



Digitalizing Manufacturing Enterprises with Nutanix Cloud Solutions

Agenda¹²

1

Smart Manufacturing Trends

2

Industry 4.0 challenges on IT

3

Nutanix Solution for Smart Manufacturing



Impacts of Covid on Manufacturing

| 3



Macroeconomic developments



Worker Safety



Regulatory developments



Technology/Supply Chain vulnerabilities

2020/21 – Crisis years

- Factories closed or run below capacity
- Preserving capital due to market uncertainties
- Technology plays a key role in keeping manufacturing workers safe
- Systems to support automation, robotics, social distancing, contact tracing etc.
- Government incentives to help manufacturing markets
- Disruption exposed weaknesses in technology and supply chain
- Manufacturers behind on optimizing business with technology/digitalization exposed to losses

Post–Crisis years (2022/23)

- Factories functioning at pre-crisis levels
- Manufacturing productivity that has been stagnant improves due to technologies put in place during pandemic
- Automation and robotics will stay post-covid as they supplement human labor and help with manufacturing productivity
- Policies to reduce global dependencies on critical components that impact country's manufacturing capabilities
- Market consolidation leads to fewer stronger players

Digitalization accelerates → Robust Software Based Infrastructure



Complexity of Manufacturing IT

Workforce Requirements



Highly Mobile Workforce



Multiple Work Sites



Complex/Variety Workloads



Security/Robustness

Manufacturing Control Systems (ISA -95)

Level 4

Business Planning & Logistics
Plant Production Scheduling, Operational Management, etc.

ERP

Level 3

Manufacturing Operations Management
Dispatching, Detailed Production, Scheduling, Reliability etc.

MES

Level 2

Batch Control

Continuous Control

Discrete Control

SCADA

Level 1

PLC

IT

OT

Industry 4.0 requires solutions that could support convergence of systems and processes across the enterprise.



Nutanix makes DC deployment as easy as Tesla firmware upgrade¹⁵

Use Case: Tesla Continuous Deployment of Firmware Deployments

Updates by Build/Day Model 3/Y (build-day-3Y)

Build	Name	Updates Today	7/12	7/11	7/10	7/09	7/08	7/07	7/06	7/05	7/04	7/03	7/02	7/01	6/30	6/29	6/14	5/14	4/14	1/14	10/15	7/14	7/14/19
			to	to	to	to	to	to	to	to	to	to	to	to	to	to	to	to	to	to	to	to	to
2020.28.2		1	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	1
2020.28.1		3	-	3	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	3
2020.24.6.5		3	-	-	1	2	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	3
2020.20.17		14	-	1	-	-	3	3	6	1	-	-	-	-	-	-	-	-	-	-	-	-	14
2020.24.6.4		108	-	1	1	3	5	6	19	12	2	3	40	16	-	-	-	-	-	-	-	-	108
2020.24.6.3		3	-	-	-	-	-	1	-	-	-	-	-	2	-	-	-	-	-	-	-	-	3
2020.24.6.1		79	-	-	-	-	-	-	-	-	-	-	-	-	3	4	1	71	-	-	-	-	79
2020.24.6		1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	1	-	-	-	-	-	1
2020.24.5.1		1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	1	-	-	-	-	-	1
2020.20.13		5	-	-	-	-	-	-	-	-	-	-	-	-	-	-	2	3	-	-	-	-	5
2020.20.11		1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	1	-	-	-	-	1
2020.20.12		145	-	-	-	-	-	-	-	-	-	-	-	-	-	-	41	104	-	-	-	-	145

*Source: <https://ev-fw.com/track-reports.php>

DevOps Engineer - Design Technology

We are seeking a DevOps Engineer to join the Design Technology team at Tesla. This team is responsible to make product design work more efficient and accelerate the pace of design iterations at Tesla across our whole portfolio of products (Passenger vehicles, Commercial vehicles, Energy & Solar).

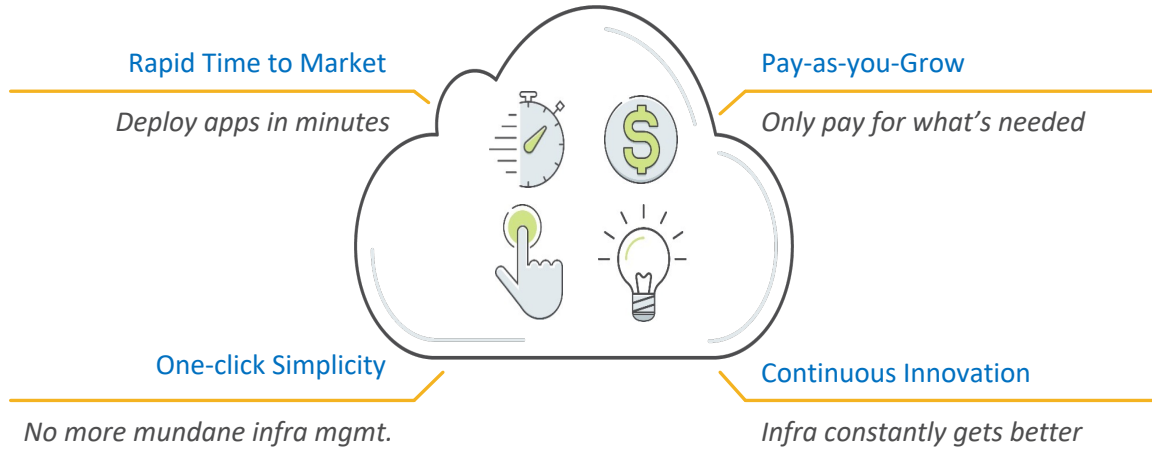
The successful candidate will support the team's development and production environment, support our CI/CD process, enable rapid development iteration and have a desire to build highly available systems.



Route to Competitiveness in the new Automotive landscape → Reducing Time-to-Market of (firmware) upgrades



Cloud Has Reset IT Expectations



IT Imperatives

- Lower overall TCO
- Minimize Infrastruct OPEX
- Get IT to be more agile and move faster



Public Cloud

- Scalable and elastic
- Cloud-native applications



Private Cloud

- Predictable and secure
- Performance sensitive
- Mission-critical applications

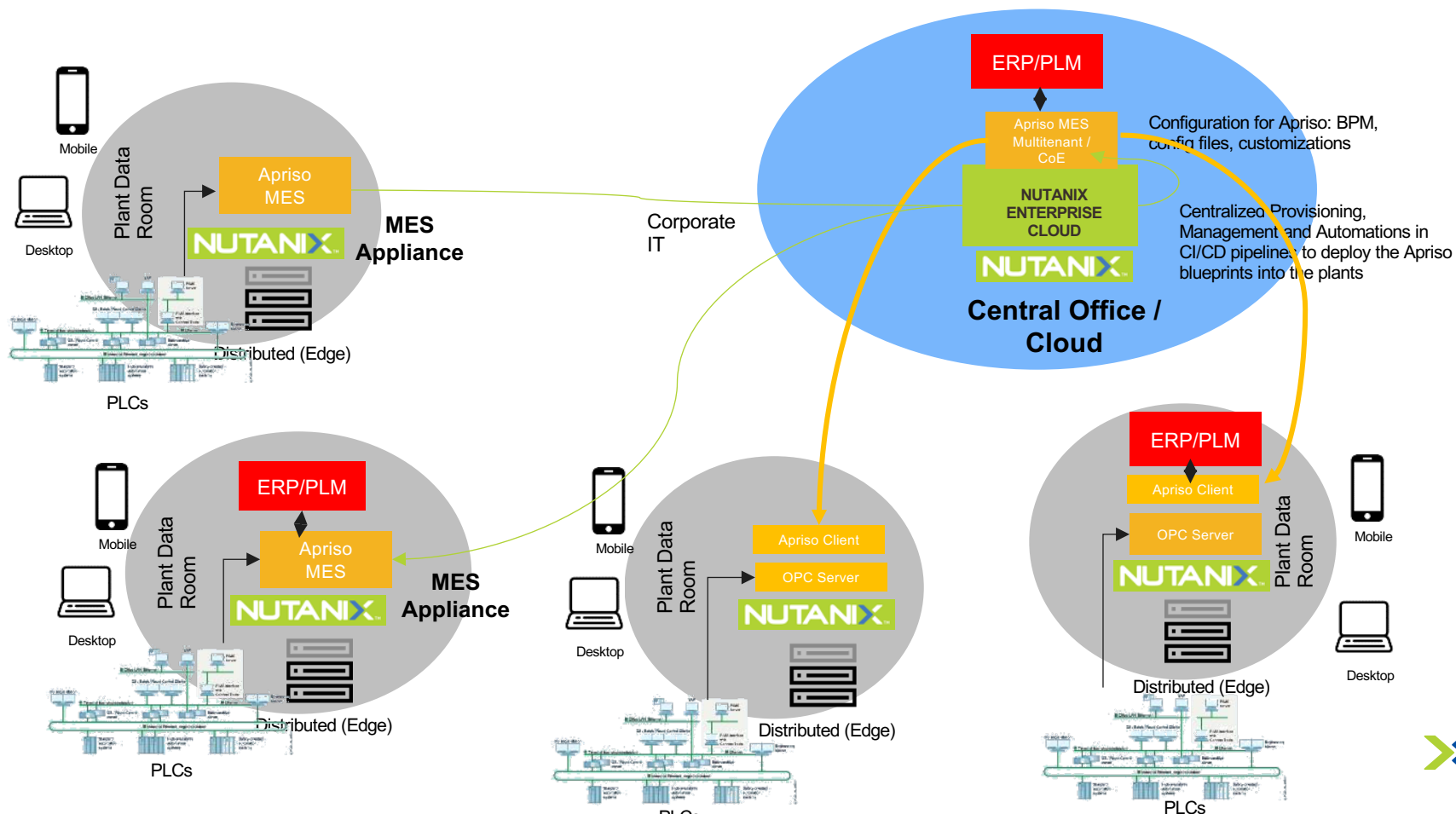


Distributed Cloud

- Dispersed and small
- ROBO, Edge and IoT applications



Nutanix ROBO Solution Architecture – the distributed cloud



Nutanix Remote Office Branch Office Solution: Meeting The It Needs Of The Distributed Cloud

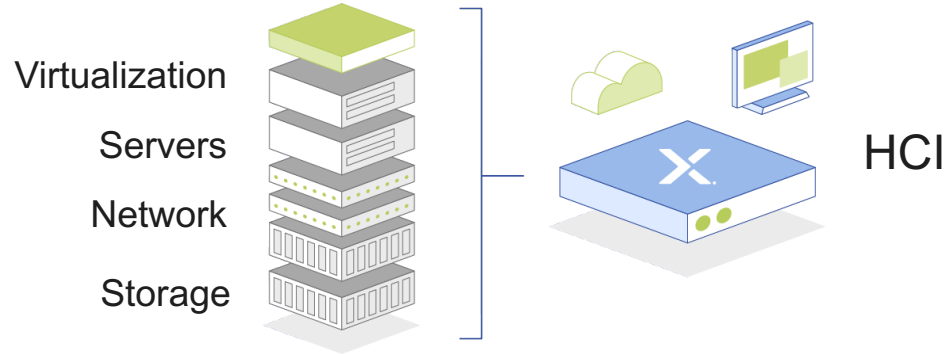
- ✓ *Make it easy to keep up with software upgrades and patches?*
- ✓ *Simplify ROBO and other edge infrastructure and make it easy to manage from a central location?*
- ✓ *Reduce the cost of purchasing, installing, and managing infrastructure at ROBO sites?*
- ✓ *Streamline ROBO backups and enable disaster recovery?*
- ✓ *Increase application performance and availability?*
- ✓ *Reduce footprint so infrastructure fits more easily when space is limited?*
- ✓ *Automate sw development?*
- ✓ **REDUCE PLANTS DEPLOYMENT TIMES FROM DAYS TO HOURS?**

Nutanix Enterprise Cloud

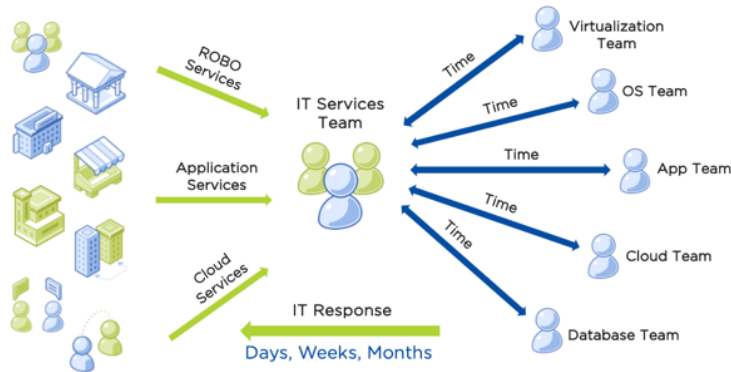


Nutanix Enterprise Cloud Platform introduces Many Layers of Simplification

How to simplify and automate plants



Time, Cost, Friction, Security, Risk and Latency

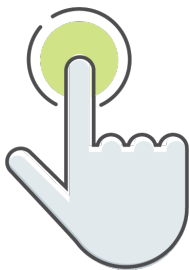


Standardization Reduces Time, Cost, Friction, Risk & Rework



One Click Plant as a Service Benefits

One-Click



Infrastructure Deployment & Management

- Centralized Provisioning and Management
- Fastest TTM plant deployment



Application Automation and Orchestration

- Self-service provisioning
- App deployment and governance
- Hybrid Cloud ready deployment



Operational Insights

- Behavior based alerting
- Intelligent remediation
- Consumer-grade search and dashboards



Planning

- Capacity planning
- One-click infrastructure optimization
- Just-in-time forecasting



Day 2 Operations

- Platform and Firmware Upgrades
- Backup and Restore
- Patching





Reimagining Manufacturing IT