

# Best of Show at Nutanix .NEXT

Every time DCIG attends a conference, we attempt to meet with as many exhibitors as possible to get an overview of their solutions and the key business challenges they solve. We then identify three that best address these challenges. In attending the [Nutanix .NEXT](#) event last week in Anaheim, CA, DCIG awarded these three products as Best of Show.

## ***Best of Show Award Winner #1: [Nutanix Mine](#)***

Nutanix Mine was one of the announcements made during the opening keynote at the [Nutanix .NEXT](#) conference that prompted spontaneous applause from the audience in attendance. That applause came for good reason.

### Nutanix Mine - Small



Form Factor: 2U

Available Storage: 96 TB

### Nutanix Mine - Medium



Form Factor: 4U

Available Storage: 192 TB

***Source: Nutanix***

Companies who standardize on Nutanix ideally do not really want to introduce another HCI platform to host their data protection platform. Using Nutanix Mine, companies get all the HCI benefits that Nutanix offers that companies can then use to host the data protection solution of their choice.

Data protection providers such as [HYCU](#), [Commvault](#), [Unitrends](#), and [Veritas](#) all announced their intentions to use [Nutanix Mine](#) as an option to host their data protection software. Further,

other data protection providers in attendance at [Nutanix .NEXT](#) privately shared with DCIG that they plan to adopt Mine as a platform hosting option at some point in the future, one even going so far as to say it views Mine as a platform it must adopt.

## ***Best of Show Award Winner #2: [Lenovo TruScale](#)***

[Lenovo TruScale](#) literally introduces enterprises to utility data center computing. Lenovo bills TruScale clients a monthly management fee plus a utilization charge. It bases this charge on the power consumed by the Lenovo-managed IT infrastructure.

**NO REQUIRED MINIMUM CAPACITY COMMITMENT**  
Scale from 0%-100% based on customer needs

**DEDICATED CUSTOMER SUCCESS MANAGER**  
Consistent service on any commercial, technical or operational issues

**PROPRIETARY METERING SOLUTION BASED ON POWER CONSUMPTION**  
Customer's data plane remains untouched, giving the advantages of cloud-like economics with the security of on-premise hardware

**REAL TIME DASHBOARD PROVIDING ACTUAL USAGE, BILLING, ETICKETING SERVICES**  
Control and predict costs

**ENTIRE THINKSYSTEM AND THINKAGILE PORTFOLIOS AVAILABLE AS HAAS DEPLOYMENTS**  
Flexibility and scalable options

**Source: Lenovo**

This power consumption-based approach is especially appealing to enterprises and service providers for which one or more of the following holds true:

- Data center workloads tie directly to revenue.
- Want IT to focus on enabling digital transformation, not infrastructure management.
- Need to retain possession or secure control of their data.

[TruScale](#) does not require companies to install any extra software. TrueScale gets its power utilization data from the management processor already embedded in Lenovo servers. It then passes this power consumption data to the Lenovo operations center(s) along with alerts and other sensor data.

Lenovo uses the data to trigger support interventions and to provide near real-time usage data to customers via a portal. The portal graphically presents performance versus key metrics including actual vs budget. Lenovo's approach to utility data center computing provide a distinctive and easy means this technology while simultaneously simplifying billing. (*Note: DCIG will be publishing another blog entry very shortly that more thoroughly examines [Lenovo TruScale](#).*)

### ***Best of Show Award Winner #3: HYCU 4.0***

I have known about [HYCU](#) for a while so its tight integration with Nutanix AHV is not the motivation for DCIG awarding HYCU Best of Show. Rather, the testimony that a staff member from Nutanix's internal IT department shared about Nutanix's own experience running [HYCU](#) to protect its data center caught my attention.



*Source: HYCU*

Nutanix internally deployed [HYCU](#) in three data centers across the United States and in its small data centers in its global offices. HYCU protects over 3,500 VMs that includes both Linux and Windows VMs with no agents installed. It provides both file and VM level restores and uses Active Directory for its RBAC (role-based access control).

Nutanix evaluated data protection products from other data protection providers. Nutanix chose [HYCU](#) over all of them. Pretty strong testimonial and endorsement of HYCU by Nutanix when almost other data protection provider would [give their eye teeth](#) to be Nutanix's internal go-to provider of backup software.