

XC Series Conversion to XC Core

Sales Edition



What does this mean?

Dell and Nutanix has agreed to let all XC Series customer's convert their XC Series nodes to XC Core. This will allow the customer to deal directly with Nutanix for SW support. Before, we were only allowing customer's who met a certain criteria to request a conversion.

Benefit for Dell Sales

- Sell XC Core in existing XC Series clusters that have been converted
- Better compensation on XC Core

Benefit for Customer

- Customer can call Nutanix directly for support
- Move to term-based, transportable license
- Expand converted cluster with XC Core nodes
- Adopt NTX Capacity Based Licensing (CBL)

How will this work?

Customer will contact their Dell and/or Nutanix sales reps. Nutanix Sales will work on their side in getting the SW contract in place. Dell sales will create a conversion request in XC:Quote. This process is not ready yet, so for the short term, Sales will contact NPO team. Dell sales will work with NPO team to get the customer's service tags converted over to XC Core.

There are two types of conversions.

- Conversion without Renewal: Process will be to add "XC Conversion to Core" info SKU to converted tags. Current hardware support in place.
- Conversion with Renewal: If tags are expired or due to be expired, process to renew will work simultaneously with the conversion process.

Once NPO team is notified about the conversion request, they will work with Nutanix to make sure the conversion completes at the same time.

NPO team will complete the conversion process once SW license is in place with Nutanix, and the customer has signed and returned Dell Legal document acknowledging the change in the contract of their XC Series nodes.

Who should I contact in NPO?

- You can send an email to:
 - Kristen Blake Kristen_blake@dell.com
 - Juanita Anderson Juanita_Anderson@dell.com
 - Jacqueline Nowlan Jacqueline_Nowlan@dell.com

Please make sure you provide the following:

Customer name

Customer email

The tags in the customer install base

Any other Dell Sales member who needs to be notified

Nutanix sales rep name (if available)