Nutanix and Dell: A Turnkey, AI-Ready HCI Appliance

A turnkey hybrid multicloud appliance powered by AMD EPYC™, delivered as Dell XC Plus.

IT leaders face strict datacenter power limits, rising core-based software licensing costs, and growing pressure to operationalize agentic AI on sensitive corporate data. Nutanix and Dell answer with an open, high-density hybrid multicloud foundation powered by AMD. Dell XC Plus delivers the Nutanix Cloud Platform as a turnkey, factory-integrated appliance on Dell PowerEdge servers, backed by Dell's supply chain, lifecycle management, and a single point of contact for support. With AMD EPYC™ core density beneath, organizations consolidate aging server estates, reclaim trapped power and floor space, and lower total cost of ownership. The result is an integrated powerhouse that modernizes virtualization and prepares the enterprise for secure AI.

Key Benefits

- **Consolidate up to 8:1**, from 1,000 x86 servers to 127 2P AMD EPYC™ 9965 nodes,[1] cutting TCO up to 79%.[2]
- Reclaim trapped power and floor space with up to **66% better energy efficiency per watt**.[3]
- Deploy a factory-integrated XC Plus appliance with a single Dell point of contact for support.
- Migrate off legacy virtualization and manage the full stack from Nutanix Prism with Dell OpenManage.
- Protect workloads with Dell Secure Root of Trust, AMD SEV-SNP, and Nutanix Flow microsegmentation.

Modernize Virtualization with an Integrated XC Plus Appliance

The shift away from legacy virtualization, accelerated by recent licensing changes, has enterprises seeking an exit from the virtualization tax and the rigidity of locked-in hypervisors. Nutanix and Dell provide a clear, low-risk path. Nutanix Move migrates critical workloads from legacy platforms with minimal downtime and no application refactoring, preserving license portability and long-term cost predictability.

Dell XC Plus arrives factory-integrated with the Nutanix Cloud Platform on Dell PowerEdge servers, so teams deploy a tested appliance and manage compute, storage, and virtualization from Nutanix Prism, with Dell OpenManage and iDRAC for hardware lifecycle. Dell ProDeploy and ProSupport provide a single point of contact across hardware and software. Underneath, AMD EPYC™ processors deliver high core density, so organizations replace racks of aging hardware with a compact cluster and cut the socket and core footprint that drives VMware, SQL, Oracle, and SAP licensing.

For added flexibility, Dell PowerFlex can serve as integrated external storage, letting teams scale compute and storage independently. The reclaimed capital, power, and floor space can then fund the next phase of enterprise AI.

Operate with Resilience, Visibility, and Control

Beyond consolidation, Nutanix and Dell deliver a seamlessly integrated platform built for operational excellence at scale. Dell enterprise-grade hardware combines with Nutanix cloud infrastructure software to simplify IT management, reduce complexity, enhance resilience, and optimize costs, freeing teams to focus on strategic growth.

The platform is built for cloud-native applications that are inherently scalable, resilient, and easy to manage. Teams deploy and operate containerized workloads on Nutanix Kubernetes Platform alongside virtual machines, with a consistent operating model from core to edge. Native data services, including snapshots, replication, and self-healing from drive and node failures, help ensure business continuity without bolt-on tooling.

Dell CloudIQ and OpenManage add proactive monitoring and predictive analytics across the hardware lifecycle, while Nutanix Prism unifies day-to-day operations. With greater visibility, control, and the ability to make data-driven decisions, enterprises innovate faster, improve time-to-market, and achieve measurable business outcomes, all on a turnkey appliance powered by AMD EPYC™.

Power Secure, Open AI on a Trusted Appliance

Moving from simple chatbots to agentic AI means autonomous systems that reason across multiple steps, retrieve sensitive data, and execute workflows on their own. That demands constant access to protected memory, and proprietary AI stacks tend to inflate cost, create governance gaps, and lock customers in.

Nutanix and Dell take a different approach. The 12-channel memory bandwidth of AMD EPYC™ processors runs fast local inference and data preprocessing on the CPU, letting teams begin agentic work on the XC Plus cluster before committing to dedicated GPUs, then scale to AMD Instinct™ accelerators in Dell PowerEdge XE servers as demand grows.

Data sovereignty holds throughout: the Nutanix AI Gateway governs multi-agent workflows, Dell Secure Root of Trust verifies platform integrity, and AMD SEV-SNP encrypts and isolates individual VMs and AI threads at the silicon level. Standardizing on the open AMD ROCm™ ecosystem and Nutanix Kubernetes Platform keeps the environment free of proprietary lock-in, while Nutanix Flow microsegmentation contains traffic between agents.

One Integrated Appliance for Modernization and AI

Nutanix, Dell, and AMD give enterprises one integrated appliance to modernize virtualization, consolidate infrastructure, and operationalize secure AI, all without lock-in. Reclaim your power, your budget, and your AI runway. Talk with your Nutanix or Dell team to scope a deployment.

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[1]AMD EYPC™ Claim: See 9xx5TCO-002a. [2]AMD EYPC™ Claim: See 9xx5TCO-018. [3]AMD EYPC™ Claim: See 9xx5-134.