

NUTANIX™

Powering Dell EMC XC Core.

Simple. Scalable. Streamlined.

This hyperconverged infrastructure (HCI) solution integrates PowerEdge x86 servers and Nutanix software into purpose-built appliances for all virtualized applications and workloads.

Working in partnership, Nutanix software is integrated for a scalable, simple and easy to deploy appliance to create workload-optimized hyperconverged infrastructure.



Reasons to Sell.

Business agility

Straight-forward deployment within an hour. Update latest software within minutes and shorten business processes.

Low total cost of ownership

Reduce upfront and ongoing costs by automating processes and spending less time trouble shooting.

Peace of mind

A cooperative support agreement ensures high levels of customer satisfaction.

Confidence

A long term partnership with more than 2,200 joint customers and 32,000 XC Family systems already proven and delivered.

Customer Pain Points.

A need for a solution that is optimized for software defined infrastructure and still powerful.

A need for operational management simplicity.

Frustration with finding the time to focus on business priorities.

Must reduce risk for new infrastructure and business transformation.

Triggers to Sell.

Looking to reduce complexity and lower OPEX out of the box.

Exploring options that provide greater business agility and flexibility.

A need for a powerful infrastructure solution that supports any virtualized workload at any scale.

Why choose XC Core?

All XC Core solutions include support for 1-click BIOS, firmware and software updates seamlessly through Prism using Lifecycle Manager.

Every XC system can be deployed with your choice of hypervisor, Intel™ Xeon™ processors, up to 6TB of memory, SAS, SATA and NVMe SSDs for hot data with automatic tiering to HDDs for cold data. All-flash configurations, GPU and storage only nodes are also available.

Differentiators.

51%

Less staff time to manage and support*

Accelerate time to market for new applications, services and features.

99%

Less unplanned downtime*

Greatly reduces impact of downtime for mission-critical workloads and user productivity.

61%

Lower cost of operations*

Freeing up more budget to identify business priorities and solve business challenges.

* IDC White Paper | Dell EMC XC Series Creating Value as a Scalable, Efficient Hyperconverged Platform.

Qualifying Questions.

Is it challenging to keep up with the infrastructure needs of business teams?

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

Does your team spend too much time tending to infrastructure, as opposed to business priorities?

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

Is your IT team stretched so much that you're looking to do more with less?

Are you in need of rapid development capabilities?

Decision Makers.

CIO

Responsible for policy and practice development, planning, budgeting, resourcing and training.

IT Managers

Responsible for implementing and maintaining an organization's technology infrastructure.

Dev Ops Manager

Responsible for applications and software being more efficient than organizations that use traditional management.

More Resources.

IDC paper

Dell EMC XC Series Creating Value as a Scalable, Efficient Hyperconverged Platform

ESG paper

Dell EMC XC Family: Hardware that Matters to the Digitally Transformed Business

Case study

Wharton School and Dell EMC XC