EXCLUSIVE NETWORKS

The Power of 3

Uniting powerful solutions to deliver cyber-resilience in a hybrid world.

NUTANIX | rubrik | paloalto NETWORKS

Enter

Table of Contents

#WeAreExclusive

The Power of 3.
Cyber-resilience in a hybrid world.

The Challenge

Mobility and the cloud are transforming modern enterprises by providing employees and customers with greater access to data and services anywhere, anytime.

With increasing application complexity, driven by remote working services and accelerated cloud adoption, the need to easily visualise, analyse and secure network communications and data becomes critical.

To support these new demands, data centres are becoming increasingly virtualised, allowing for increased automation and the ability for application workloads to dynamically move across multiple on-premises data centers and multi-cloud (private, public, and hybrid) environments.

The adoption of new technologies like software-defined networking (SDN) and virtualisation, coupled with new trends in hyperconverged infrastructure (HCI) and hybrid cloud IT, helps organisations deliver on the demands of the business, but also introduces new risks and vulnerabilities.

As virtualised and cloud environments grow, so does an organisation's attack surface, increasing the risk of attackers gaining access to the internal network. Once attackers bypass perimeter security controls, they can move laterally across the environment in search of data to steal or hold for ransom.

As a result, organisations must redefine their security approach to include east-west network traffic security in addition to perimeter network security. In addition, businesses unfortunate enough to become breached need to recover fast and in real time with self service backup and recoveries.

#WeAreExclusive

What? - The Solutions

Nutanix Enterprise Cloud Platform

Simplifies infrastructure management by integrating server, storage, networking and virtualisation resources into a turnkey hyperconverged solution that runs any application at any scale. Easily expand your enterprise infrastructure to the cloud with an on-demand, scale-out software fabric on your hypervisor of choice - Nutanix AHV, VMware ESXi, and Microsoft Hyper-V.

Rubrik Cloud Data Management

Delivers data protection, search, compliance, and copy data management for enterprises built on Nutanix Enterprise Cloud Platform. Recover easily with real-time search, achieve up to 50% in immediate hard savings, and accelerate application development with data management built for web-scale and automated orchestration. Protect data born in the cloud and elsewhere with a single interface.

Migrate your applications and data across clouds. Integrate with IT service catalogs, infrastructure-as-code, and configuration management tools to automate deployments at scale and provide self-service backup and recoveries.

Palo Alto Networks Threat Prevention and other services on the VM-Series

Detect and stop threats attempting to penetrate the perimeter, move laterally across legitimate network connections, or exfiltrate data. Realtime threat intelligence feeds arm the VM-Series with the latest signatures based on threats detected across the entire Palo Alto Networks install base, protecting Nutanix environments from the latest zero-day threats. The VM-Series tag-based policy model ensures that even as new workloads are created, they are automatically protected based on their tags.

Palo Alto Networks Panorama™ network security management provides a single pane of glass through which to manage security and policies, alleviating the need for administrators to jump between interfaces. From Panorama, administrators can consistently manage the security posture of their Nutanix environment, physical data centers, and even public clouds.

◇ Flow

◉ Calm

rubrik

▰ THREAT PREVENTION

◆ VM-SERIES

PN PANORAMA

◉ CORTEX XSOAR™

#WeAreExclusive
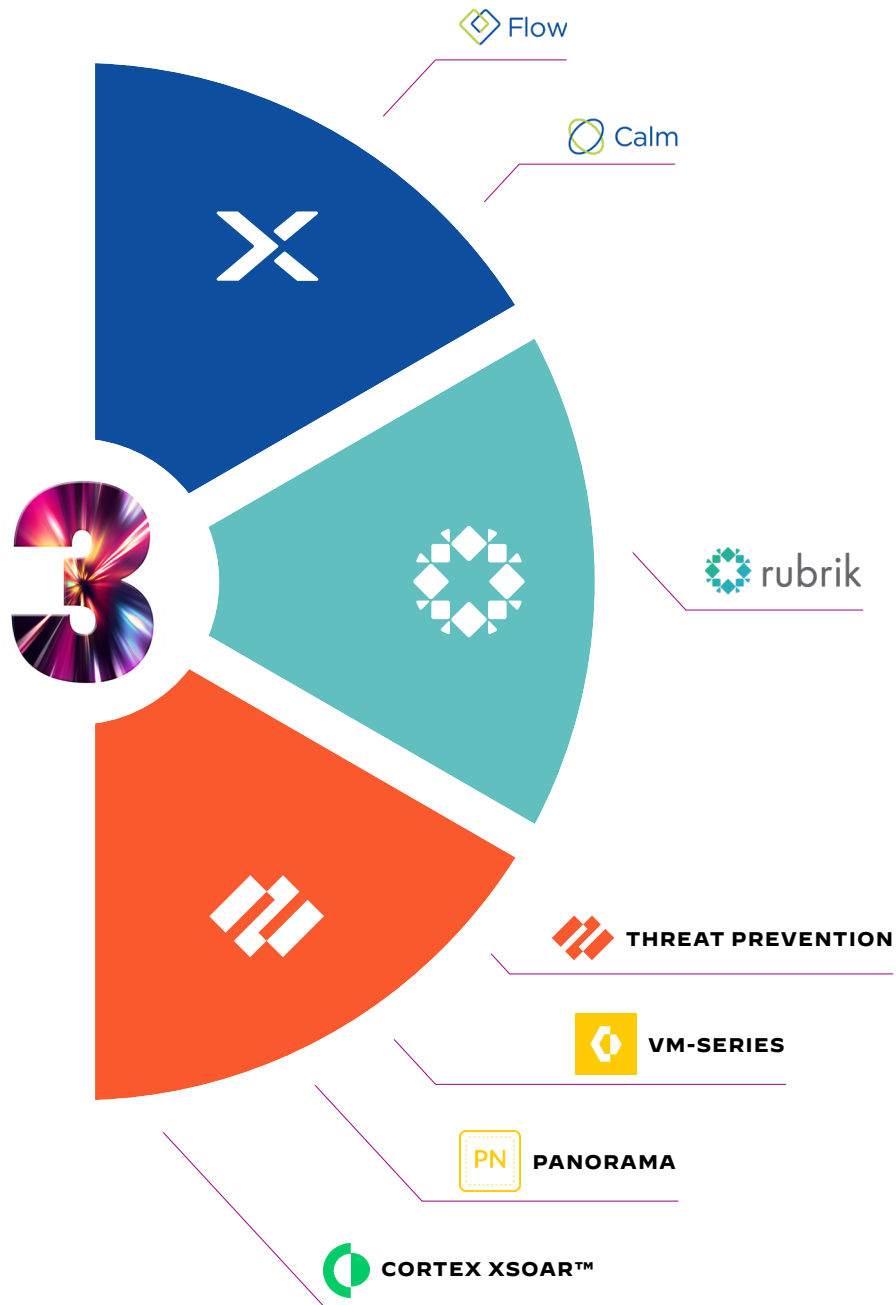
Why? – Your Opportunity

What's in it for me?

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.**

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

Grow yourself and your business.

How? - The Solution Components

#WeAreExclusive

Flow

Nutanix Flow

Nutanix Flow delivers advanced network security, providing visibility into the virtual network, application-centric protection from network threats, malware, and ransomware and security and compliance monitoring. Flow allows organisations to deploy software-defined virtual network security without the complexity of installing and managing additional products that have separate management and independent software maintenance requirements.

Download the datasheet

Find out more

Calm

Nutanix Calm

Calm is a multi-cloud application management framework. Calm provides application automation and lifecycle management natively integrated into the Nutanix Platform. With Calm, applications are defined via simple blueprints that can be easily created using industry standard skills and control all aspects of the application's lifecycle, such as provisioning, scaling, and cleanup.

These blueprints can be created through the UI or via code with a Python-based DSL, including seamless conversion. Once created, a blueprint can be easily published to end users through the Nutanix Marketplace, instantly transforming a complex provisioning ticket into a simple one-click request.

Download the datasheet

Find out more

rubrik

Rubrik

Rubrik simplifies backup and recovery for hybrid cloud environments. It eliminates legacy backup complexity by integrating data orchestration, catalog management, and deduplicated storage into a single software platform. With Rubrik, enterprises can unlock cloud for long-term data retention or DR and deliver automation with an API-first software platform. Designed to be vendor-agnostic, Rubrik supports the leading operating systems, databases, hypervisors, clouds, and SaaS applications.

Download the datasheet

Find out more

#WeAreExclusive

How? – The Solution Components

THREAT PREVENTION

Next-Generation Firewalls (NGFW) protect from credential based attacks; prevent known and previously unknown threats, including encrypted traffic; and enable users to access data and applications based on business requirements. Palo Alto Networks Threat Prevention service protects your network by providing multiple layers of prevention, confronting threats at each phase of an attack.

In addition to traditional IPS capabilities, Threat Prevention has the unique ability to detect and block threats on any and all ports instead of invoking signatures based on a limited set of predefined ports.

Download the datasheet

VM-SERIES

Palo Alto Networks VM-Series Virtual Next-Generation Firewalls support the same next-generation security and advanced threat prevention features available in our hardware firewalls, allowing you to protect your applications and data from the network to the cloud.

Download the datasheet

PN PANORAMA

Security deployments can overload IT teams with complex security rules and data from multiple sources. Panorama™ network security management empowers you with easy-to-implement, consolidated policy creation and centralised management features. You can provision firewalls centrally and use industry-leading functionality to create effective security rules as well as gain insight into network traffic and threats.

Download the datasheet

CORTEX XSOAR™

Rubrik and Cortex XSOAR can now be integrated. Rubrik expands the Palo Alto Networks offering to provide Cortex XSOAR customers with a complete end-to-end workflow integrating Rubrik's ransomware remediation (Polaris Radar) and sensitive data classification (Polaris Sonar) offerings into an automated playbook for managing ransomware attacks.

Download the datasheet

#WeAreExclusive

How? – The Solution Components

Joint Solution Benefits

Enterprise cloud offering with **next-generation security controls**

Preventive security controls to s**top threats before they cause damage**

Consistent management of **on-premises, private cloud,** and **public cloud security postures**

Automated, one-click deployment via the Nutanix Prism management console

Plug-and-play: Get started in minutes. Rubrik auto-discovers your entire environment

Global real-time search: Search for VMs and files with suggested search results as you type, on-prem or in the cloud

Instant recovery: Deliver near-zero RTOs for your Hyper-V or vSphere VM's by mounting directly onto Rubrik

Policy-based management: Use one SLA policy engine to create and automate policies with just a few clicks

API-first architecture: Automate **custom lifecycle management** workflows that play well with third party services (i.e. Ansible, ServiceNow, VMware vRealise Automation)

Lower TCO: Eliminate complexity of legacy multi-point solutions with a single platform. **Shrink your data center footprint up to 70%** and **achieve 30-50% in hard savings** immediately

Unlimited scale: Grow as you **grow with linear scale in capacity and performance.** No forklift upgrades

Cloud mobility: Easily migrate apps to cloud for long-term retention, test/dev, or DR with a single software fabric across data center to cloud. **Mobilise AFS data directly to low-cost cloud storage** while **maintaining instant accessibility** with file-level search

#WeAreExclusive

How? - The Solution Components

About Nutanix

Nutanix, the leader in hyperconverged infrastructure (HCI), makes datacenter infrastructure and clouds invisible, elevating IT to focus on business applications and services. Its Enterprise Cloud OS software converges private, public, and distributed clouds, bringing one-click simplicity and agility to infrastructure and application management. This enables IT to rapidly deliver against business needs at a favorable TCO, while retaining hardware and virtualisation technology that best suit their skills.

Learn more

About Rubrik

Rubrik simplifies backup and recovery for hybrid cloud environments. It eliminates legacy backup complexity by integrating data orchestration, catalog management, and continuous data protection into a single software platform. With Rubrik, enterprises can unlock cloud for long-term data retention or DR and deliver automation with an API-first software platform. Designed to be vendor-agnostic, Rubrik supports the leading operating systems, databases, hypervisors, clouds, and SaaS applications.

Learn more

About Palo Alto Networks

Palo Alto Networks, the global cybersecurity leader, is shaping the cloud-centric future with technology that is transforming the way people and organisations operate.

Our mission is to be the cybersecurity partner of choice, protecting our digital way of life. We help address the world's greatest security challenges with continuous innovation that seizes the latest breakthroughs in artificial intelligence, analytics, automation, and orchestration. By delivering an integrated platform and empowering a growing ecosystem of partners, we are at the forefront of protecting tens of thousands of organisations across clouds, networks, and mobile devices. Our vision is a world where each day is safer and more secure than the one before.

Learn more

#WeAreExclusive

Who? – The target audiences

The primary personas we target are the following:

- Enterprise Architects
- Network Security Operations
- Network Security Engineers
- Infrastructure Managers
- IT Managers
- Solutions Architects
- Technical Lead
- Technical Architect
- Technical Manager
- Project Manager
- Public Cloud Specialist Cloud Architect
- C-Level

What do they mostly care about?

CIO / VP of IT

They mostly care about:

- Increasing revenue & customer / prospect brand loyalty
- Lower TCO associated with IT
- Mitigate risk of lost revenue and/or productivity due downtime

Director of IT / IT managers

- Lower TCO associated with IT
- Reduce staff's time spent managing infrastructure (employee turnover)
- Mitigate risk of lost revenue and/or productivity due downtime

IT Admin

- Lower TCO associated with IT
- Reduce time spent managing infrastructure

#WeAreExclusive

Next? - Getting Started

Interested in finding out more?

Visit our landing page to find out more!

Please contact:

<div style="border:1px solid">Visit our landing page</div>

Richard Cook

Vendor Marketing Manager

rcook@exclusive-networks.com

Vanessa Cardwell

Marketing Manager

vcardwell@exclusive-networks.com