

Reinventing Infrastructure to support Clinician Mobility



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CENTRAL & SOUTHERN OHIO *Chapter*

What is HCI?

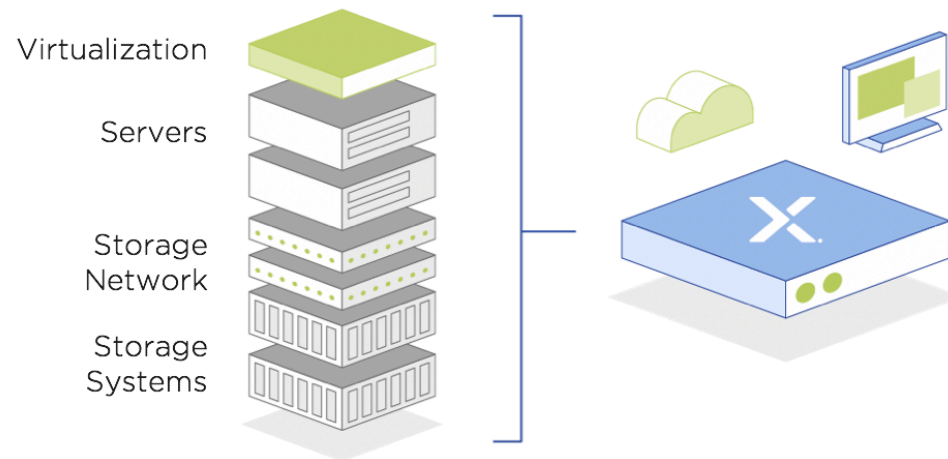
Hyperconverged Infrastructure (HCI) simplifies datacenter operations and prepares enterprises for the cloud era. Most HCI solutions consist of two fundamental components:

A Distributed Data Plane

Run across a cluster of nodes delivering storage, virtualization and networking services for guest applications – either VMs or container-based applications.

A Management Plane

Allows for the easy administration of all HCI resources from a single view and eliminates the need for separate management.



Innovating in the Data Center

- **What** does Innovation mean in IT?
 - Going against the norms in order to drive improvement.
- **Where** does Innovation occur?
- **Why** should we Innovate?
- **How** should we Innovate?
 - Focus on 1 thing.
 - Defined period of time. Fail fast.



Coretek Services



A Systems Integration and IT consulting company delivering high value and innovative Enterprise solutions. A business driven by excellent people built with strong relationships. **Project Success. No Exceptions!**

Inc. 5000



Top 100 IT Services Companies



Top 100 Michigan Companies



Detroit Metro Area

Headquarters

Founded in 2005
Farmington, Michigan
100+ employees
85% of Staff dedicated to Delivery

Culture

101 Best & Brightest Companies to Work for National—5 Years in a Row
Metro Detroit—9 Years in a Row
Project Success! No Exceptions.

AWARDS

Gold

Microsoft Partner
Azure Expert MSP



NUTANIX
Verticals Partner of the Year

CITRIX
Central Area Partner of the Year

CITRIX
Citrix Innovation Award
2018

NATIONAL
BEST AND
BRIGHTEST
COMPANIES
TO WORK FOR

Gartner Magic Quadrant for Integrated Systems



Strengths

Aggressive product development and execution resulting in strong sales growth and larger overall deal sizes across top global enterprise accounts.

Support of multiple hypervisors, including one-click conversion and cross-hypervisor disaster recovery and backup.

Prism, a purpose-built management tool, provides users with a 'single pane of glass' for robust non-disruptive compute and storage operations.





IDC Survey Comparing Nutanix to 3-Tier Architecture



**60% Lower
TCO**



**97% Fewer
Unplanned
Outages**



**534% Five-
Year ROI**



**7 Months to
Payback**



**\$10.56M
Additional
Revenue per
Year**



Source: IDC White Paper, sponsored by Nutanix, Nutanix Delivering Strong Value as a Cost-Effective, Efficient, Scalable Platform for Enterprise Applications, August 2017



EMR/EHR



eClinicalWorks



MEDITECH



ChipSoft



InterSystems
TRAKCARE™



PACS/VNA



FUJIFILM **SECTRA**



ECM





- Hyperspace (Presentation tier) – XenApp, XenDesktop, VMware Horizon View
- Windows Services
- Web Servers
- Non-Production Cache and Cogito



- Presentation tier – XenApp, XenDesktop, VMware Horizon View
- Mid-tier servers, including WebSphere.



- Presentation tier – XenApp, XenDesktop, VMware Horizon View
- Business Analytics



- HealthShare
- TrakCare
- Caché
- Ensemble



Large
Customer
base

30+ Epic customers running Nutanix

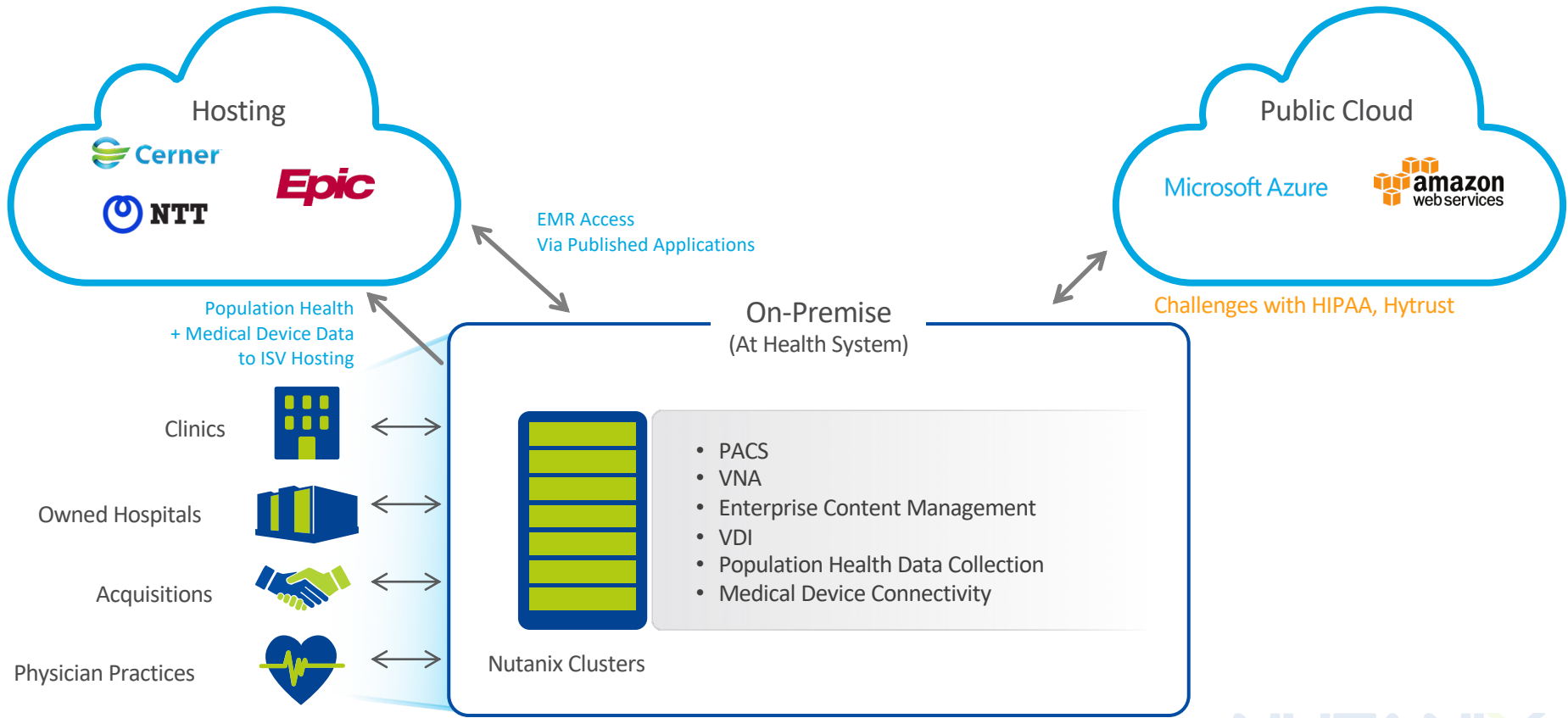
Largest number of Epic Hyperconverged deployments

Epic
Approved
Designs

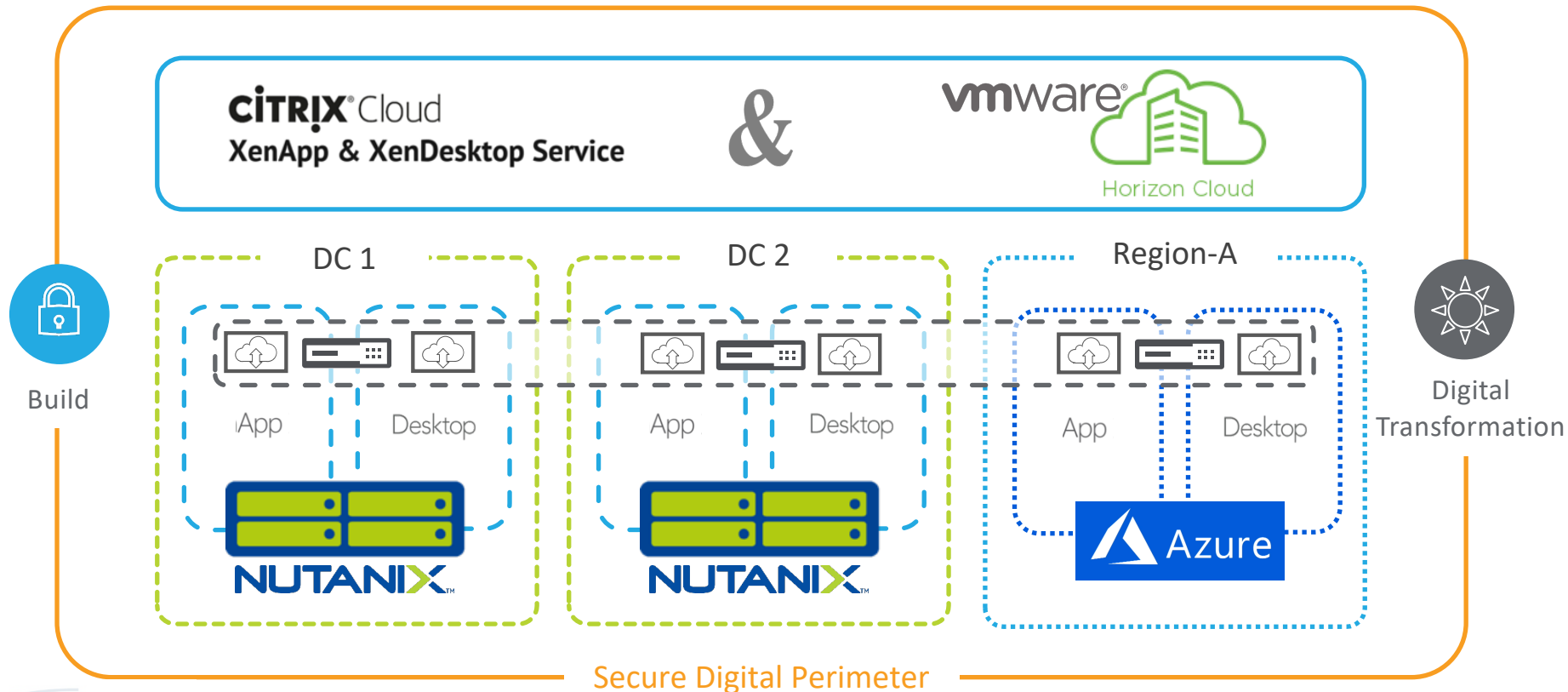
Approved for [Hyperspace](#) and [Epic Windows Services](#) and [Web servers in Epic SPATS](#). Hyperspace-on-Nutanix best practices co-authored by Epic

Smooth,
Linear
upgrades

Every Epic release requires [~20% more](#) Hyperspace CPU from previous versions and also additional web servers. Nutanix [scales linearly to handle](#) the upgrades smoothly



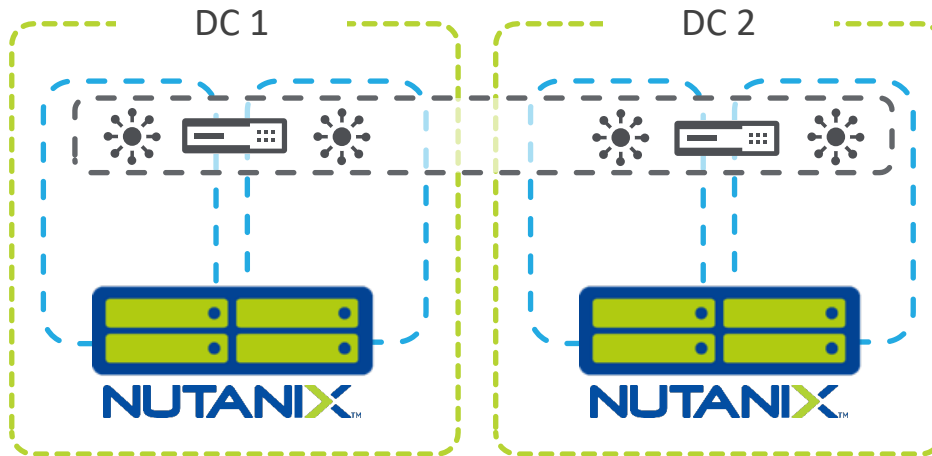
Architecture Overview



Phase 1 – Dual Data Center w/ GSLB



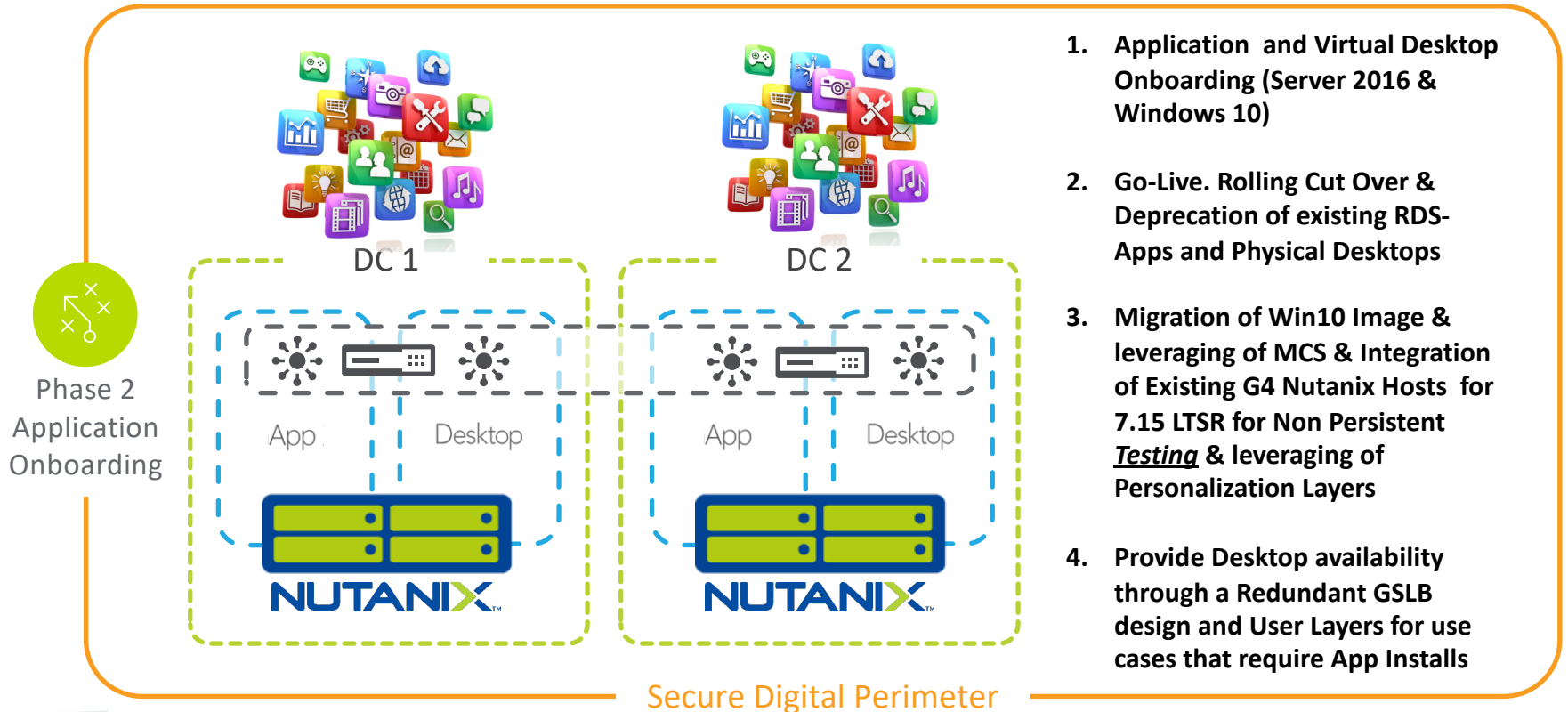
Phase 1
7.15 Build



1. **Hardware Refresh (PC or DC) to facilitate Nutanix HCI for workload transition**
2. **Establish On Premises Standard with Existing On-Prem VDI or App License Pool.**
3. **Build New Server 2016 Templates for Application On-Boarding**
4. **Implement GSLB across both Data Centers to provide an Active / Active Balanced workload / User access**

Secure Digital Perimeter

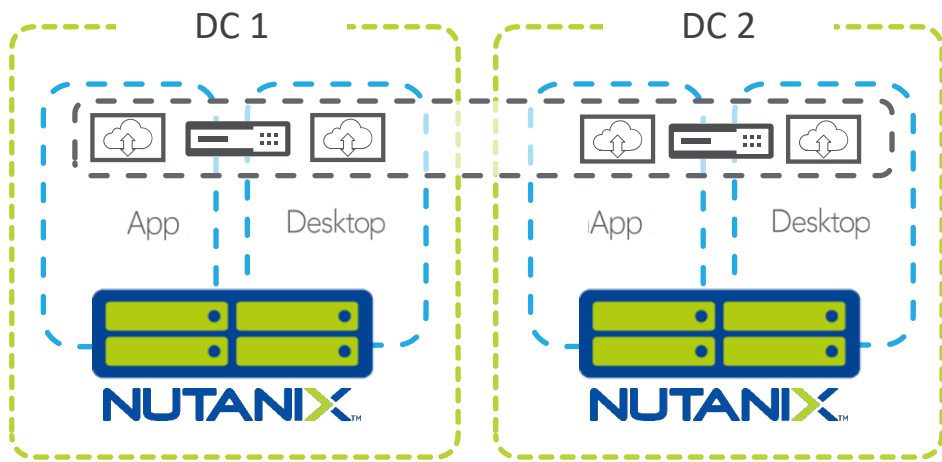
Phase 2 – Application & Desktop Onboarding



Phase 3 – Cloud Enablement & Transition



Phase 3
Cloud
Transition



1. Citrix Cloud License Transition and establishment of Citrix Cloud Account
2. Installation of Cloud Connectors for Citrix Cloud to On Premise Nutanix AHV
3. Installation of Netscaler MA Service Agents for GSLB & Netscaler Gateway Services

Phase 4 – Azure / AWS Expansion



CITRIX Cloud
XenApp & XenDesktop Service

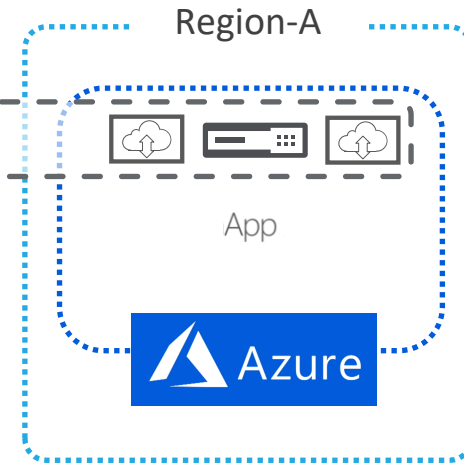


vmware
Horizon Cloud



Phase 4
Smart Scale
to Azure

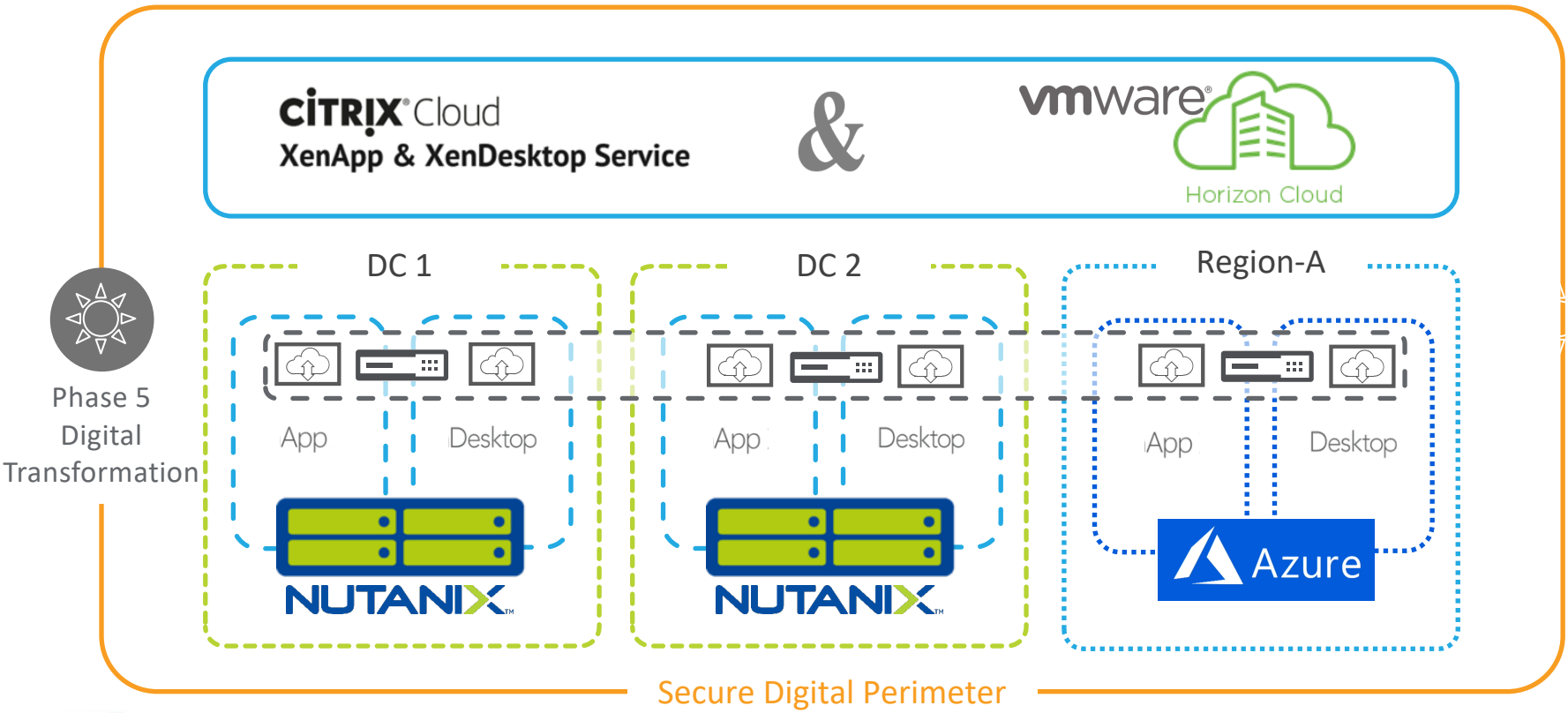
1. Establishment of Citrix Cloud Connectors in East US Azure Region
2. Installation of Azure Based NetScaler's & and MA Service Agents for GSLB to Third Region
3. Enable & Configure Smart Scale as part of Smart Tools capabilities and



Secure Digital Perimeter



Phase 5 – Digital Transformation



Broad Customer Adoption in Healthcare



Over 800 Nutanix healthcare customers worldwide

The Results

CURRENT PERFORMANCE PICTURE

Response Time Exception Percentage and Workflow Count
10/08/2017 to 04/08/2018

