NUTANIX™
Your Enterprise Cloud Platform

Customer Competitive Brief

NetApp HCI

What Differentiates Nutanix Technology?

Enterprise Cloud Platform

The Nutanix Enterprise Cloud combines the agility and simplicity of the public cloud, with the security and control you need in a private cloud. Built on the industry's leading hyperconverged infrastructure (HCI) technology, it integrates compute, storage, native virtualization and networking in a full-stack solution that runs nearly any application. While other vendors are just low value infrastructure providers, Nutanix is a trusted partner that can accelerate your organizations digital transformation.

Modern Webscale Engineering Design

Other HCI vendors have taken a backward looking approach with a focus on replicating legacy SAN capabilities in a new software defined model on top of commodity servers. This carries forward legacy design principles and the issues caused by it. Nutanix employs a forward looking modern approach that enables massively scalable, software defined, operationally efficient, self healing systems similar to technologies pioneered by webscale cloud providers such as Google, Amazon, and Facebook.

Native Integration & Seamless Experience

Other HCI vendors have created full stack solutions by bundling existing products and tools and/or bolting on new acquisitions resulting in complex and fragmented experiences. The Nutanix Enterprise Cloud delivers natively integrated features and capabilities that remove complexity by design and enable a fundamentally different simple and seamless user experience.

Simple By Design

Other vendors claim simplicity, but can't deliver because they haven't taken a new approach where simple is by design. Nutanix delivers true operational simplicity. Prism provides a simple, yet comprehensive, consumer-grade 1-click management experience and eliminates the need for specialized IT teams, allowing IT to be a business enabler, rather than a cost center.

Freedom and Choice

Nutanix Enterprise Cloud OS software empowers IT teams to use best-of-breed technology without being locked into a single vendor. Nutanix supports all popular hypervisors and runs on a wide variety of hardware platforms so that IT can manage their datacenters using the platforms and tools of their choice. Nutanix melds private and public cloud operations for powerful hybrid clouds with your choice of public cloud provider.

Power Any Workload

The Nutanix Enterprise Cloud provides the performance, resilience and scalability to power all workloads – virtualized, container-based and bare metal. IT managers and application teams can improve operational efficiency and reduce the number of point solutions with built-in services, including native file and object services, block storage capabilities, integrated application marketplace, and more. Some of the worlds largest companies are running their mission critical apps on the Nutanix Enterprise Cloud.

Industry Leading Quality

Nutanix delivers industry leading product quality and has consistently maintained a metric of less than 2% customer found defects and less than 0.5% unique customer found defects over time. This is the result of a rigorous closed loop product quality system which allows automated and intelligent feedback for our developers, allowing them to develop new features while focusing on continuous product improvement. The result is a platform that 'just works'.

World Class Support

You'll love the Nutanix support experience, with a 90+ Net Promoter Score (NPS), a 97% Customer Satisfaction rating and winner of 4 Omega NorthFace Scoreboard Awards. We use a different organizational approach based on the Site Reliability Engineering principles developed by Google. Experts answer the first call and see most issues through to completion without handoff enabling a highly efficient path to issue resolution and a delightful support experience. Meanwhile, NetApp support has been declining over the years. They currently lag almost all tech giants with an NPS around 20.

NUTANIX™
Your Enterprise Cloud Platform

Customer Competitive Brief

NetApp HCI

Nutanix Key Differentiators vs NetApp HCI

True Hyperconverged Platform

NetApp HCI doesn't really fit the definition of hyperconverged infrastructure because it doesn't truly converge compute and storage. NetApp HCI is deployed as separate compute and storage nodes, and while these nodes can be deployed in the same 2U4N enclosure, there is no convergence of compute and storage. At best it's a scale out software defined storage product that is packaged as standalone software, as part of Flexpod, or in an HCI like appliance model. Nutanix delivers a true HCI solution that is based on the same modern webscale engineering design principles used by hyperscale cloud providers like Google.

Digital Transformation Platform

NetApp HCI is just software defined scale out storage and is narrowly focused on solving a few infrastructure issues in the data center (complex legacy storage, paired HW controllers, etc). NetApp maintains a hardware centric vision and has struggled to provide software value up the stack. Nutanix uses the best HCI solution as a foundation for the Enterprise Cloud... a natively integrated full stack solution offering extended capabilities including: machine learning driven operational insights; app centric networking and security; application automation, orchestration, and self service provisioning; application portability across clouds and the intelligent distributed edge; and cost analysis driven application placement in a multicloud world.

Native File, Block and Object Services

NetApp HCI does not have native file and object services, it only presents block storage via iSCSI. Customers are forced to bolt-on separate products like ONTAP for NetApp HCI (file) and StorageGrid (object). Nutanix has native File, Block and Object services built into the platform and are managed by a single management UI. This allows customers to consolidate multiple point solution storage arrays into a single unified platform delivering storage services for all of their workloads and data.

VM and App Centric Features and Mgmt

NetApp HCI still uses traditional storage constructs like LUNs, volumes, etc. and therefore cannot deliver a VM or application centric experience. The Nutanix Enterprise Cloud delivers modern features and capabilities that focused on VMs, containers and applications. The addition of advanced application management, orchestration, and lifecycle management to the Nutanix platform turns common tasks into repeatable automations accessible to all IT teams, without giving up control across the infrastructure stack.

Built-in Single Pane-Of-Glass Management

NetApp HCI uses a number of different tools and plug-ins for management. In addition it maintains legacy off cluster infrastructure like vCenter servers, dedicated mNode, etc.

Nutanix uses modern webscale engineering that delivers a natively integrated distributed control plane that automatically scales with your cluster, is highly available by design, and eliminates the cost and complexity of deploying and maintaining off cluster management infrastructure. Prism is designed to be simple like an iPhone. The learning curve is very low and customers immediately love the seamless management experience and 1-click operations.

All-Flash Performance on Hybrid

NetApp HCI is only available in All-Flash configurations.

Nutanix supports both Hybrid and All-Flash configurations and you can even mix them in the same cluster. For hybrid systems, Nutanix uses intelligent tiering in software and automatically keeps hot data on flash and cold data on cheaper capacity hard drives. A properly sized hybrid system will deliver all-flash performance at a lower overall cost than all-flash configurations. You can also pin specific applications or application components to the flash tier bypassing any software tiering mechanism and ensuring they always reside on flash.

Who is the best long term technology partner to accelerate your digital transformation?

What NetApp Will Tell You…

NetApp HCI Delivers Guaranteed Performance

"NetApp HCI has built-in storage quality of service (QoS) allowing the granular control of every application, eliminating noisy neighbors, and satisfying all performance SLAs" which they claim gives them an advantage over Nutanix which does not have a QoS feature.

The NetApp implementation of QoS is based on legacy design principles that stem from Solidfire's push into the service provider space. QoS settings are set at a volume level and were designed to allow SP's to offer Gold, Silver, Bronze performance levels at different price points and report on their ability to deliver these levels. In the enterprise, this type of QoS isn't very useful because it's not easy to implement at a VM or application level and requires admins to constantly balance IOPs limits vs available system resources as more applications are added to the cluster. For most customers this is not a simple task.

Furthermore, newer flash technologies now provide massive IOPs at increasingly lower latencies. So the need to define QoS policies for IOPs really isn't that important going forward. What's more important is using architectural designs that place flash right next to the application and maintain data locality to ensure local ultra low latency reads… Like Nutanix does!

NetApp HCI Delivers Flexibility and Scale

"NetApp HCI is the next generation of HCI that allows you to independently scale compute and storage resources providing maximum flexibility and scale" While this may be an advantage over other HCI vendors, Nutanix also provides maximum flexibility. First, Nutanix webscale engineering design supports heterogeneous cluster nodes allowing customers to grow clusters with any node model that meets their growth requirements. Nutanix supports a wide variety of different configurations across different server vendors and is not just limited to S, M, L t-shirt sizing. For storage heavy requirements, you can add storage heavy configurations or even storage only nodes. For compute heavy scenarios, or app licensing scenarios, you can add compute only nodes. Nutanix also supports mixing hybrid and all-flash nodes in the same cluster allowing customers to start with less expensive hybrid systems and then standardize on all flash systems without creating new infrastructure silos and associated lifecycle management complexity.

NetApp HCI Delivers Automated Infrastructure

"NetApp HCI allows IT departments to become more agile and responsive by simplifying deployment and ongoing management. A robust suite of APIs enables integration into higher-level management, orchestration, backup, and disaster-recovery tools."

NetApp HCI is easy to deploy, but it hasn't really simplified ongoing management by design. The core deployment and things like node additions are accomplished through the Deployment Engine Web UI. Core configuration and management is done via multiple plug-ins to vSphere. VM management is via core vSphere. Advanced analytics are delivered through the Active IQ UI. Replication is managed via the SnapMirror UI. File Services are an add-on and managed through the OnCommand System Manager. With Nutanix, Prism delivers a seamless, natively integrated single pane-of-glass than enables a consumer-grade 1-click management, automation, and orchestration experience and eliminates the need for specialized IT teams, allowing IT to be a business enabler, rather than a cost center. Nutanix API v3.0 is the most comprehensive API set of all the hyperconverged platforms.

NetApp HCI Integrates With The NetApp Data Fabric

"NetApp HCI integrates into the NetApp Data Fabric for enhanced data portability, visibility, and protection. The NetApp Data Fabric removes lock-in and provides you a new level of choice." The NetApp Data Fabric is a collection of individual NetApp products with little to no integration and generally locks you into NetApp as there's little choice of 3rd party options within the 'Data Fabric'. Unlike the NetApp Data Fabric, the Nutanix Enterprise Cloud focuses beyond infrastructure and extends software value throughout the entire stack and across clouds. Nutanix also supports integration of other vendor stack products like vRA, NSX, ACI, etc. giving customers true choice and freedom.

Feature and Capability Comparison

Enterprise Storage, Clustering and Scalability	NUTANIX	NetApp HCI
Max Cluster Size	Unlimited	100
Min 1-Node Configuration	✓	✗
Min 2-Node Configuration	✓	✗
Min 3, 4 or 5 Node Configuration	✓	✗
Mix Different CPU Chipsets in Cluster	✓	✓
Mix Hybrid / All-Flash Nodes in Cluster	✓	✗
VM-centric Snapshots and Clones	✓	✗
Shadow Clones	✓	✗
Deduplication	✓	✓
Compression	✓	✓
Erasure Coding	✓	✗
Native File Storage Services	✓	✗
Block Storage Services	✓	✓
Native Object Storage Services	✓	✗
Intelligent Tiering in Software	✓	✗
Database Copy Data Management	✓	✗
Pin VM To Flash Tier	✓	✗
Automatic Cluster Storage Rebalance	✓	✗
1-Click Node Addition/Removal	✓	✓

Did you know?

NetApp HCI requires a minimum of 6 nodes… 2 compute nodes and 4 storage nodes!

Did you know?

Nutanix Era (New!) enables 1-click DB deployment, cloning, and lifecycle management.

	NUTANIX	NetApp HCI
Resiliency, Data Protection and Disaster Recovery		
Automatic Disk Failure Recovery	✓	✗
Recovery Efficiency Scales With Cluster Size	✓	✗
Replication Factor 2 and 3	✓	✗
1-Click RF2 to RF3 Conversion	✓	✗
Crash Consistent Snapshots	✓	✓
Native VSS Provider	✓	✗
Native Async Replication & DR	✓	SnapMirror
Native Near-Sync Replication & DR (1 min RPO)	✓	✗
Native Synchronous Replication & DR	✓	SnapMirror
Native Multiple Site DR (many to many)	✓	✓
Native DR Runbook Automation and Workflows	✓	✗
DR-as-a-Service (DR to Cloud)	✓	✗
Backup to Public Cloud	✓	✓
Cross Hypervisor Backup and DR	✓	✗
Self Service Restore	✓	✗
Virtualization		
Native Built-in Virtualization (AHV)	✓	✗
vSphere ESXi	✓	✓
Hyper-V	✓	✗
Xen Server	✓	✗
1-Click Hypervisor Conversion	✓	✗

Did you know?

Nutanix enables you to seamlessly use ESXi in a primary site and AHV in a DR site eliminating vtax for DR scenarios.

Did you know?

Nutanix has native file level recovery allowing users to recover files without an administrator needing to be involved!

	NUTANIX	NetApp HCI
Networking and Security		
Network Visualization	✓	✗
Network Automation	✓	✗
Service Insertion and Chaining	✓	✗
Native Microsegmentation	✓	✗
Self Encrypting Drives	✓	✓
Native Software Encryption	✓	✓
Native Key Management	✓	✓
STIGs with Auto Self Healing Baseline	✓	✗
Industry Standard Security Certs	✓	✓
2-Factor Auth and RBAC	✓	✗
Application Automation, Orchestration, and Governance		
Customizable Blueprints	✓	✗
Application Lifecycle Management	✓	✗
Cross Cloud Deployment Target	✓	✗
Self Service Provisioning / Marketplace	✓	✗
1-Click Oracle and Postgres SQL Install	✓	✗
1-Click DB Clone/Restore/Refresh	✓	✗
Cloud Cost Analytics and Optimization	✓	✗
Intelligent Consumption Planning	✓	✗
1-Click Compliance Remediation	✓	✗

Did you know?

Nutanix Flow (New!) enables virtual networking, microsegmentation and service insertion.

Did you know?

Nutanix ERA (New!) enables 1-click DB deployment, cloning, and lifecycle management.

	NUTANIX	NetApp HCI
Management and Operations		
Built-in Management (no mgmt. cluster)	✓	✗
Local Cluster Management	✓	✓
Multi-Cluster Management	✓	✓
Multi-Hypervisor Management	✓	✗
1-Click Storage OS Updates	✓	✓
1-Click Hypervisor Updates	✓	✗
1-Click Hardware Firmware Updates	✓	✗
1-Click Centralized Multi-Cluster Upgrades	✓	✗
1-Click Capacity Planning	✓	✗
Just In Time Forecasting	✓	✗
1-Click VM Right Sizing	✓	✗
1-Click Performance Monitoring	✓	✗
1-Click Operational Insights	✓	✗
Customizable Dashboard	✓	✓
Google Like Search	✓	✗
Scheduled Reporting	✓	✗
Rest API	✓	✓
Support		
Customer Satisfaction over 95%	✓	✗
Net Promoter Score over 90	✓	✗