQ:CTXS) aims to power a world where people, organizations and things are securely connected and accessible to make the extraordinary possible. Its technology makes the world's apps and data secure and easy to access, empowering people to work anywhere and at any time. Citrix provides a complete and integrated portfolio of Workspace-as-a-Service, application delivery, virtualization, mobility, network delivery and file sharing solutions that enables IT to ensure critical systems are securely available to users via the cloud or on-premise and across any device or platform. With annual revenue in 2015 of \$3.28 billion, Citrix solutions are in use by more than 400,000 organizations and over 100 million users globally. Learn more at www.citrix.com.

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).

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