Introduction

- Challenges Deploying Microsoft Exchange without Virtualization
- Misconceptions about Virtualizing Microsoft Exchange
- Benefits of Virtualizing Microsoft Exchange
- Advantages of Virtualizing Microsoft Exchange on Nutanix
 - Commercial
 - Architectural/Technical
 - High Availability
 - Performance
 - Scalability
 - Operational (BAU)

Challenges deploying Exchange w/o Virtualization

- Dependency on the hardware platform
 - eg: Device Drivers / No mobility
- Physical hardware must be oversized to cater for growth
- Additional silo/s of resources are created & need to be managed
- Delayed time to market for new servers due to procurement
- Generally inefficient use of compute and/or storage resources





Challenges deploying Exchange w/o Virtualization

- Inc reased demands in the d atac enter
 - eg: Rackspace , Power, Cooling , Net work & Storage comms
- Limited/No ability to scale compute resources without downtime
- Inc reased complexity/cost for
 - Hardware Maintenance / Repair
 - Business Continuity & Disaster Recovery
 - Patching and general BAU tasks



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Misconceptions about Virtualizing Exchange

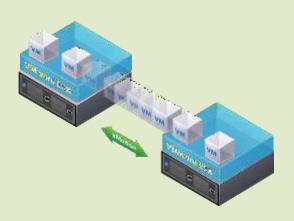
- Microsoft do not support Exchange on VMware
- Reduced or Poor performance
- Must use Direct Attached Storage
- Must have dedicated spindles / storage for Exchange
- Exchange does not work on NFS
- vSphere features such as HA/DRS & vMotion are not supported
- Exchange DAGs* are not supported for VMs
- No availability benefits when using DAGs
- Poor performance on Thin Provisioned VMDKs
- Support options for MS products running in VMs

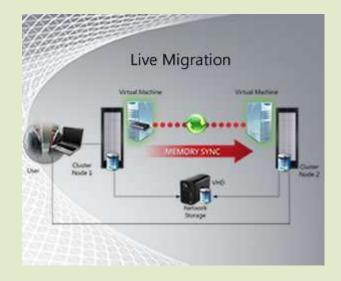


* Patab Support policy for MS software running in non-Microsoft hardware

Advantages of Virtualizing Exchange (1 of 2)

- No dependency on Hardware type
 - Eg: Avoids purchasing/sizing for forecasted 3-5 year requirements
- Reduced CAPEX Purchase only HW required for initial deployment
 - Ability to save on CAPEX and avoid over sizing and wasted investment
- Reduced time to market when deploying/expanding Exchange env.
 - New Exchange servers can be stood up in hours not weeks/months
- Increased ROI from Compute/Storage/Network
 - Higher utilization levels for servers and network with minimal wastage





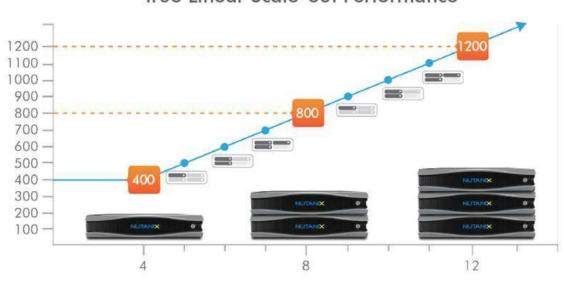
Advantages of Virtualizing Exchange (2 of 2)

- Ability to quickly/easily scale without downtime
 - Eg: ESXi hosts can be added to the cluster without downtime
- Lower D atac enter & OPEX costs
 - Eg: Less rack space, power , cooling , equipment , maintenance contracts etc
- Use vMotion / Live Migration to achieve zero downtime HW maintenance
- Reduced complexity for Business Continuity & Disaster Recovery
- Ability to scale out Exchange server roles without additional HW
- Benefits of using Snapshots / Cloning & other Hypervisor features



Advantages of Virtualizing Exchange on Nutanix – Commercial (1 of 4)

- <u>Further</u> Reduced CAPEX Just 3 node initially then 1 node at a time
 - Start with just 3 nodes, and scale one node at a time forever!
 - Ability to scale compute & storage linearly where required with the option of compute or storage heavy nodes while avoiding
- Increased Ability to scale quickly/easily without downtime
 - Eg: Nutanix nodes can be added without downtime, increasing the entire clusters performance
 - No delay in having capacity available due to having to expand RAID groups etc



True Linear Scale-out Performance

Advantages of Virtualizing Exchange on Nutanix – Commercial (2 of 4)

- <u>Further</u> Reduced time to market when deploying
- expanding the Infrastructure to support Exchange
 - New Nutanix clusters can be built in <30 mins
 - New Nutanix nodes can be added in <10 mins
 - No messing around with expanding RAID groups
 - Easier and faster than ordering a PIZZA!



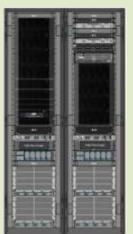
• <u>Increased</u> ROI from Compute/Storage/Network

- Higher utilization levels for servers and network with minimal wastage
- No requirement for a dedicated Storage Network (IP or FC)
- Reducing network requirements
- Single Storage pool provides maximum capacity utilization without degrading performance due to the Nutanix scale out, shared nothing architecture with one virtual Nutanix controller per node

Advantages of Virtualizing Exchange on Nutanix – Commercial (3 of 4)

- Further Reduced D atac enter & OPEX costs
 - Eg: Less rack space, power , cooling , equipment , maintenance contracts etc
 - Much Lower Entry Cost & smaller scaling increments

Traditional Pre-Architected Converged Products 1 or more Racks of Equipment (42RU / rack)





2RU per 4 Nodes (84 nodes per Rack!)

- No need for Storage Subject Matter Expert (SME)
 - The Nutanix solution is simple to deploy and manage any System Adm inc an doi t!



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