



**NUTANIX**

# Vendor Alliance Solutions Playbook

A clear set of hybrid cloud laws that will help your customers  
navigate their way to a hybrid universe

*"If I have seen  
further it is by standing  
on the shoulders of Giants."*  
**Sir Isaac Newton, 1674**

**NUTAN'S LAWS  
OF CLOUD DYNAMIX**

MAKING SENSE OF HYBRID UNIVERSES





# How to use this playbook

As a valued Exclusive Networks partner we are committed to ensuring that you continue to grow and drive new opportunities with your customers.

This playbook has been designed to provide you with Nutanix vendor alliance solutions to support your customers with the multiple challenges of navigating hybrid cloud. In addition this handy guide will also allow you to identify white space in your vendor portfolio and easily position yourself as a solution provider.

## Vendor alliance use cases include:

### **Nutanix Solutions**

#### **Nutanix & Palo Alto Networks**

VM Microsegmentation & next-generation security across a hybrid cloud environment

#### **Nutanix & Fortinet**

Network Security

#### **Nutanix & Infoblox**

Automate Network Services for Nutanix

#### **Nutanix & Rubrik**

Backup & recovery for Nutanix environments

#### **Nutanix & Arista**

Network Automation for Nutanix Enterprise Clouds

#### **Nutanix & Gigamon**

Network and application visibility for Nutanix private clouds

#### **Nutanix & HYCU**

Alternative backup & recovery for Nutanix environments

#### **Nutanix & HashiCorp**

Move your Nutanix environment to the cloud



A person stands on a path that leads towards a bright, glowing light source in a vast, colorful, and abstract space. The background is filled with vibrant, swirling colors of purple, blue, green, and orange, creating a dreamlike atmosphere. The path is illuminated by a soft glow, and the overall scene suggests a journey or exploration.

# Alliance-based solutions....

## What's in it for me?

Unlock new markets and increase the penetration of alliance-technologies into your existing customers.

Highlight to your customers the whitespaces they may have in their cloud journey to position yourself as a thought leader.

Clear cross sell and upsell opportunities to drive growth.

**End customer USE CASES**



# VM Microsegmentation & Next-Generation Security

## End Customer Challenge

As organisations virtualise and deploy data and applications across a hybrid cloud environment, the potential attack surface increases, demanding a new approach to managing data flow and security threats.

## Solution Overview

Nutanix and Palo Alto Networks work together to enable organisations to segment, manage and secure VMs and data flow across a hybrid cloud environment, reducing the security threat both at the perimeter and within the internal network.

## Products

Nutanix Flow & Calm, Palo Alto Networks VM-Series & Panorama

## Key Features

- Gain application-level visibility of complex ecosystems, microsegment workloads and distribute security controls to enforce a perimeter around every VM
- Provide industry-leading threat-prevention capabilities to detect and stop threats attempting to penetrate the perimeter, move laterally across legitimate network connections or access data
- Leverage a VM-Series deployment blueprint to enable simple, repeatable and automated deployment of VM-Series firewalls to simplify management
- Manage security and performance across hybrid cloud environment through a single pane of glass

## Key Benefits

- Prevents the East-West movement of threats within a complex network, minimising their impact
- Provides market-leading threat detection and protection at the perimeter
- Reduces administration while ensuring new VMs automatically adhere to the highest security policies
- Simplifies the management of network and application security across a disparate hybrid cloud ecosystem

## Key End Customer Targets:

- Existing Nutanix and/ or Palo Alto Networks customers
- Customers with highly virtualised/ hyperconverged environments
- Customers expanding VDI/ EUC environments
- Customers in highly regulated industries

## Supporting Assets

- [Nutanix & Palo Alto Networks Solution Brief](#)
- Request your dedicated Nutanix and Palo Alto Networks end user marketing campaign from your Account Manager



### End Customer Challenge

With increasing application complexity, driven by distributed services and rapid growth in cloud-based offerings, the need to easily visualise, analyse and secure network communications becomes critical.

### Solution Overview

Fortinet and Nutanix form a software-defined solution with secure, scalable, hyperconverged infrastructure for virtualised applications.

### Products

Nutanix Flow, FortiGate-VM

### Key Features

- The FortiGate-VM running on Nutanix AHV provides deeper visibility into applications and prevents known and unknown threats
- FortiGate-VM enables data center traffic to be segmented based on the application and then inspected for known and unknown cyber-threats
- Policy based redirection from Nutanix Flow gives admins granular control over traffic inspection and optimises resource consumption
- Automation features and centralized management enable you to ensure that security policies can keep pace with any changes in your enterprise cloud environment

### Key Benefits

- Segment and control East-West VM traffic
- Advanced L7 security protection and automated remediation
- Add policy based Deep Packet Inspection (DPI) between VMs
- Identify and control traffic flowing into your secure environment; limit application access based on users and groups; block known and unknown threats
- Securely deploy applications faster and scale at the pace of modern business
- Predictable scale-out architecture to seamlessly expand desktop and server virtualization pilots to full production deployment

### Key End Customer Targets:

- Existing Nutanix and/ or Fortinet customers
- Customers with highly virtualised/ hyperconverged environments
- Customers expanding cloud environments
- Customers in highly regulated industries

### Supporting Assets

- [Nutanix & Fortinet Solution Guide](#)

Use Case:  
**Automate Network Services  
For Nutanix**

### End Customer Challenge

With Nutanix HCI, organisations can spin up multiple VMs in minutes, however it can take a lot longer to provision the corresponding IP addresses and DNS records – reducing time to value.

### Solution Overview

Infoblox lets organisations eliminate friction in deployments by automating key provisioning processes and helping drive projects to completion – adding new levels of automation for the core IP network services: DNS, DHCP and IP address management.

### Products

Nutanix AHV & Calm, Infoblox vNIOS for Nutanix AHV

### Key Features

- Automated IP address provisioning allows users to quickly provision new VMs and prevents “VM confusion” by automatically reclaiming IP addresses when VMs are decommissioned
- Infoblox Grid automates high availability and disaster recovery failover for core IP services, eliminating downtime
- Infoblox Grid delivers role-based access control, audit trails and automated one-touch updates to all users
- Management tool offer visibility to IP addresses, DNS records, VMs, networks and tenants by group, VLAN or network, simplifying administration and increasing productivity

### Key Benefits

- Enhances the native AHV functionality, making it more robust and production ready
- Improves deployment time by eliminating manual configuration errors and automating provisioning processes
- Reduces administrative friction in cloud deployments through increased network automation and visibility
- Provides the tools to configure, view, change, track and report on network conditions across multiple network environments simultaneously
- Delivers comprehensive tracking, logging and reporting for audit and compliance purposes

### Key End Customer Targets:

- Existing Nutanix and/ or Infoblox customers
- Nutanix administrators looking to increase productivity
- Infoblox users looking to increase integration and automation with their broader ecosystem

### Extend The Solution

Add F5 for automated security and load balancing of newly deployed VMs.

### Supporting Assets

- [Nutanix & Infoblox Solution Guide](#)
- [Watch the demo](#)
- [F5 and Nutanix information](#)



## Use Case: **Backup & Recovery For Nutanix**

## THE LAW OF DATA MANAGEMENT

### Customer Challenge

Exponential data growth coupled with increased security threats across a virtualised hybrid cloud environment, drives the need for a robust backup, recovery and data management solution.

### Solution Overview

Rubrik Cloud Data Management delivers data protection, search, analytics, compliance, and copy data management for organisations built on Nutanix Enterprise Cloud Platform, increasing visibility, access and the security of data.

### Products

Rubrik R-Series, Nutanix Buckets

### Key Features

- Native integrations with Nutanix APIs enable rapid deployment and ongoing backup at all levels of the ecosystem
- Provides automated data management for Nutanix environments across multiple hypervisors (AHV, ESXi, and Hyper-V), file servers, including Nutanix AFS, public and private cloud storage
- For long-term retention, Rubrik offers secure and intelligent data archival to low-cost public and private cloud storage tiers, including Nutanix Buckets object storage
- With Rubrik's NAS Direct Archive, users can also mobilise Nutanix AFS data directly to any archive location while maintaining instant access to the archived data through global file-level search and recovery

### Key Benefits

- Seamless integration with Nutanix ensures quick scale up and minimises time to value
- Automation ensures data is effectively backed up and protected at all levels of an organisation's Nutanix powered hybrid cloud environment
- A single management interface minimises administration and increases productivity
- Increased visibility of data speeds up recovery and accelerates application development

### Key End Customer Targets:

- Existing Nutanix and/ or Rubrik customers
- Customers managing data backup across a hybrid cloud ecosystem
- Customers with a need for fast recovery of data (highly regulated industries - finance, insurance, legal)
- Customers who have faced ransomware threats/ attacks

### Extend The Solution with RStor

RStor provides a scalable and cost-effective cloud archive target for organisations managing data with Nutanix and Rubrik.

### Supporting Assets

- [Nutanix & Rubrik Solution Guide](#)



## Network Automation for Nutanix Enterprise Clouds

### Customer Challenge

Next generation, hyperconverged data centres offer the flexibility of the cloud with on demand consumption, quick deployment, faster ROI and simple management. However, manual, complex, and siloed legacy networking infrastructure has not been able to meet the evolving needs of enterprise, threatening productivity and user experience.

### Solution Overview

Nutanix and Arista have partnered to deliver a more agile, dynamic and cloud-like networking experience that enables greater automation, faster scalability, improves security and simplifies management.

### Products

Arista Tracer for Nutanix AHV, Nutanix Prism

### Key Features

- Nutanix Prism provides simple and open APIs that enable automated policy updates to network devices such as switches
- Arista Tracer for Nutanix AHV (AHV Tracer) uses these APIs to automate and visualise VM and network lifecycle events
- VM and network events in Nutanix Prism can trigger automatic provisioning at the network layer
- Nutanix and Arista customers benefit from seamless application mobility and disaster recovery without having to manually reconfigure guest VM IP addresses

### Key Benefits

- Simplifies network manageability and troubleshooting in virtualized environments
- Reduces operator error and increases security
- Highly available disaster recovery between multiple data centres with seamless networking
- Scalable, low latency enterprise cloud architecture
- Highly resilient and fault tolerant design

### Key End Customer Targets:

- Existing Nutanix and/ or Arista customers
- Customers modernising their datacenters with hyper converged infrastructure
- Customers with highly virtualised environments
- Customers managing applications and data across multiple cloud environments

### Supporting Assets

- [Nutanix & Arista Solution Brief](#)



## Network & App Visibility for Nutanix Private Clouds

### Customer Challenge

Enterprises are scaling private cloud deployments — adding more applications, VMs, compute nodes, and analytics tools. Without granular VM visibility however, they can't detect performance and security issues — increasing risk and reducing productivity.

### Solution Overview

Gigamon provides in-depth visibility of Nutanix hyperconverged private cloud environments and directs traffic to the right monitoring and security tools to accelerate troubleshooting, reducing risk and increase productivity.

### Products

Nutanix Prism & Flow, GigaVUE® Cloud Suite for Nutanix

### Key Features

- Provides packet and application layer visibility for distributed virtual workloads in Nutanix AHV powered private clouds
- Delivers VM flows of interest to the Gigamon Visibility and Analytics Fabric for aggregation and advanced processing
- Automates the provisioning and configuration of Gigamon fabric components with tight integration with Nutanix Prism
- Nutanix Flow and GigaVUE Fabric Manager enable granular traffic selection within microsegmented security groups

### Key Benefits

- Optimizes traffic processing and distribution with 100% visibility while reducing load on tools
- Provides complete visibility into inter-VM traffic on Nutanix clusters; scales to support any number of virtualized servers
- Discovers new workloads and automatically update the Gigamon Visibility and Analytics Fabric without any manual intervention
- Improves tool effectiveness, obtains superior performance and accelerates troubleshooting

### Key End Customer Targets:

- Existing Nutanix and/ or Gigamon customers
- Customers with highly virtualized/ hyperconverged environments
- Customers looking to increase operational efficiency and security across a virtualized environment

### Supporting Assets

- [Nutanix & Gigamon Solution Brief](#)



## Use Case: Backup & Recovery For Nutanix

**THE LAW OF  
BACKUP**

### Alternative Solution

For organisations who have invested in Nutanix and want to minimise the number of additional technologies they need to manage, Nutanix offers its own integrated backup and recovery solution.

### Solution Overview

A purpose-built and integrated solution for data backup, restore, and long-term retention across a Nutanix hybrid cloud environment. Eliminates the cost and overheads of standalone data protection systems while providing visibility and actionable insights across your primary and backup environments.

### Products

Nutanix Mine & Objects, HYCU

### Key Features

- A single, consistent user-interface, native integration, and a hypervisor-agnostic architecture enables users to seamlessly manage and protect across virtualized environments
- HYCU uniquely sees through VMs to discover where every application is running, initiates single-click backup, and automates application-specific recovery workflows
- Empower application users to perform their own backups, minimising administration and bottlenecks

### Key Benefits

- Reduces the TCO of a customer's overall solution compared to a standalone backup and recovery solution
- A consistent UI and consolidated management portal across the entire Nutanix ecosystem minimises administration and the need for users to move between tooling
- Leverage existing investments in Nutanix and increase economies of scale

### Key End Customer Targets:

- Existing Nutanix customers
- Existing Nutanix customers with third-party backup solutions, looking to reduce costs and increase productivity
- Customers with a need for fast recovery of data (highly regulated industries – finance, insurance, legal)
- Customers who have faced ransomware threats/ attacks

### Supporting Assets

- [HYCU & Nutanix Solution Brief](#)
- [Demo video](#)





## Customer challenge:

Customers moving infrastructure and applications to the cloud are required to manually replicate complex architectures on the new platform, increasing time to value and demanding skilled resource.

## Solution overview:

HashiCorp Terraform enables physical infrastructure to be expressed as code, creating a digital blueprint that can be used to quickly and easily replicate existing environments onto new cloud platforms, manage version/ policy updates and provide disaster recovery (DR).

## Products:

HashiCorp Terraform

## Key features:

- Infrastructure is described as code, allowing a blueprint of your datacentre to be replicated and versioned with ease
- A preview of any changes to your infrastructure prevents surprises to the production environment
- Change automation features allow complex changes to be made to your cloud environment with limited human interaction

## Key Benefits

- Reduce time to value establishing new cloud environments
- Spin up new environments for demos, testing or production, with ease
- Complex changesets can be applied to your infrastructure with minimal human interaction.

## Key End Customer Targets:

- Existing Nutanix and/ or public cloud customers
- Customers currently running DevOps programs
- Customers looking to adopt public cloud offerings as part of a multi-cloud ecosystem

## Exclusive Networks – Nuaware

- Exclusive recently acquired Nuaware, a cloud company with expertise in cloud migration using Terraform
- Contact your Exclusive Networks Account Manager for more information about Terraform Nutanix and services and training to support your customer's requirements

## Supporting Assets

- Nutanix & Hashicorp Terraform information





For more information on any of the solutions detailed in this playbook, marketing campaigns to take these solutions to market, training requirements or any other questions please contact your Exclusive Networks Account Manager or visit [www.exclusive-networks.com](http://www.exclusive-networks.com)

