

# Power business continuity with Eaton and Nutanix solutions

Integrated, streamlined, and efficient – a partnership built for the integrity of your data and your business



Nutanix has proved to be a force – transforming virtualization itself with its software-defined Nutanix Acropolis Hypervisor (AHV). By eliminating siloes and reimagining legacy hypervisor architecture, Nutanix delivers a simpler, more scalable hyperconverged platform, utilizing software intelligence to achieve a next-generation, enterprise-grade virtualization solution. Hyperconvergence offers customers the ability to consolidate IT resources while enabling scale-out at reduced costs.

**47% of the Nutanix nodes sold had customers choose AHV for their virtualization needs<sup>1</sup>**



**Enter Eaton:** a power infrastructure management company whose portfolio has enabled businesses all over the world to automate power management to maintain business continuity in the event of a power outage or environmental hazard. Eaton's Intelligent Power Manager (IPM) is optimized for today's virtual environments, offering seamless integration with some of the industry's top hypervisor platforms. Through innovative remote monitoring, management, and control of network devices, Eaton's technology can ensure system uptime and data integrity – supporting business continuity from day one.

## A powerful partnership

On its own, Nutanix AHV is a resilient, deeply intelligent solution with built-in virtualization. But with the addition of Eaton's power infrastructure and management, you can control your power resources, on demand, for greater data protection and simplified uptime operations from the start. The increased availability provided through Eaton's power management solutions can help you maximize your Nutanix scale-out with minimal risk. Together, the partnership provides end-to-end solutions for your IT environment – and for any application.

### Key benefits:

- Single-source infrastructure for a more secure Nutanix deployment
- Secure, remote, graceful shutdown capabilities to protect the Nutanix infrastructure from loss of data or integrity during unforeseen power-related events
- Shorter implementation and deployment time through direct hypervisor integration
- Reduced risk during outages with Eaton's on-demand load shedding, designed to significantly increase backup runtime for critical virtual machines
- Maximized control of your IT environment with advanced alert notifications for custom migrations and automated remediation of power and environmental events
- Innovative power scale-out capabilities that align with the scale-out of your Nutanix AHV environment
- Seamless business continuity with increased power and energy efficiency

## Eaton solutions for Nutanix

Eaton's power management solutions enhance the Nutanix delivery infrastructure by proactively managing power to protect your investment, preserve data integrity, and optimize uptime.

### Eaton solutions for Nutanix include:

- **Intelligent Power Manager (IPM) software:** Validated as Nutanix Ready for AHV. Automates policies based on power conditions to make managing power simpler and quicker for improved business continuity.
- **Uninterruptible power supply (UPS):** Provides reliable, versatile, and efficient power backup.
- **Gigabit network card:** First UPS connectivity device to meet both IEC and UL cybersecurity standards. Improves power system reliability by providing warnings of pending issues and helping perform orderly, graceful shutdown of servers and storage.
- **Rack power distribution unit (PDU):** Efficiently distributes power throughout the rack.
- **Rack enclosure:** Secures critical equipment.

## Power outages generate hefty price tags for major industries<sup>2</sup>

Infrastructure failure costs Fortune 1000 companies an average of \$100,000 per hour

An average power event in the healthcare sector costs providers \$690,000 per outage

The loss of just 2 hours of uptime across 92 days cost Slack \$8.2 million

The estimated cost of downtime for Amazon is \$13.22 million per hour

A single five-hour operation center outage cost Delta Airlines \$150 million

## The control to power success

Nutanix's already innovative AHV solution, offering invisible virtualization that is elegantly easy to manage and operate, combined with Eaton's IPM simplified power management and monitoring, enables businesses to enhance business continuity while protecting mission-critical data during power-related outages. These events can cripple businesses that are not prepared with integrated power and management solutions to compensate when things go awry. The partnership between Eaton and Nutanix alleviates that risk – giving control back to businesses on a whole new level.



## The Eaton advantage

Today, the world runs on critical infrastructure and technology. Planes. Hospitals. Factories. Data centers. Vehicles. The electrical grid. These are things people depend on every day. And the companies behind them depend on us to help solve some of the toughest power management challenges on the planet. At Eaton, we're dedicated to improving people's lives and the environment with power management technologies that are more reliable, efficient, safe, and sustainable. Combined with innovative Nutanix virtual solutions, we can deliver business continuity with the power management, protection, and dedication every business needs.

We are a power management company made up of over 92,000 employees, doing business in more than 175 countries. Our energy-efficient products and services give our customers the tools they need to effectively manage electrical, hydraulic, and mechanical power more reliably, efficiently, safely, and sustainably. We continue to encourage each and every employee at Eaton to think differently about our business, our communities – and the positive impact we can have on the world.

Eaton | [www.eaton.com/nutanix](http://www.eaton.com/nutanix)



<sup>1</sup> Based on Nutanix sales data as of Q2 FY20 (calculated on a rolling four-quarter average).

<sup>2</sup> Eaton, "Biggest industry sectors couldn't escape power outages in 2019," March 2020.



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