

Powering Dell EMC XC Core.

Simple. Scalable. Streamlined.

Call Opener.

Hi (their name), this is (your name) calling from (your organization) to discuss how exciting new solutions from Nutanix and Dell EMC can benefit your business.

I'm sure you are busy so I'll be brief. I'm calling to tell you about the XC Family that integrates Dell EMC servers and Nutanix software to create a simple, scalable, streamlined HCI solution.

The XC Family enables you to integrate Dell EMC PowerEdge x86 servers and Nutanix Enterprise Cloud OS software, into purpose-built appliances, for all virtualized applications and workloads.

Conversation Starters.

Do you find it challenging to keep up with the infrastructure needs of business teams?

Do your internal and external customers complain about long wait times for IT tickets?

Does your team spend too much time tending to infrastructure, as opposed to applications and services?

Do you spend far too long in war rooms with other teams when slowdowns or outages occur?

Is it hard to identify the root cause of problems across infrastructure and applications?

Do you spend far too much time on upgrades and system maintenance?

Do you want to free up time and resources to focus more on business priorities?

Do you want a datacenter that is software defined?

Are you looking to simplify your IT operations?

Ideal Customers.

Mid-sized and up organizations

The prospect's IT solution needs rapid deployment for business agility, reduced upfront and ongoing costs and a cooperative support agreement.

Current users looking to update/refresh/grow

Customers who have adopted XC Core often re-purchase frequently and at much higher deal values in the future. XC Core makes it easy to start small and grow as their needs expand, as well as to consolidate.

Range of vertical industries

XC Core is a versatile solution that has been sold into customers across all major industry verticals - including healthcare, financial services, manufacturing, education, government and more.

Ideal Workloads.

Nutanix powering the Dell EMC XC Core is ideal for all enterprise workloads including:

VDI

SAP

MSFT SQL Server

Oracle DB

Splunk & more

XC Wrap up and Next Steps.

Thank you for taking the time to speak with me today. It would be great to connect in person with our team here at (insert reseller name) to discuss your needs further and if necessary demonstrate how this solution can benefit your organization.

Can I schedule a follow up appointment for you?

Powering Dell EMC XC Core.

Simple. Scalable. Streamlined.

Call Opener.

Hi (their name), this is (your name) calling from (your organization) to discuss how exciting new solutions from Nutanix and Dell EMC can benefit your business.

I'm sure you are busy so I'll be brief. I'm calling to tell you about the XC Family that integrates Dell EMC servers and Nutanix software to create a simple, scalable, streamlined HCI solution.

This alliance enables your customers to integrate Dell EMC PowerEdge x86 servers and Nutanix Enterprise Cloud OS software, into purpose-built appliances, for all virtualized applications and workloads.

Conversation Starters.

Do your partners find it challenging to keep up with the infrastructure needs of business teams?

Do the internal and external customers of your VARs complain about long wait times for IT tickets?

Do your partners spend too much time on infrastructure, as opposed to applications and services?

Do your partners' customers spend too long in war rooms with other teams when slowdowns or outages occur?

Is it hard for customers to identify the root cause of problems across infrastructure and applications?

Do your partners spend too much time focusing on upgrades and system maintenance?

Do your VARs want to free up time and resources for their customers to focus on business priorities?

Do your VARs want a datacenter that is software defined?

Is offering simplified IT a priority for your VARs?

Reseller Profiles.

Mid-sized and up organizations

The prospect's IT solution needs rapid deployment for business agility, reduced upfront and ongoing costs and a cooperative support agreement.

Current users looking to update/refresh/grow

Customers who have adopted XC Core often re-purchase frequently and at much higher deal values in the future. XC Core makes it easy to start small and grow as their needs expand, as well as to consolidate.

VARs in a range of vertical industries

XC Core is a versatile solution that has been sold into customers across all major industry verticals - including healthcare, financial services, manufacturing, education, government and more.

Customer Workloads.

Nutanix powering the Dell EMC XC Core is ideal for all enterprise workloads including:

VDI

SAP

MSFT SQL Server

Oracle DB

Splunk & more

XC Wrap up and Next Steps.

Thank you for taking the time to speak with me today. It would be great to connect in person with our team here at (insert distributor name) to discuss your needs further and if necessary demonstrate how this solution can benefit your organization.

Can I schedule a follow up appointment for you?