

Cisco **Compute**

# Партнерство Cisco та Nutanix

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**Cisco and Nutanix Forge Global Strategic Partnership to Simplify Hybrid Multicloud and Fuel Business Transformation**



Compute, network,  
and SaaS-based  
infrastructure  
management

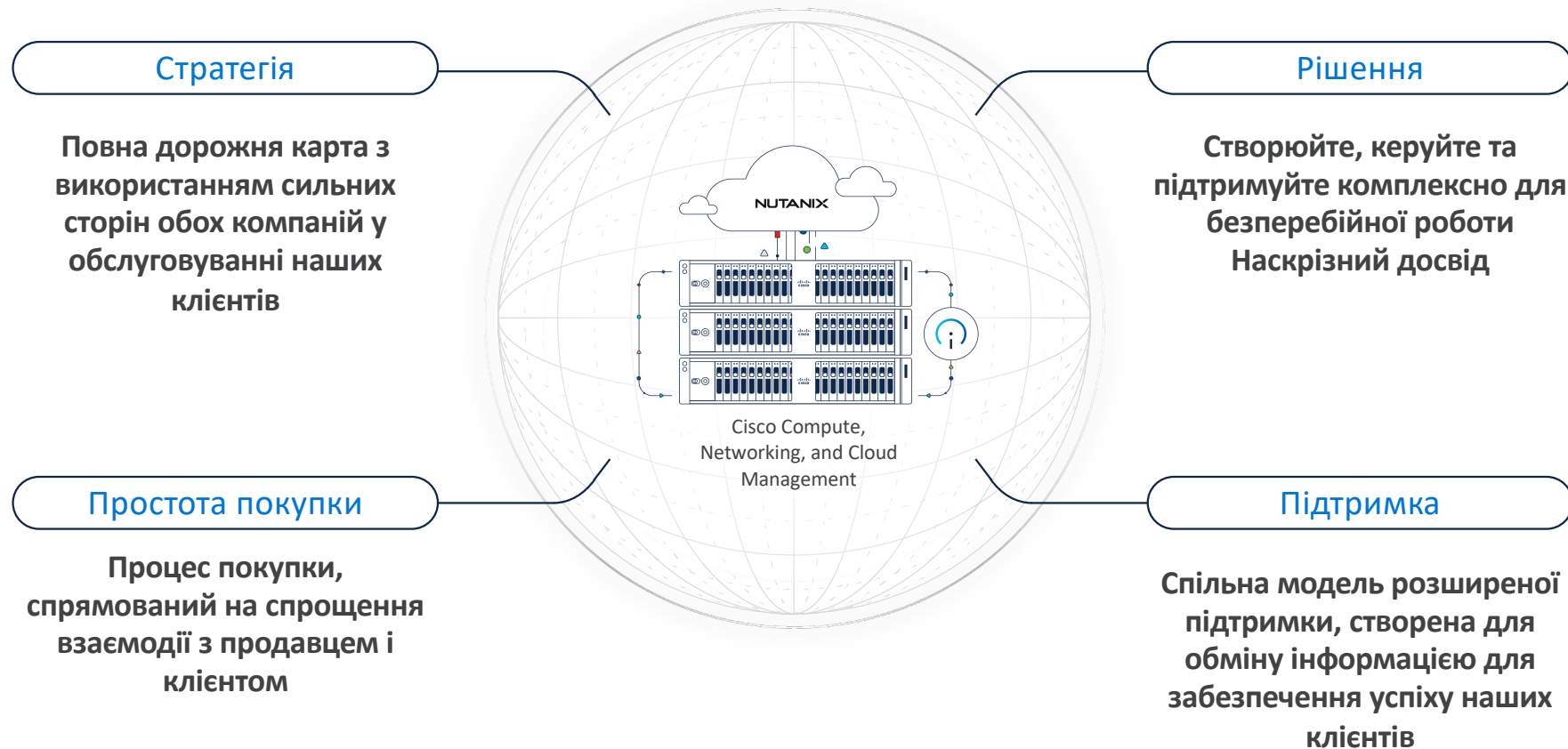


Hybrid, multicloud  
software based on market-  
leading  
HCI foundation

# Cisco Compute Hyperconverged

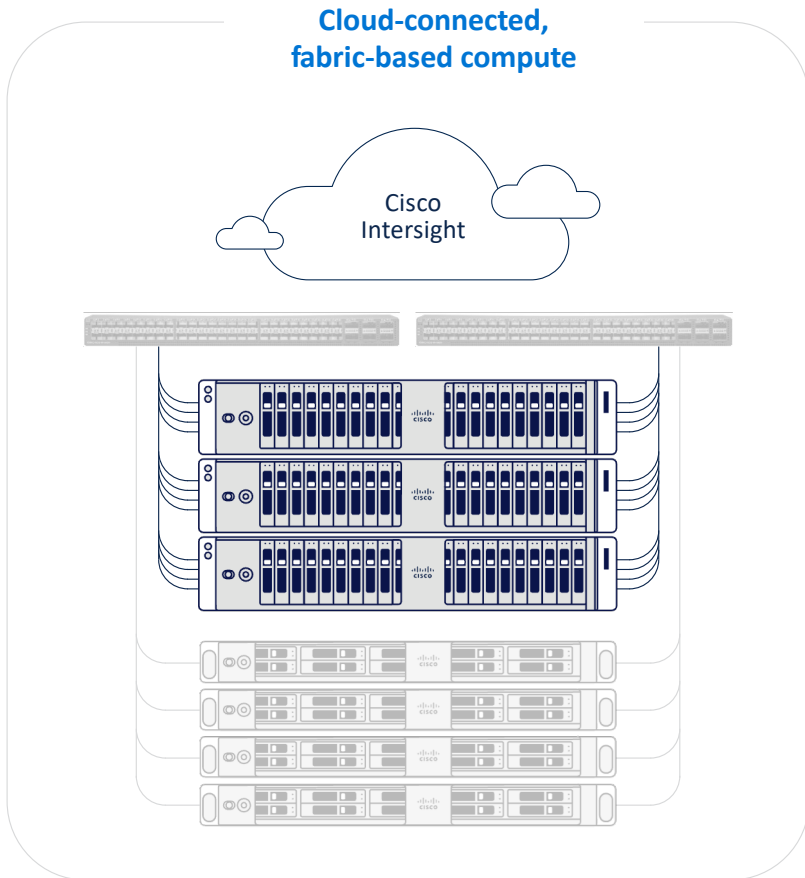
# Cisco and Nutanix: 1 + 1 = 3

A 360-degree partnership





# 1: Що пропонує Cisco



## Цінність

### ПРОСТОТА

Глобальна видимість,  
уніфікований досвід та  
підтримка на зв'язку

### ГНУЧКІСТЬ

Вирішуйте будь-який  
випадок використання за  
допомогою гнучких  
варіантів розгортання та  
повної програмованості

### СТІЙКІСТЬ

Вбудована безпека,  
висока доступність,  
фабрика з низькою  
затримкою та  
проактивна підтримка

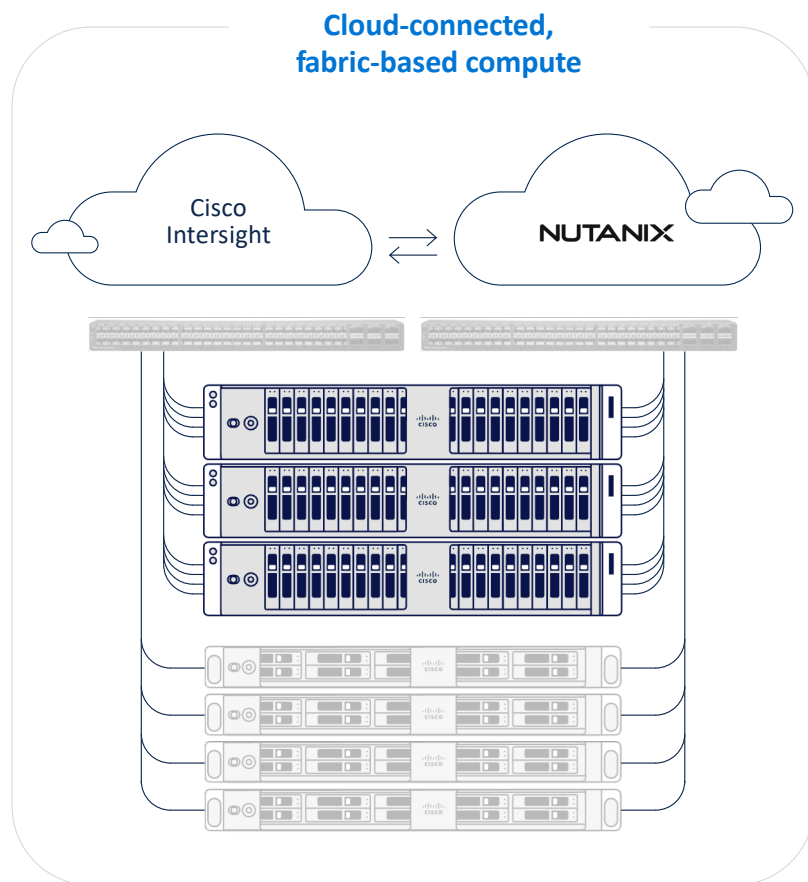
## Результат

Робіть більше з  
меншими витратами  
часу та коштів

Робіть більше з  
меншими відходами  
та ефективніше

Захистіть свій бізнес  
завдяки більшому часу  
безвідмовної роботи  
та надійності

# 1 + 1 = 3: Що пропонують Cisco та Nutanix разом



## Value

**ПРОСТОТА**  
Глобальна видимість,  
уніфікований досвід та  
підтримка на зв'язку

**ГНУЧКІСТЬ**  
Вирішуйте будь-який  
випадок використання за  
допомогою гнучких  
варіантів розгортання та  
повної програмованості

**СТІЙКІСТЬ**  
Вбудована безпека,  
висока доступність,  
тканина з низькою  
затримкою та  
проактивна підтримка



## Унікальності Nutanix

**Повне управління  
життєвим циклом з  
автоматизованою  
конфігурацією «з  
коробки»**

**Ваш вибір  
гіпервізора,  
бездоганна  
масштабованість  
та повторне  
використання  
інвестицій**

**Безперервність  
бізнесу, висока  
доступність та  
інтегрована  
модель підтримки**

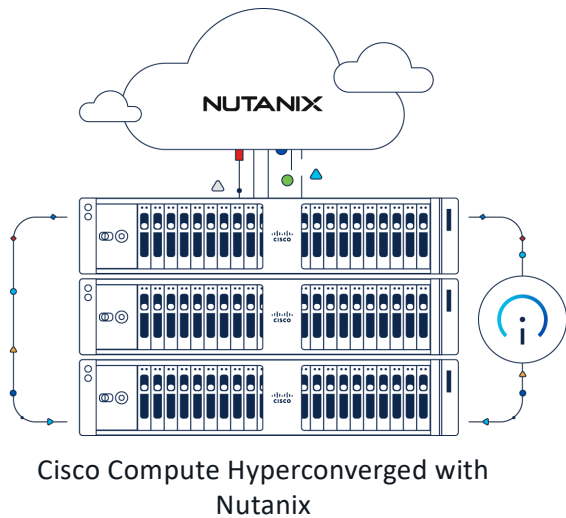
## Outcome

Робіть більше з  
меншими витратами  
часу та коштів

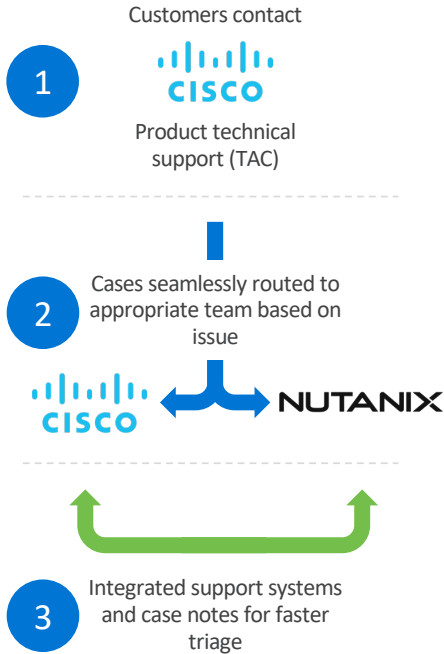
Робіть більше з  
меншими відходами  
та ефективніше

Захистіть свій бізнес  
завдяки більшому  
часу безвідмовної  
роботи та надійності

# Глобальна підтримка



## Безшовна інтеграція Модель підтримки



## Варіанти генерації кейсів



Customers can contact TAC to open a case and/or have intelligent software do it for them with features such as Proactive RMA.

## Мінімізація навантаження на підтримку клієнтів

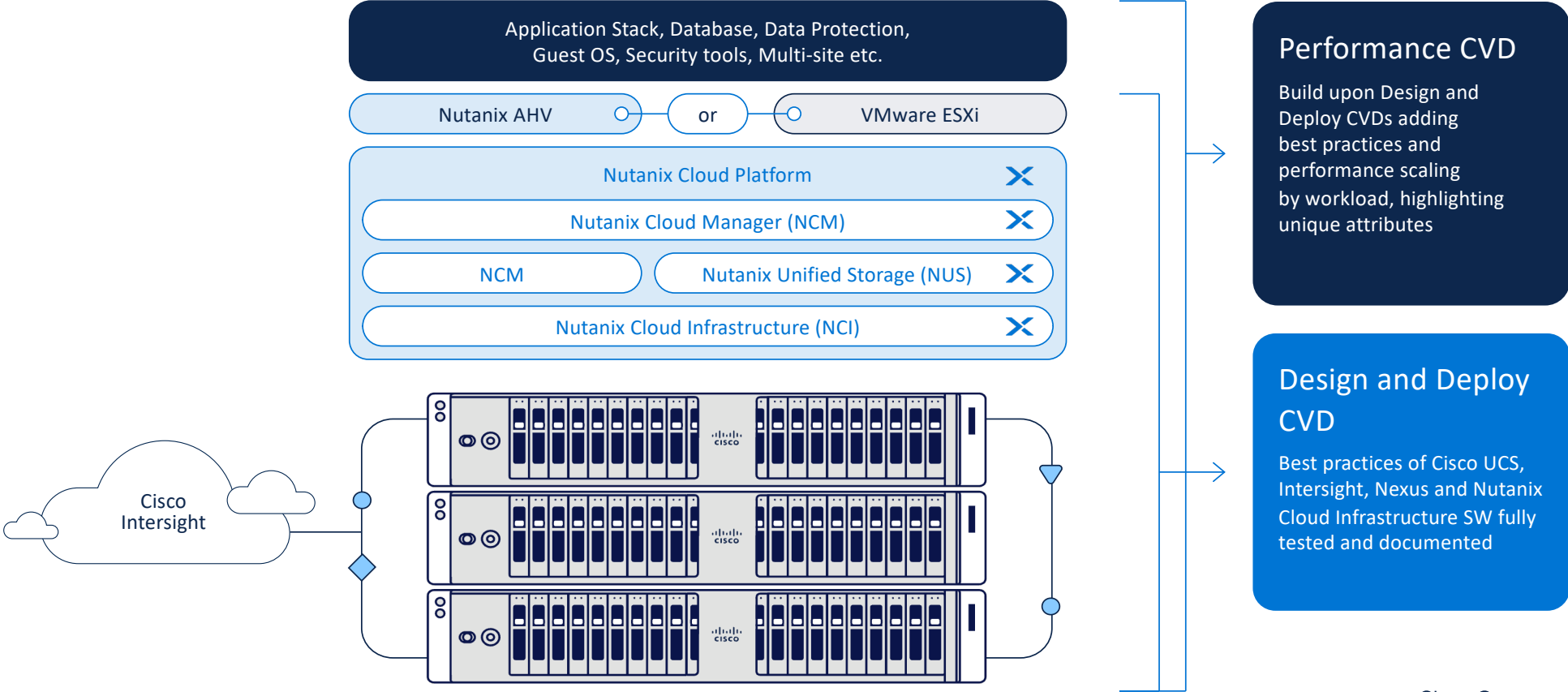




- In-depth system health checks
- Security advisories and notifications
- Recommendations to remediate problems
- Proactive RMA of faulty components
- Automated log bundle collection
- Audit and correlate historical cluster events such as alerts, discoveries, upgrades, hardware replacement, and more via Cluster Timeline

# Валідовані дизайни Cisco + Nutanix

Enterprise workloads are built on a proven infrastructure with best practices documented





## Key Takeaways

# Унікальне партнерство

## Вибір і гнучкість

- Все про клієнтський досвід
- Nutanix: гіпервізор, ліцензування та стійкість даних/захист даних
- Cisco: підключення до мережі, форм-фактор вузлів та управління інфраструктурою

## Розробка

- Спільно розроблені роадмап
- Бачення та стратегія: бездоганний наскрізний досвід
- Глибока інтеграція на рівні продукту

## Підтримка

- Модель розширеної підтримки суглобів
- Технічна підтримка Backend e-bonding
- Cisco Connected TAC і Proactive RMA
- Оцінка мережевого промоутера Nutanix

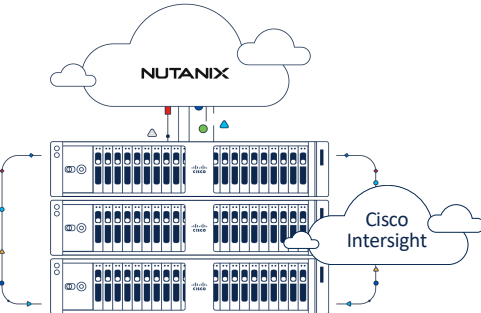




# НОВИНКИ Cisco Nutanix HCI



# Прискорте ІТ-трансформацію завдяки більшій гнучкості та вибору



Cisco Compute Hyperconverged with Nutanix

Node expansion options			Hypervisor options		Networking options	
<p><b>HCI</b></p> <p>Adds CPU, memory and disk capacity to a cluster</p>	<p><b>Storage-Only</b></p> <p>Adds only disk capacity resources to a cluster</p>	<p><b>Compute-Only</b></p> <p>Adds only compute resources to a cluster</p>	<p><b>AHV Hypervisor</b></p> <p>min 1 max 32 nodes per cluster</p>	<p><b>vSphere Hypervisor (ESXi)</b></p> <p>min 1 max 48 nodes per cluster</p>	<p><b>UCSM Mode</b></p> <p>with 4th and 5th Gen Fabric Interconnect</p>	<p><b>Intersight Standalone Mode</b></p> <p>with existing ToR</p>

<p><b>NUTANIX</b> Cloud Infrastructure (NCI)</p>	<p>Max raw capacity per node *depends on node type</p> <p><b>216TB</b></p>	<p>Mixed Drive Support</p>	<p>Mixed Node Support</p>
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Cisco Compute Hyperconverged node options	
<p>1RU, 2RU, and modular form-factor options available</p>	<p>All-Flash drive capacity options available</p> <p>1.9TB, 3.8TB, 7.6TB or 15.3TB</p>
	<p>All-NVMe drive capacity options available</p> <p>1.9TB, 3.8TB, 7.6TB or 15.3TB</p>

# Cisco UCS X-Series Momentum

~\$1.5B



## Success

### Modernization

Reduces total power consumption of M4 servers by up to 31%

### 51% Blade Market Share

Continued market share lead

### 2000+

Unique customers

### +115%

Y/Y Growth

### 56,000+

Servers

### 54%

M7 X-Series Mix of Total UCS

### 25%

New/dormant customers

### 5%

High-capacity local storage

### 1300+

Production customers

### 3,362

Offer Registrations

### 34,000+

Servers on-line

## Innovations

### X-Series Sustainability Benefits

~50% fewer raw materials vs 3 generations of rack servers

### 5<sup>th</sup> Gen Fabric

Strong 100G adoption (60% Mix on X-series)

### GPU on X-Series

Wide range of GPUs being adopted for rack W/L

### X-Direct and AMD Blade

Demo at Clive, orderability, EFT



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Cisco Sales Enablement and Acceleration

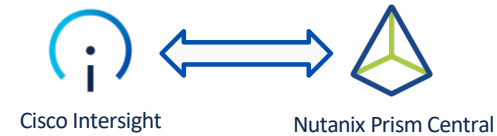


# Розширення портфоліо за допомогою HCI-X

## Modular Compute with UCS-X (HCI-X)

### Cisco Compute Hyperconverged X210c M7 All NVMe Nodes w/Intel SPR & EMR CPUs

- Up to 6 x 1.9TB, 3.8TB, 7.6TB or 15.3TB NVMe disks
- 5<sup>th</sup> Gen mLOM @ 4x 25Gbps or 2x 100Gbps
- Dual M.2 SATA SSDs with HW RAID for boot
- Mandatory 2 CPUs and up to 8TB Memory
- GPUs via X440p PCIe node: L4, L40S, H100-80, A16.
- Intersight Managed Mode (IMM) support
- 1-node, 2-node, and 3-node+ clusters
- Support for ESX and AHV



# Material impacts in rack lifecycle vs. blade

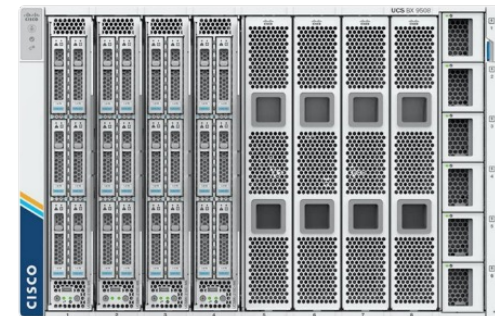
- Example of material used in production by raw weight
- 8 servers @ 3 generations
- 24 total rack servers est 1080 lbs of raw materials
- 24 Modular nodes est 578lbs of raw materials

Modular compare is roughly 50% lower consumption of raw materials and impact of production

3 Lifecycles for comparison



At 8 x 3  
Each Server:  
~45lb\*  
= 1080 lb



At 8 x 3:  
Chassis: ~146lb  
Each Node: ~18lb\*  
= 578 lb

\*Server weight used mid-range from published technical specs

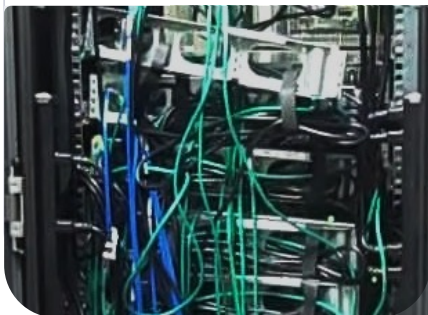
# Impact of Cisco Converged 100Gb Fabric Design

## Conventional Approach

Silos of multiple ethernet and SAN fabrics and adapters

48 LEGACY RACK SERVERS:

- 48 BMC management cables
- 96 DP ethernet cables
- 96 Fabric connect cables
- 384 Optics (4 ethernet, 4 fabric connects)



Massive complexity at scale

## UCS X-Series

Cisco Unified Fabric and 100G reduces adapter, cabling, network and storage port needs

48 UCS X-SERIES SERVERS:

- 24 Chassis 100G cables
- 48 Chassis optics



Simplified, optimized, and automated

88% ↓

reduction in cables and optics

66% ↓

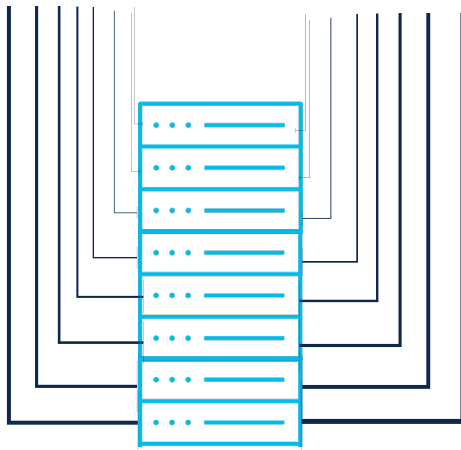
reduction in cost of cabling components

# Вплив дизайну енергоефективності Cisco

Powering a chassis v rack servers

## Conventional approach

Rack servers requiring Dual PSUs per server for power and redundancy



Rack Servers requiring 2 PSUs and 2 cords per server

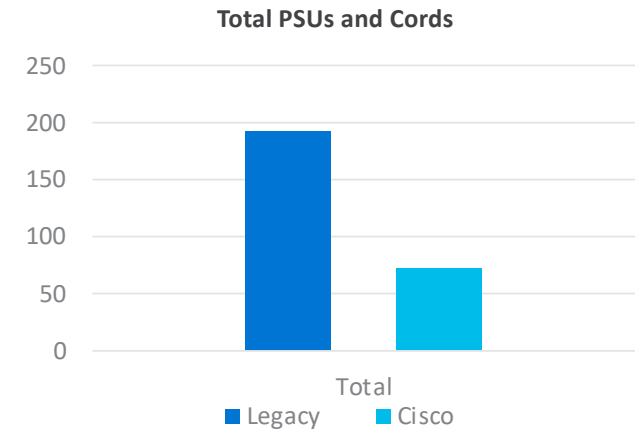
## X-Series Power Efficiency

Purpose built for efficient transfer of power, redundancy, and materials reduction



- Efficient 54V Power Distribution
- Reduced Materials with fewer PSUs and cables
- 6 PSUs and 6 cords per chassis

## X-Series vs Competitive Rack 48 Server comparison:



**192 PSUs and cords vs Only 72 for X-Series**



# X-Series Reduction Raw Materials vs Competitors

DXXX requires over 3X the amount of components than Cisco

**266%**  
more raw materials

HXX needs 2X the amount of components than Cisco

**95%**  
more raw materials

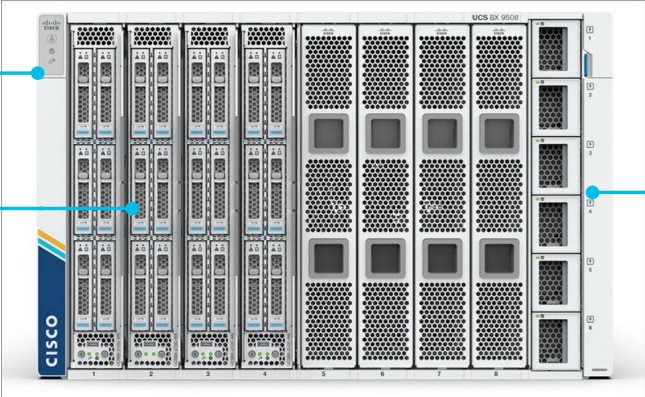


**5 Chassis configuration compare supporting 200Gb of Ethernet and FC fabric connectivity to any blade**

Architecture

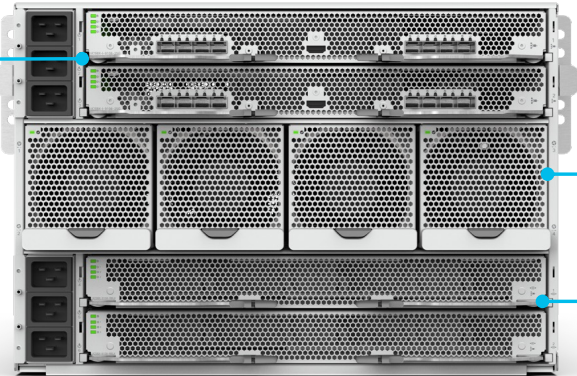
# UCS X9508 System chassis

**Chassis**  
7RU IO direct connect  
8 flexible slots  
Optical ready  
Liquid cooling ready



**Power and cooling**  
6x 2800W PSU  
54V power distribution  
4x 100mm Dual rotor fan

**Ethernet fabric**  
Two Ethernet Modular fabrics  
2 TB/s throughput



**X-Fabric modules**  
Two flexible IO modules  
For storage and GPU nodes connectivity

# X-Series 54V Power Distribution

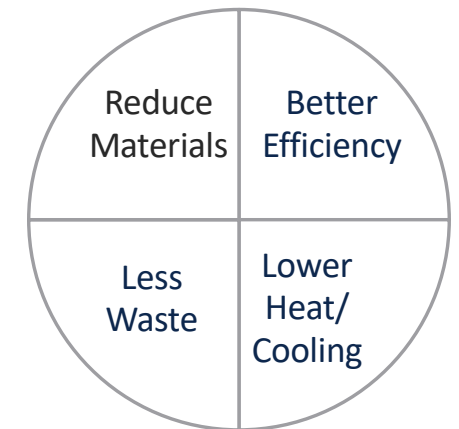
## What's the Big Deal?

Distribute same power with 80% less current  
Less space and materials

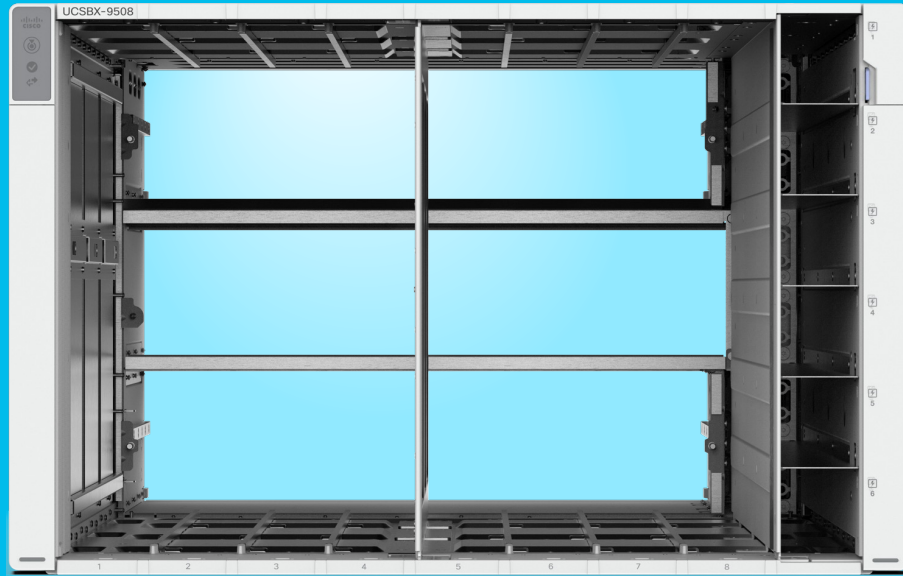
Reduces heat generation and lower cooling burden  
54V fans 25% more efficient than 12V

Improves AC-DC conversion efficiency 1.5-2% over 12V

Less copper required to carry current  
Smaller server power distribution components



# Open Chassis Eliminates IO Midplane



Cisco UCS X9508 Modular System Chassis

Substantially higher performance per RU with flexibility for a long term technology roadmap



Prevents technology lock-in



Reduced airflow restriction



Maximize power efficiency

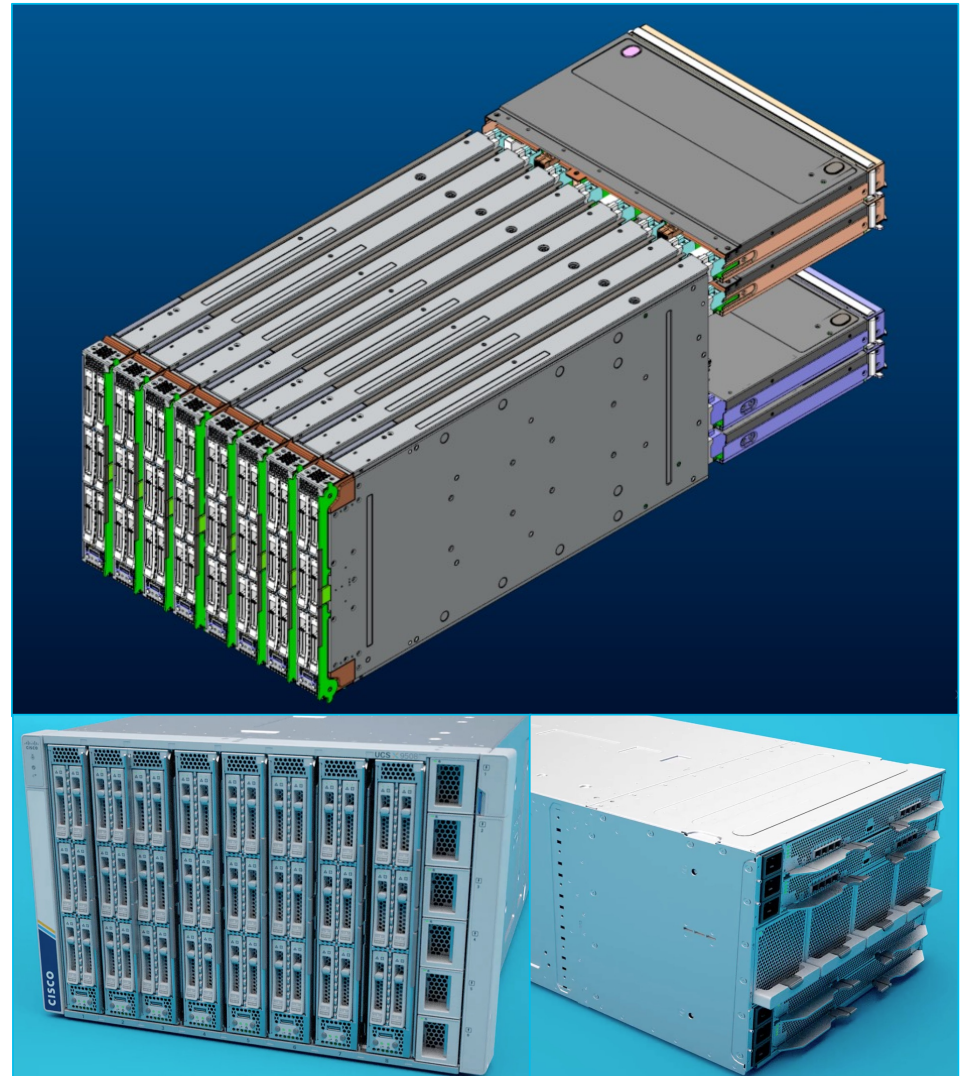


Configure as needed for workload

## Direct node to fabric connections

### Dual redundant fabrics

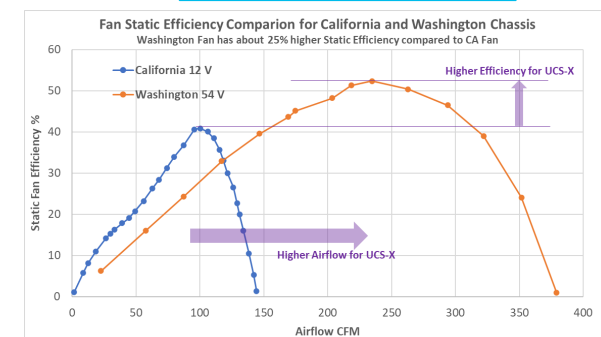
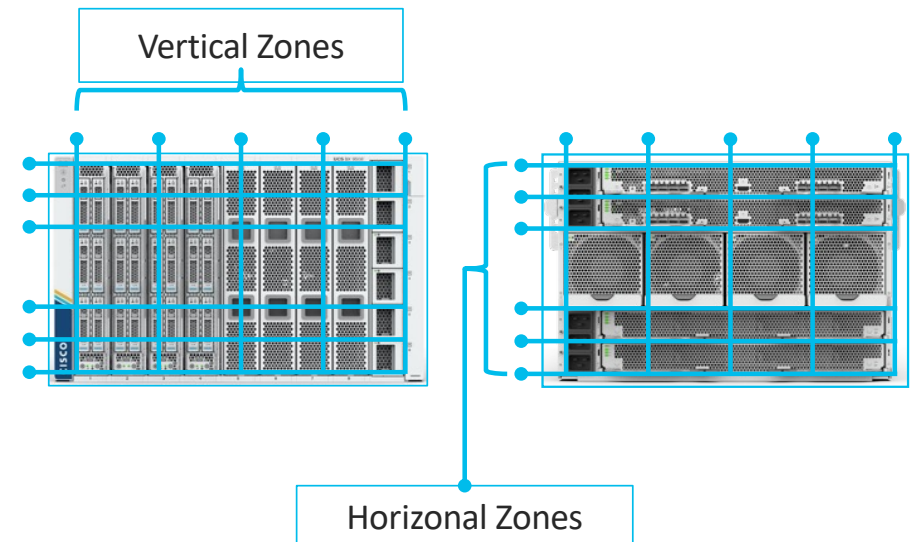
- Network (top)
- X-Fabric (bottom)





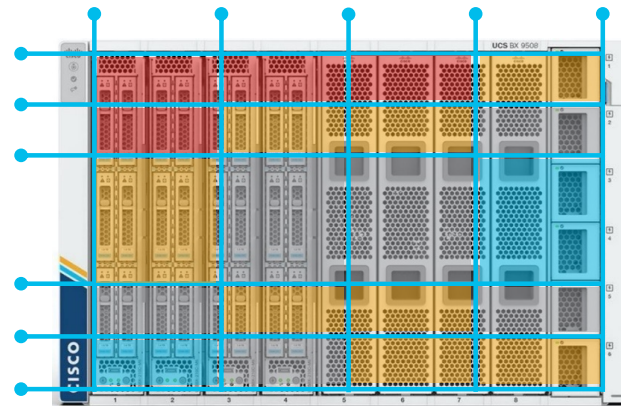
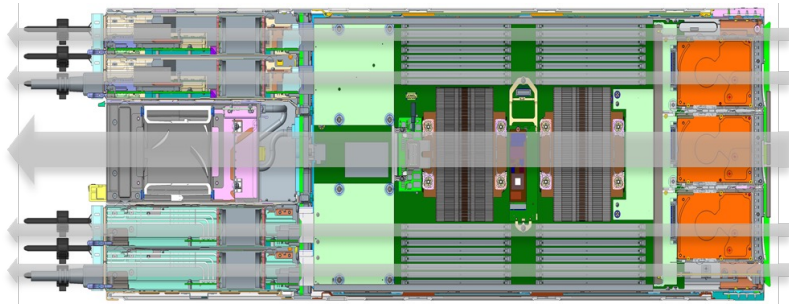
# Cisco Optimized Fan and Cooling Design

- Provide cooling where it is needed most – no wasted airflow and saving power
- Low impedance chassis fan design
  - Moves more air volume (better cooling) while using less fan power
  - Other vendors use high impedance designs and can consume 2-3 times more fan power using 9-10 chassis fans
- Advanced Fan control system
  - Unique variable speed fan control algorithms to dynamically run fans at lower speeds to minimize fan power consumption
- Straight through air flow architecture with no bends or recirculation

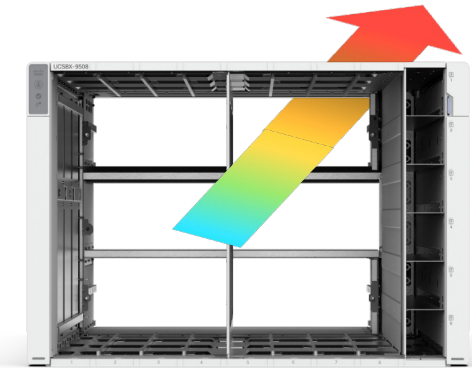


# Thermal Solution - Innovations

## UCS-X Systems: Straight Airflow



Zone-based cooling



350W CPU Airflow cooling with no compromise



200+ component sensor based cooling algorithm



Future Liquid cooling capability  
500 W CPU liquid cooling



Optimized fan pair with zone-based cooling

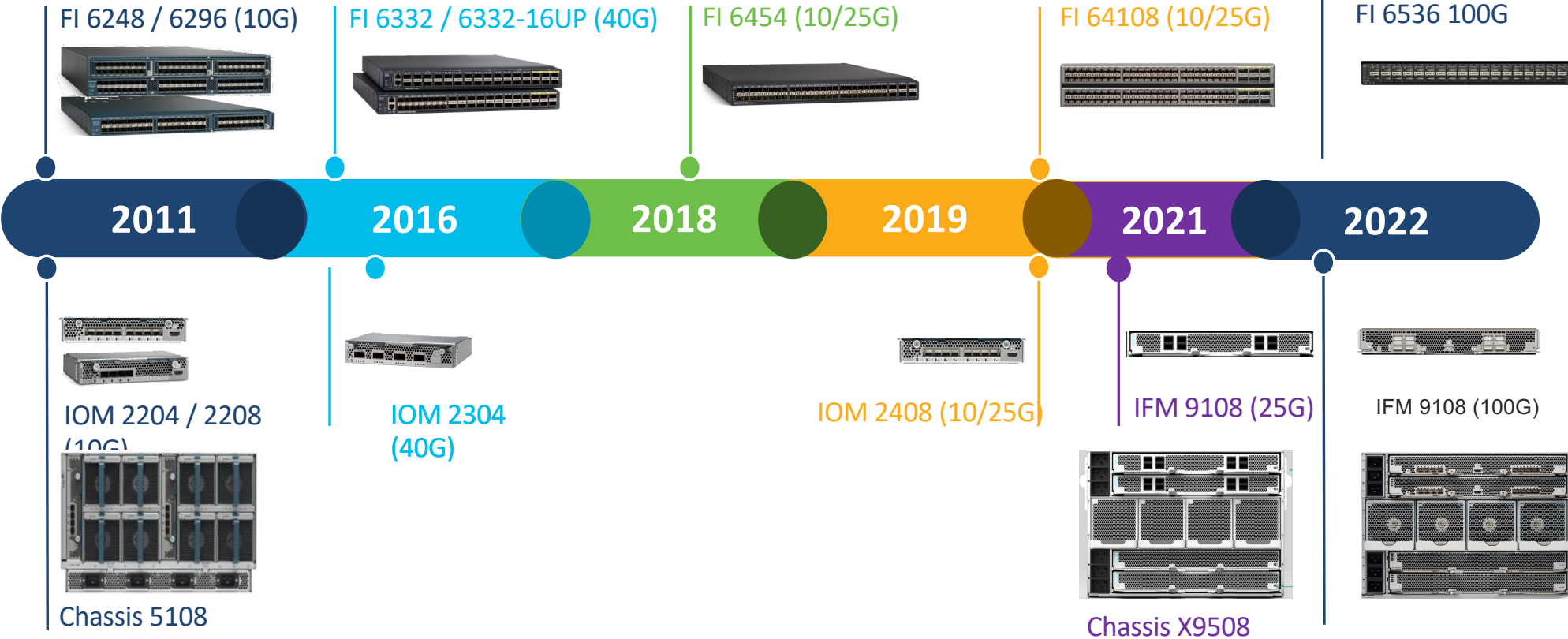


+30% air cooling efficiency



No midplane obstruction

# UCS Fabric Interconnect, IOM, & Chassis



# UCSX-Direct

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Global Sales  
ENABLEMENT TEAM

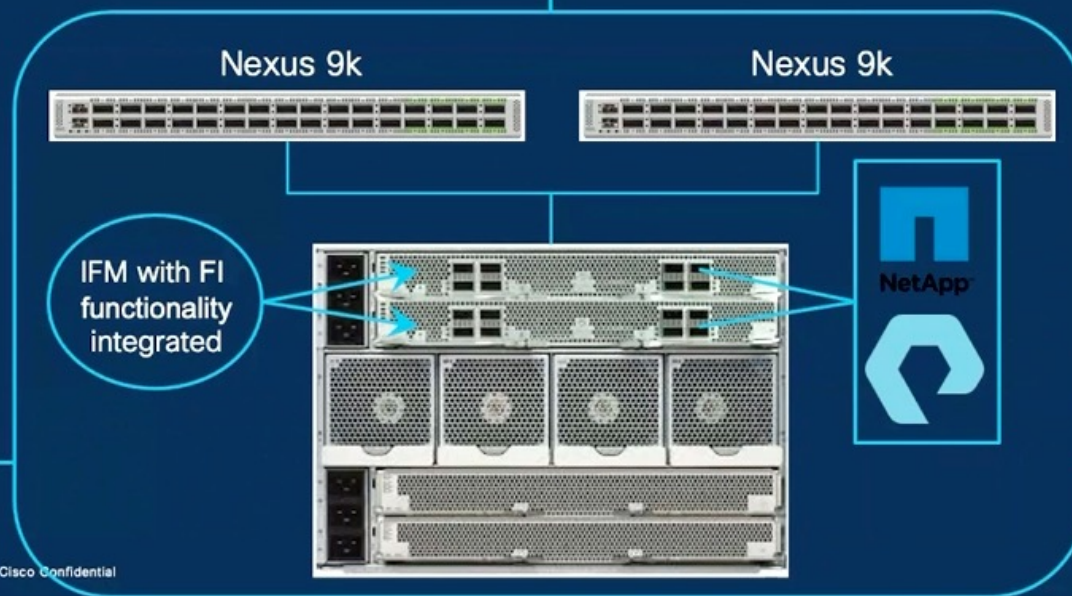
# Heading off to new Shores to push Boundaries

- Eth – 1/10/25/100G
- FC - 8/16/32G
- IMM / UCSM (post-FCS)
- Benefits from all things UCS X-Series

- Solution in a box
- Virtual Desktop Infrastructure
- Converged Infrastructure (CI) – Flexpod, Flashstack
- Hyperconverged Infrastructure (HCI) – vSAN, Nutani
- AI/ML Workloads

Highlights

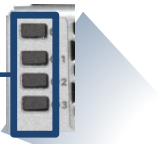
Use-cases



# Fabric Interconnect 9108

## Status LEDs:

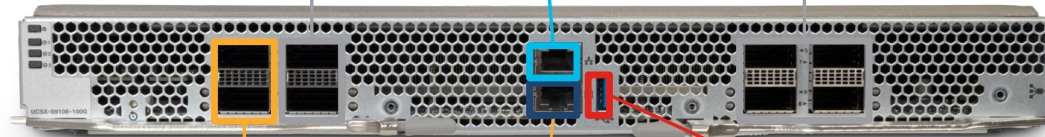
- IFM-D Status (top LED)
- Fan Status LED 1-3



## 6x 100G Ethernet

- Ethernet 1/10/25/40/100G
- Appliance Port (6)
- Uplink Port (6)
- Connect to 2<sup>nd</sup> chassis\*

Management Port  
10/100/1000 Mbps



Console Port

USB Port

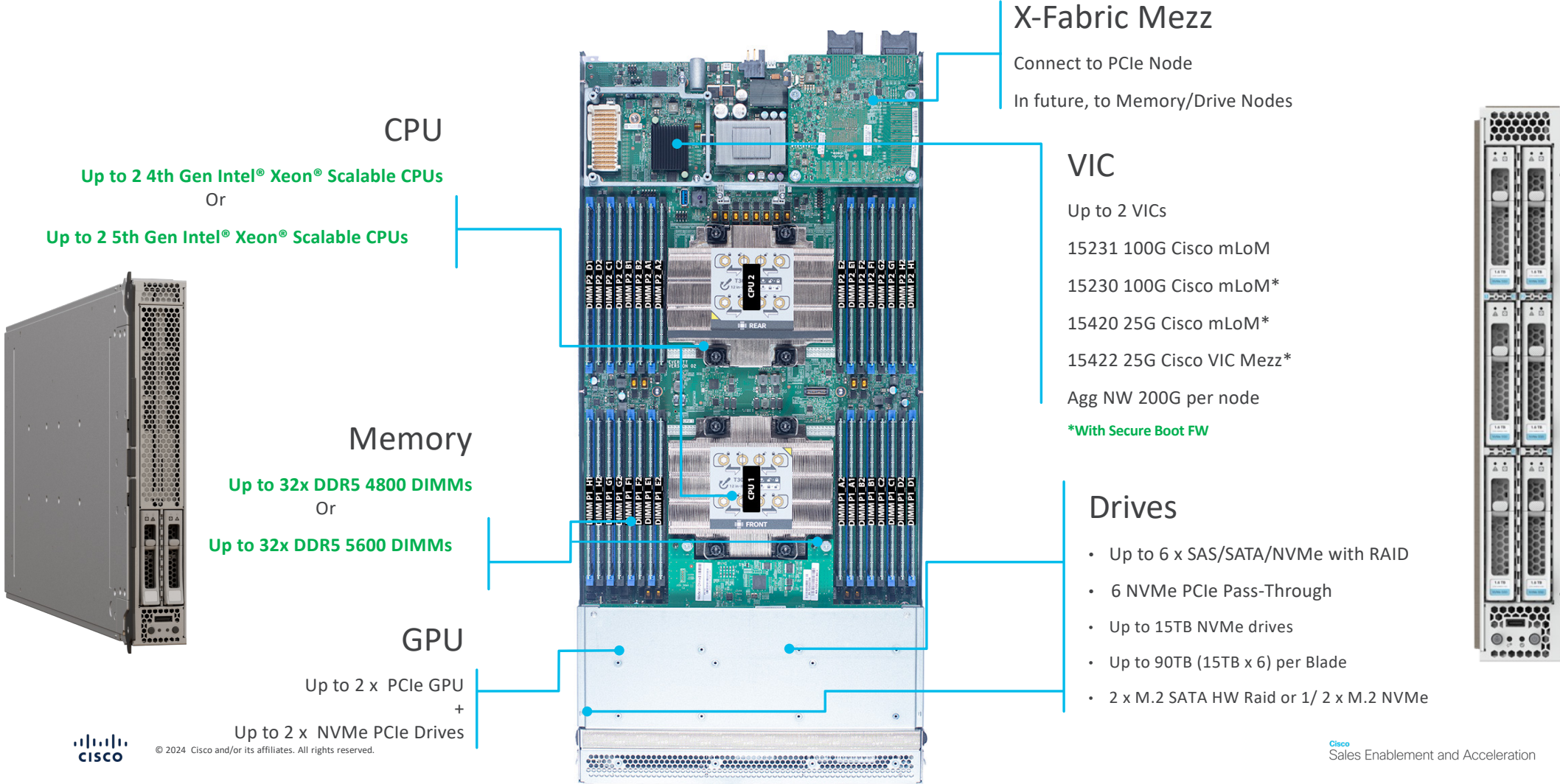
## 2x 100G Unified Ports

- Ethernet 10/25/40/100G
- FC 8/16/32G
- Appliance Port (2)
- Uplink Port (2)
- FC Storage Port (2)
- Connect to 2<sup>nd</sup> chassis\*

\*Post-FCS



# UCS X210c M7 2S Compute Node – Key features



**CPU**  
 Up to 2 4th Gen Intel® Xeon® Scalable CPUs  
 Or  
 Up to 2 5th Gen Intel® Xeon® Scalable CPUs

**Memory**  
 Up to 32x DDR5 4800 DIMMs  
 Or  
 Up to 32x DDR5 5600 DIMMs

**GPU**  
 Up to 2 x PCIe GPU  
 +  
 Up to 2 x NVMe PCIe Drives

**X-Fabric Mezz**

Connect to PCIe Node  
 In future, to Memory/Drive Nodes

**VIC**

Up to 2 VICs  
 15231 100G Cisco mLoM  
 15230 100G Cisco mLoM\*  
 15420 25G Cisco mLoM\*  
 15422 25G Cisco VIC Mezz\*  
 Agg NW 200G per node

\*With Secure Boot FW

**Drives**

- Up to 6 x SAS/SATA/NVMe with RAID
- 6 NVMe PCIe Pass-Through
- Up to 15TB NVMe drives
- Up to 90TB (15TB x 6) per Blade
- 2 x M.2 SATA HW Raid or 1/ 2 x M.2 NVMe



# UCS X410c M7 4S Compute Node – Key features

- Primary (X410c-M7-M) & Secondary (X410c-M7-S) boards in node
- Single physical node occupies two slots in chassis

## CPU

**4 Intel 4<sup>th</sup> Gen Xeon CPUs**

## X-Fabric Mezz

Connect up to **2x PCIe Nodes (post FCS)**

Memory/Drive Nodes (post FCS)

## Memory

**Up to 64x DDR5 4800 DIMMs**



## VIC

200G Aggregate/ 100G per Fabric

100G 15231 5<sup>th</sup> Gen VIC mLOM

or

25G 5<sup>th</sup> 15420 Gen VIC mLOM

**25G 5<sup>th</sup> 15422 Gen VIC Mezz**

## Drives/GPU

### Front Mezz options

6 SAS/SATA with HW RAID

6 NVMe PCIe Gen4 x4

2 NVMe PCIe Gen4 x4, plus 2 PCIe GPUs

### M.2 options

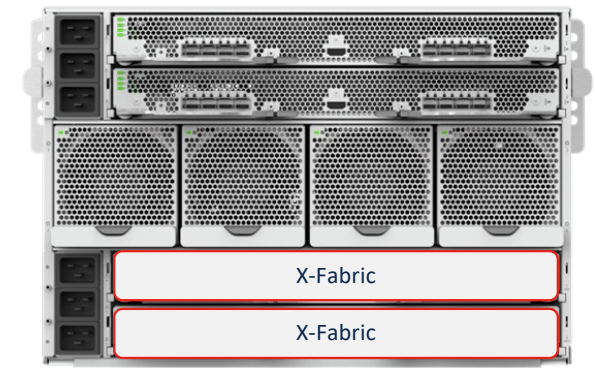
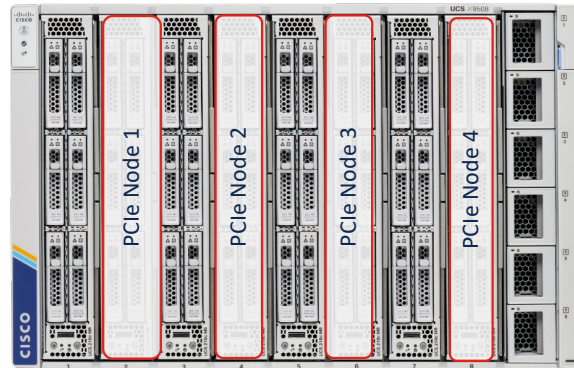
2x M.2 SATA HW RAID1

**2x M.2 NVMe**

# UCS X-Fabric Technology and PCIe Nodes with GPU

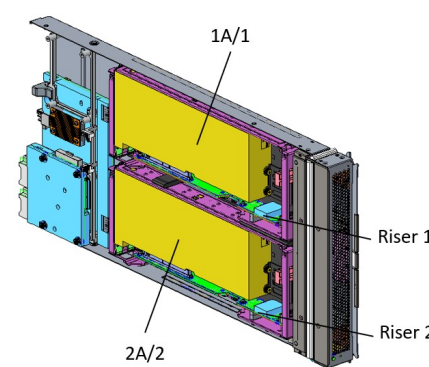
PCIe node supports up to:

- |   |   |
|---|---|
| 4x<br>Intel Data Center<br>GPU Flex 140 | 2x<br>Intel Data Center<br>GPU Flex 170           |
| 2x<br>Nvidia A16                        | 2x<br>Nvidia H100<br>Nvidia L40<br>Nvidia L40S ** |
| 4x<br>Nvidia T4<br>Nvidia L4            | Nvidia A40<br>Nvidia A100<br>Nvidia H100 NVL *    |

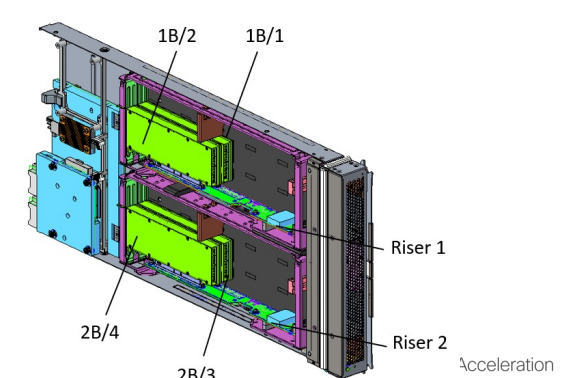


*X-Fabric decouples the lifecycles of CPU, GPU, memory, storage and fabrics - providing a perpetual architecture that efficiently brings you the latest innovations.*

- ✓ Cloud-powered composability with Cisco Intersight
- ✓ Flexible GPU acceleration across server nodes
- ✓ No backplane or cables = easily upgrades



Riser Number Riser Type/Slot Number



Riser Number Riser Type/Slot Number

Acceleration

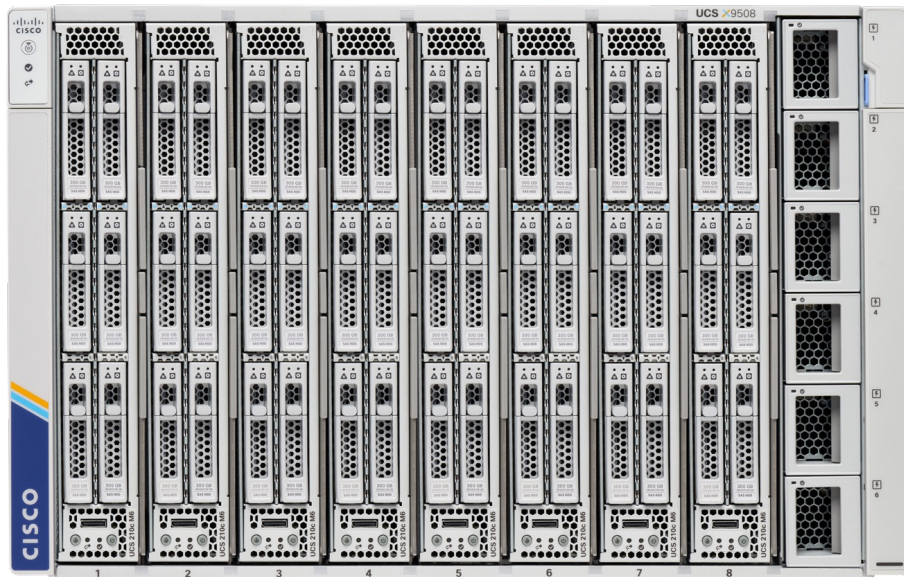
# UCS X215c M8 X-series Server Specs Overview



<b>Use Cases</b>	Enterprise-class mainstream blade server with high performance for compute-intensive workloads. <ul style="list-style-type: none"><li>• Virtualization</li><li>• Hyperconverged</li><li>• Mixed Workload Standardization</li><li>• Database and Analytics</li><li>• Virtual Desktop Infrastructure</li><li>• AI/ML</li></ul>
<b>Core Platform</b>	Dual Socket Platform <b>Support for Genoa (-X)/Bergamo/Turin</b> <b>Support for 24xDDR5 DIMMs (1DPC, 12 channel)</b> PCIe Gen 5 support and CXL 1.1+ support
<b>X Fabric/PCIe Node</b>	Connect to PCIe nodes, <b>only Nvidia GPUs</b>
<b>VICS</b>	200G aggregate/100G per fabric, 100G 5th gen VIC mLOM or 25G 5th gen VIC mLOM, 25G 5th Gen VIC Mezz
<b>Drives/GPU</b>	Front mezz options   6 SAS/SATA with HW RAID, 6 NVMe PCIe Gen5 x4, up to 2x GPU Internal   2x M.2 SATA HW RAID1, 2x M.2 NVMe
<b>Management</b>	Intersight Management and UCSM

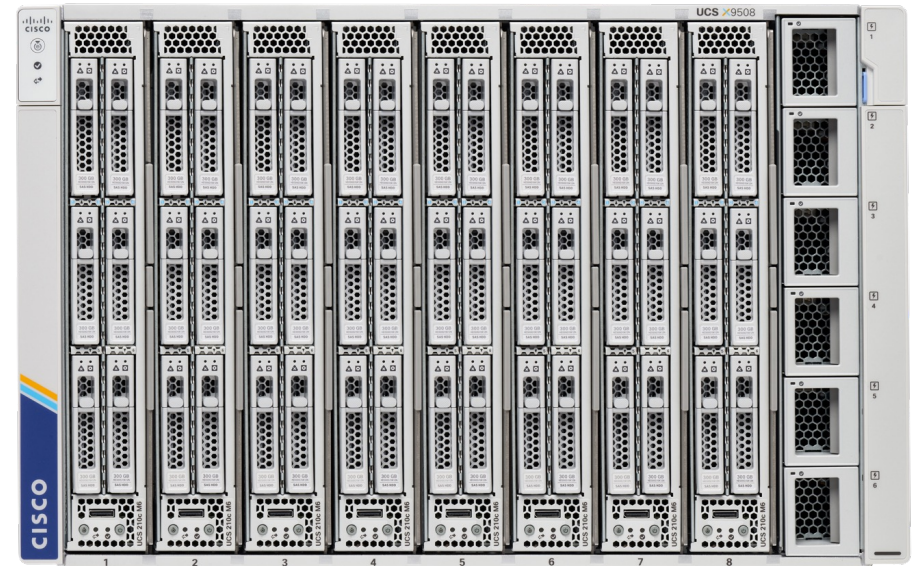


## UCS X-Series with Intel M7



**Up to 1024**  
Cores  
per Chassis  
(M6/M7)

## UCS X-Series with AMD M8



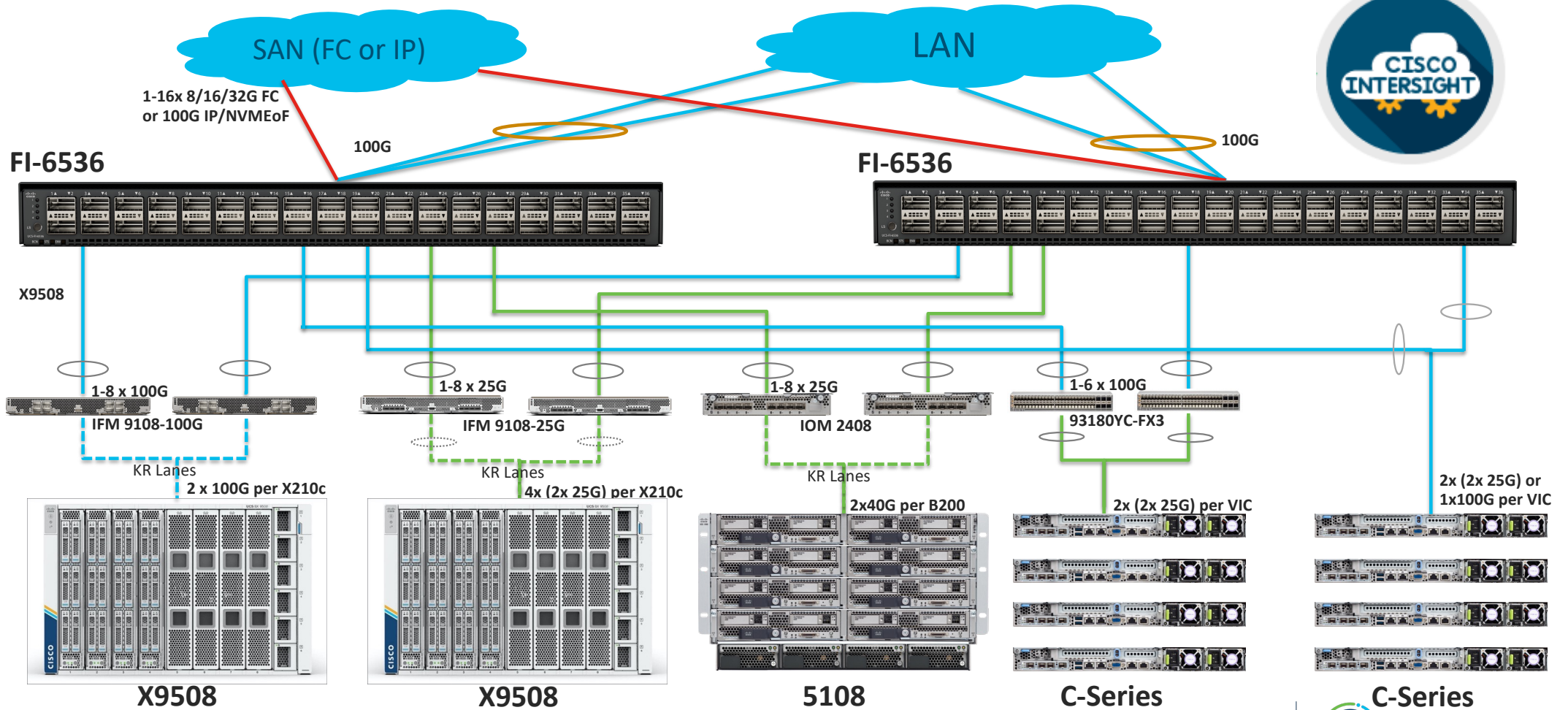
**Up to 2048**  
Cores  
per Chassis  
(M8)



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Cisco  
Sales Enablement and Acceleration

# 5<sup>th</sup> Gen Fabric – 100G End-to-End

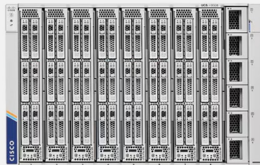


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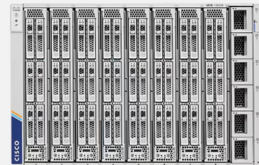


# Портфоліо Cisco HCI



## X-Series

Unlock operational simplicity, efficiency, and agility for your hybrid cloud infrastructure.



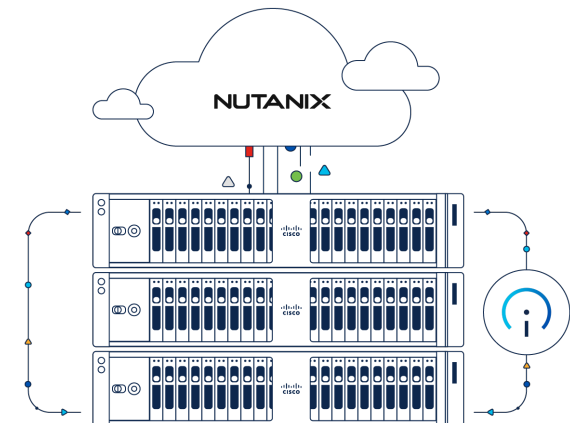
## X-Series Direct

Designed for enterprise edge and smaller HCI cluster deployments.



## X210c M7 All NVMe Nodes

Supercharge your apps with this 2-socket node.



## C220 M7 All Flash / All NVMe Nodes

Combines mission-critical reliability and high performance in a small footprint.



## C240 M7 All Flash / All NVMe Nodes

High performance tailored to support storage-intensive applications.



## C220 M6 All Flash / All NVMe Nodes

1RU rack optimized node delivering high performance in a small footprint.



## C240 M6 All Flash Nodes

2RU form factor ideal for mission-critical storage-intensive applications.



# AHV на будь-якому сервері Cisco

Exclusive

Jointly Co-Engineered with Nutanix  
Compute only nodes

---

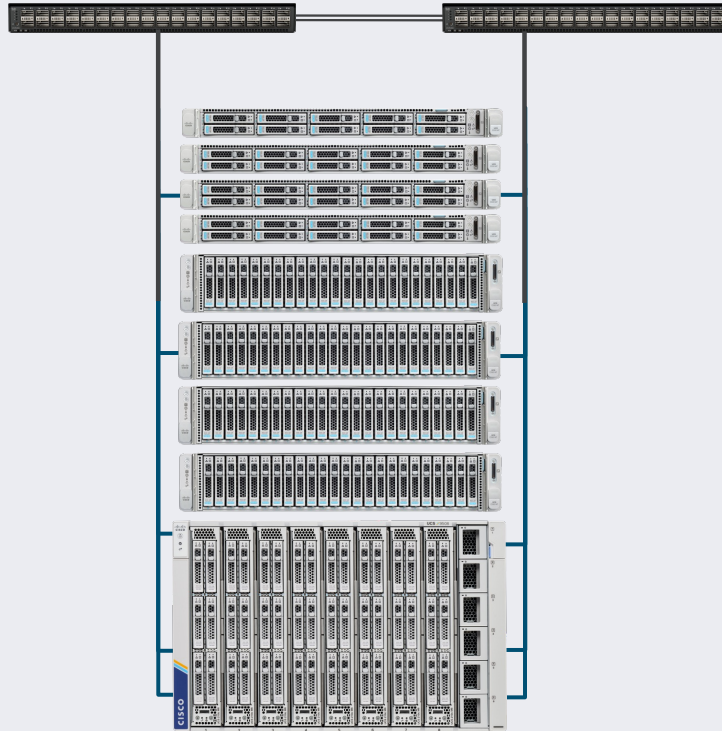
**Accelerate your Infrastructure and Application Modernization** - Service more workloads leveraging AHV as a non-VMware native hypervisor and integration with Nutanix's rich data services.

---

**Go Green!** - Advance your sustainability goals by reusing your existing UCS blade and rack infrastructure (B-Series, C-Series, UCS Fabrics) as compute-only nodes with Nutanix and maximize the return of investment of compute resources independently from storage resources

---

**Stay Flexible!** - Modernize your compute infrastructure with next generation UCS X-Series modular compute system while retaining the flexibility to leverage X-Series as part of hyperconverged or converged infrastructure build outs, all managed through Cisco Intersight



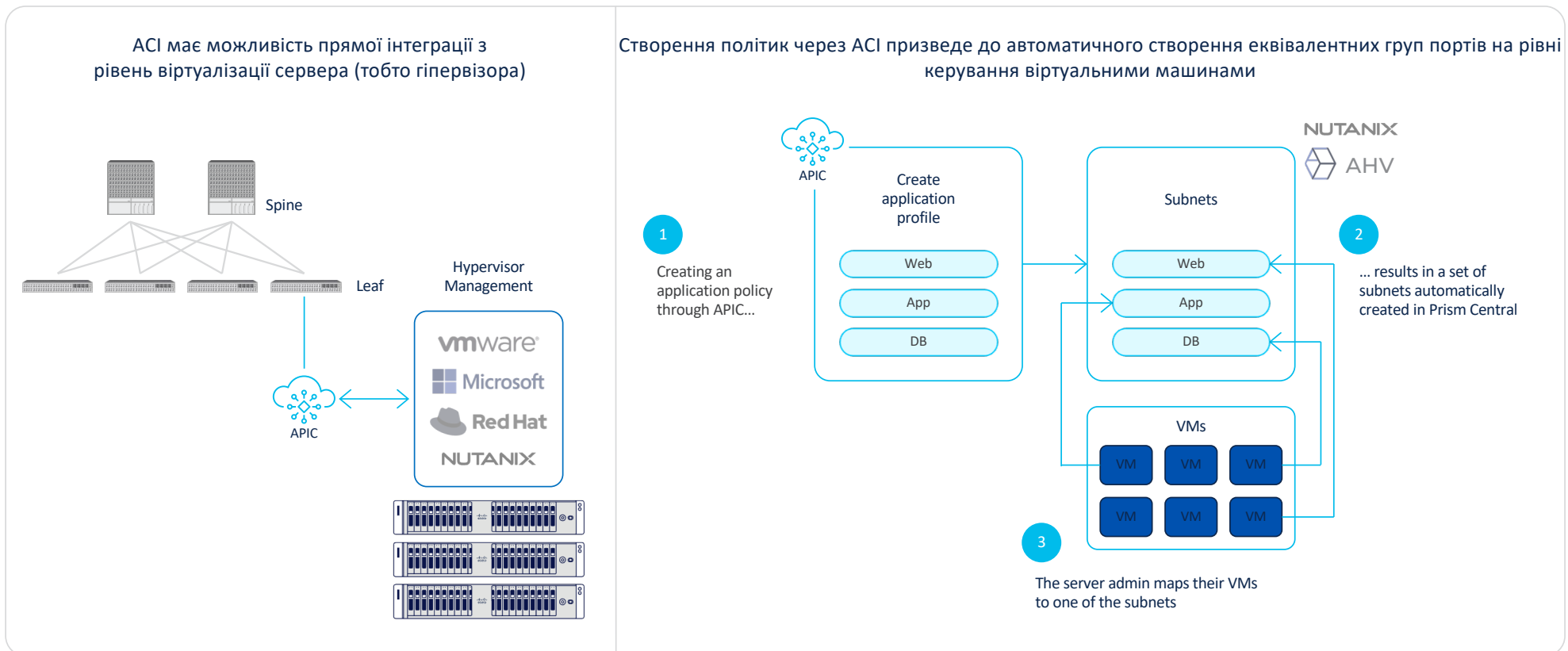
Compatible with M5 gen blades and newer



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# Інтеграція Cisco ACI VMM з Nutanix AHV

Introduced in ACI 6.0.3



# Cisco Intersight Standalone Mode

Огляд

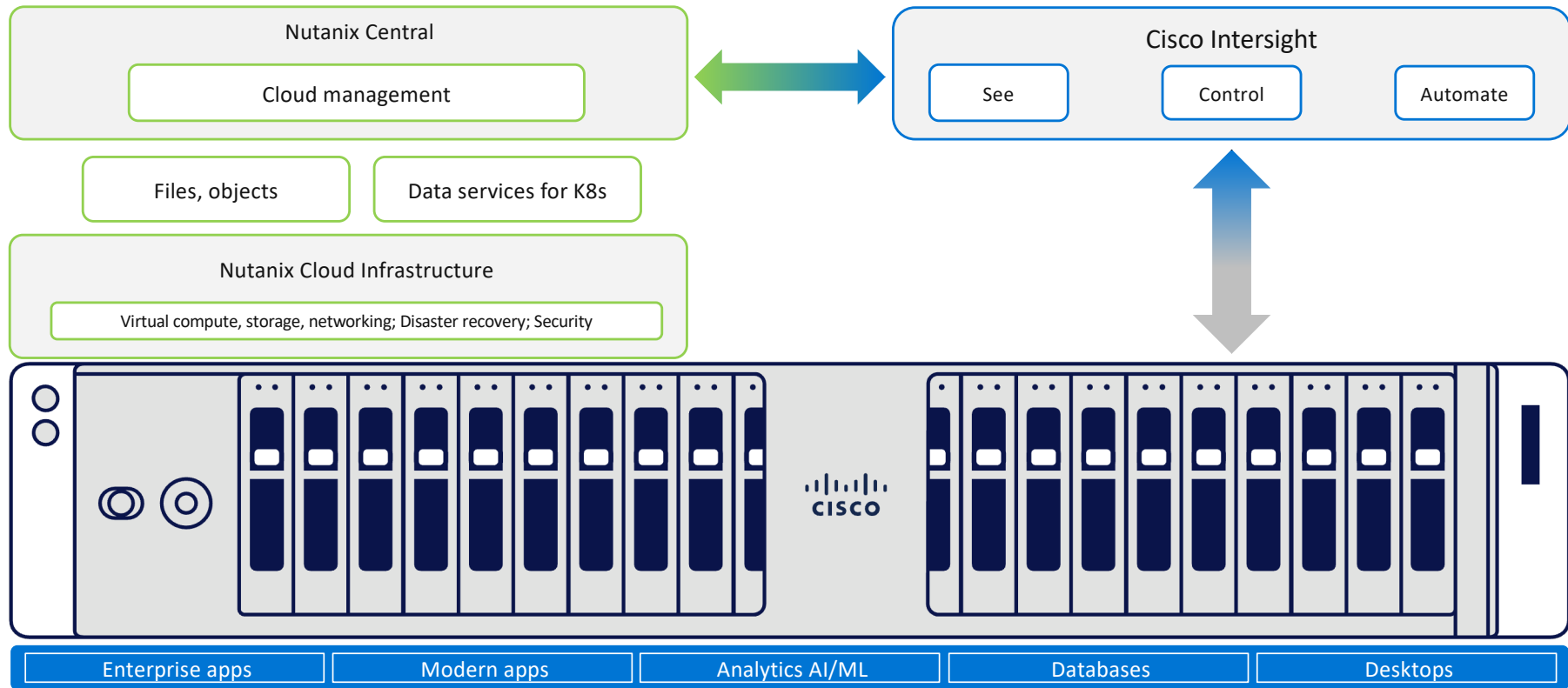


Хмарна SaaS платформа управління, що забезпечує глобальну видимість і управління автопарком для всіх вузлів Cisco Compute Hyperconverged with Nutanix

- Deploy Nutanix cluster in ISM mode on Cisco HCI Nodes
- No UCS Fabric Interconnect Required
- Can be deployed in Edge/Remote locations or Primary data centers
- Flexible networking options with Cisco VIC and Intel NICs
- Policy based management from Intersight
- Start as small as 1 node and 2 nodes for ROBO
- Parallel multi-cluster deployment with Nutanix Prism Central
- Support for AHV and ESXi hypervisors
- Support for M6 and M7 Platforms
- Targeted for Q2 CY24 (orderable)

Cisco Intersight забезпечує підтримку інтеграції з Nutanix Prism Central для розгортання кластерів Nutanix HCI на автономних серверах, що монтуються в стійку.

# One platform for hybrid multicloud



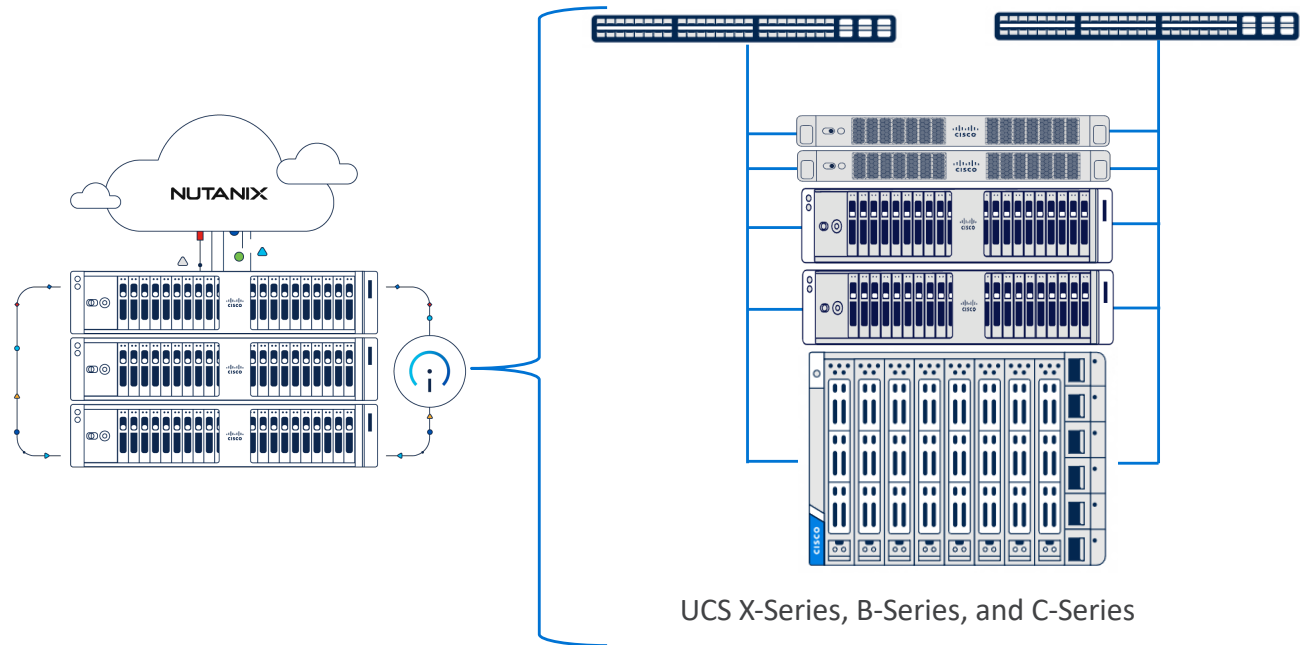
# Розширена підтримка вузлів, що працюють лише з обчисленнями

Jointly co-engineered with Nutanix

**Accelerate infrastructure modernization:** Service more workloads leveraging AHV as a VMware-alternative, native hypervisor while integrating with Nutanix's rich data services

**Advance sustainability initiatives:** Reuse existing UCS blade and rack infrastructure as compute-only nodes and maximize the ROI of compute resources independently from storage resources

**Maximize flexibility:** Modernize compute infrastructure while retaining the flexibility to leverage as part of hyperconverged or converged infrastructure build outs

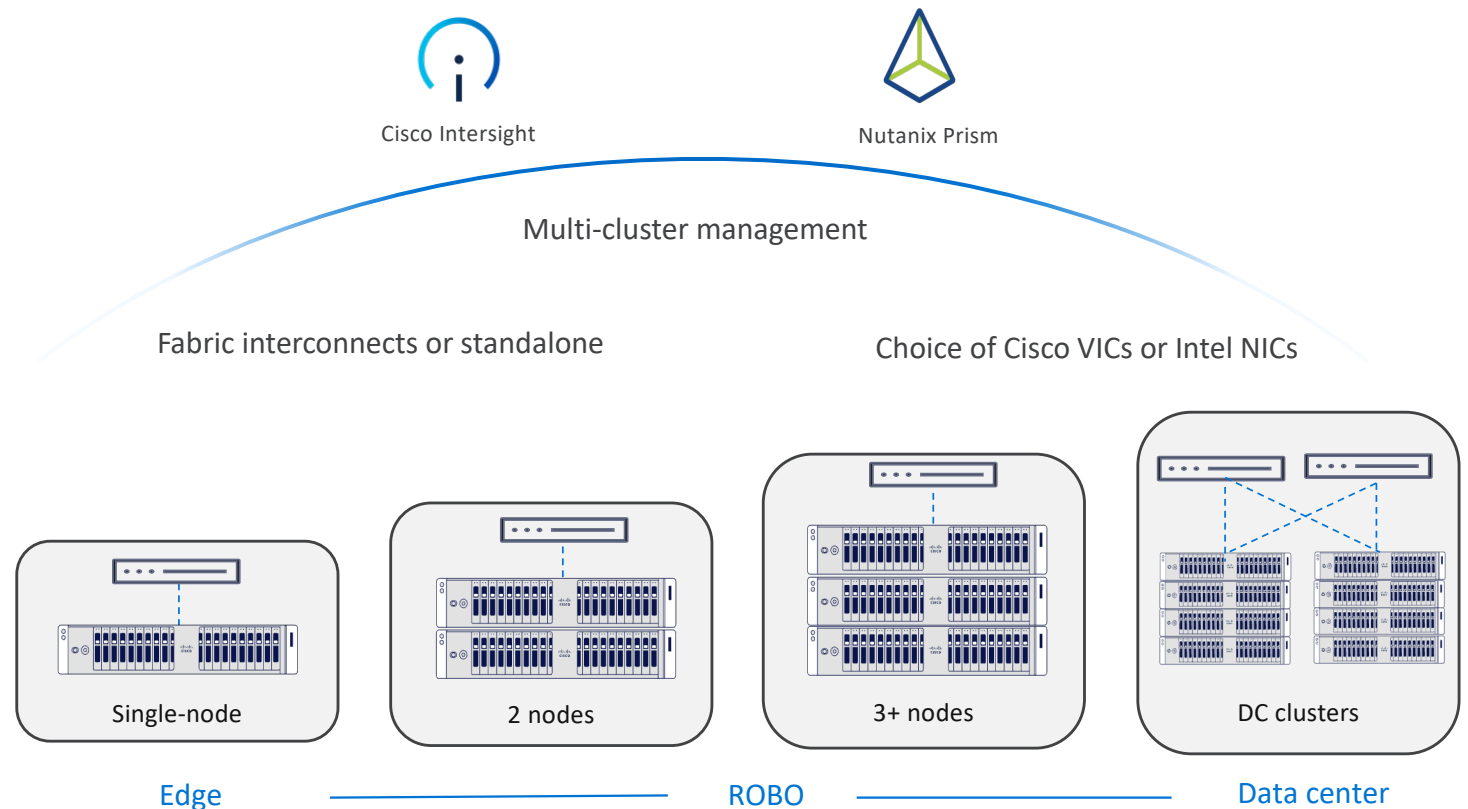




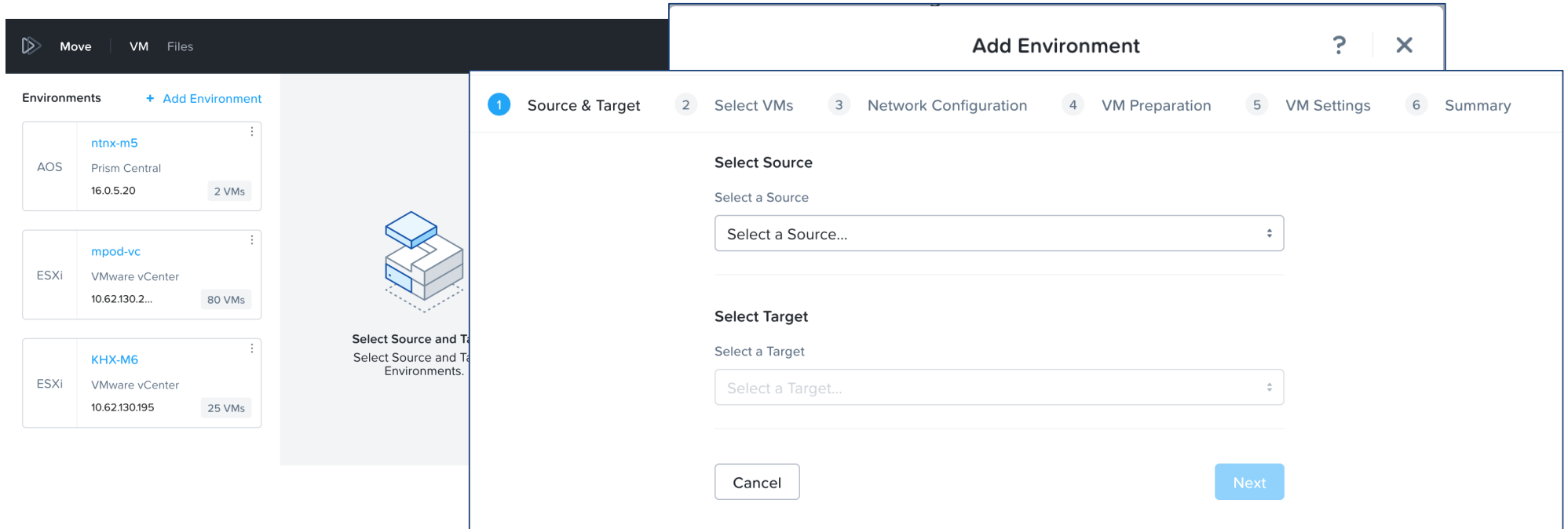
# Гнучкі можливості роботи в мережі Автономний режим Intersight для HCI

## Deploy Nutanix cluster on Cisco HCI Nodes

- No UCS Fabric Interconnect required
- Deploy in edge/remote locations or primary data centers
- Flexible networking options with Cisco VIC and Intel NICs
- Policy-based management from Intersight
- Start as small as 1 and 2 nodes for ROBO
- Parallel multi-cluster deployment with Nutanix Prism Central
- Support for AHV and ESXi hypervisors
- Support for M6 and M7 nodes



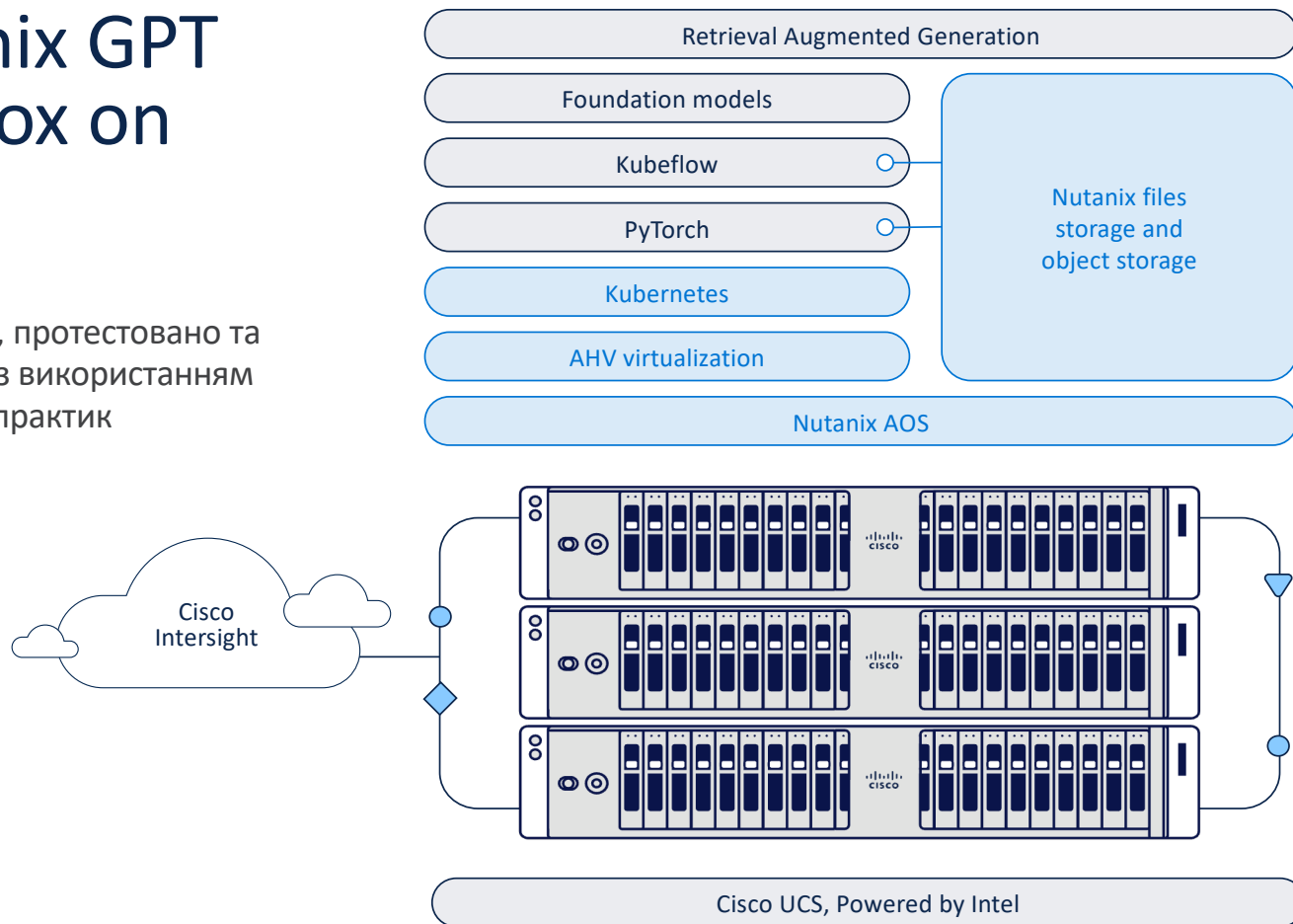
# Міграція робочих навантажень на Cisco Compute Hyperconverged



[Migrating Workloads from Cisco HyperFlex to Cisco Compute Hyperconverged with Nutanix White Paper](#)  
[Nutanix Move](#)

# Nutanix GPT in a Box on Cisco

Розроблено, протестовано та перевірено з використанням найкращих практик розгортання



Opinionated AI stack

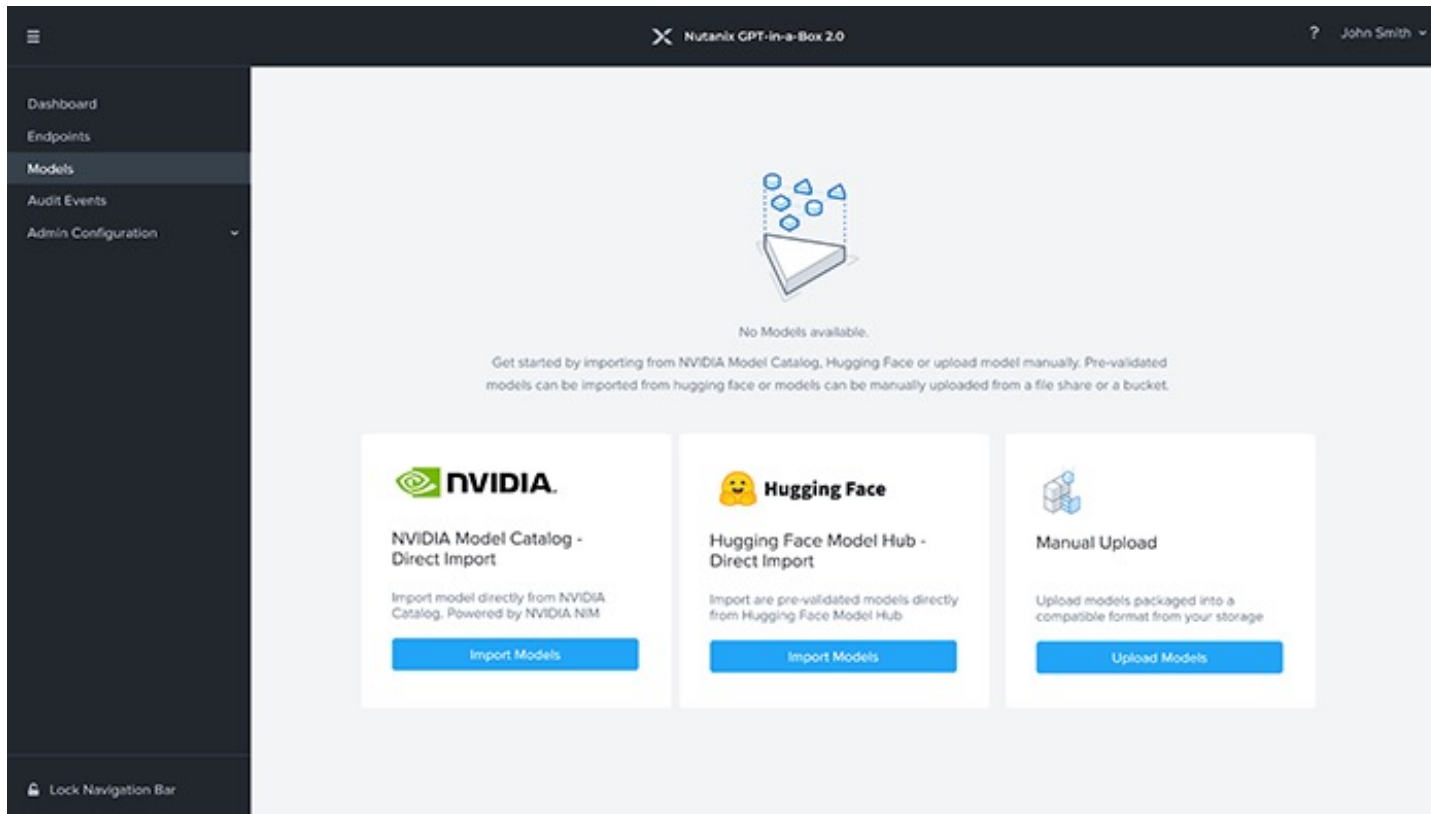
GPU-enabled

Select GPU according to availability and need (NVIDIA L40s CVD target)

Stack offers

- PyTorch (AI Framework)
- Kubeflow (MLOps)
- BYO Model

# GPT in a Box



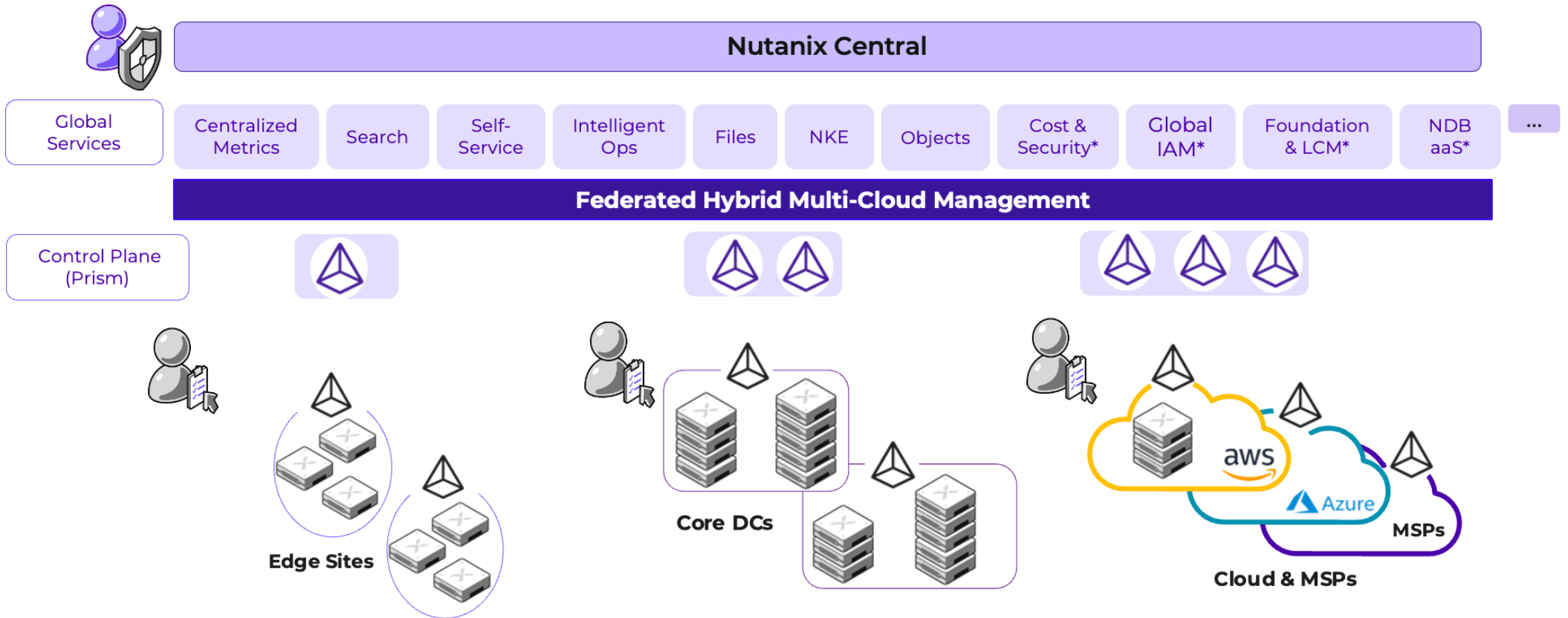
[GPT in a BOX Validate design](#)

[How to start with GPT-in-a-Box 2.0](#)



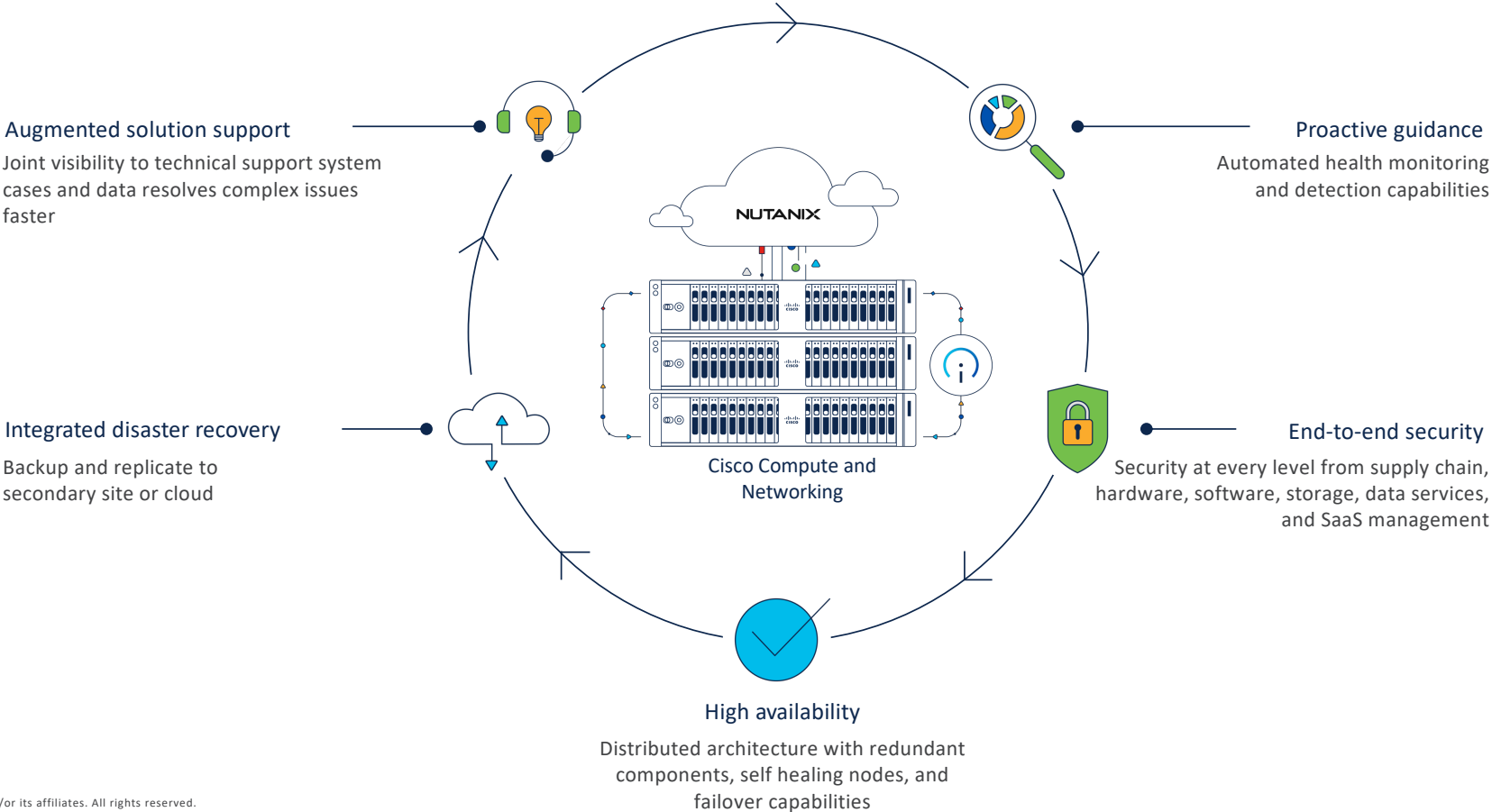
# Nutanix Central - hybrid multicloud management

GA








# Resilient solution

Bolstered support, resiliency, and security capabilities





# Відмінності Nutanix з Cisco

	 <b>CISCO</b>	 <b>Hewlett Packard Enterprise</b> <b>DX Appliance</b>	 <b>Lenovo</b> <b>HX Appliance</b>	 <b>DELL</b> <b>XC Appliance</b>	 <b>SUPERMICRO</b> <b>Supermicro</b>
Strategic partnership and GTM	✓	✗	✗	✗	✓
Integrated management platforms HW and SW	✓	✗	✗	✗	✗
Full HCI Solution (storage, network, compute)	✓	✗	✗	✗	✗
Shared support case and visibility	✓	✗	✗	✗	✓
Co-engineered and optimized edge operations	✓	✗	✗	✗	✗
Ability to reuse existing hardware as HCI node	✓	✗	✗	✗	✗
SDL security lifecycle, development, PSIRT and proactive advisories	✓	✓	✗	✓	✗

# New! X-Direct Xccelerate & Refuse to Lose Offer

- Modular system perfect for edge computing and less extensive deployments
- Offer available for up to 50 locations!

## X-Series Direct M7 Xccelerate + R2L

Buy  
X210c M7  
Nodes



Get for FREE



Min 5

1X FREE  
UCS X210c M7

1X FREE  
UCS-X 9500 Chassis

FREE Fis  
Pair of 9108  
100G

FREE CX  
INSTALL  
Quick Stand Up  
Install Service  
upto 1 location.

Max 50 Locations - 1 offer Per Customer.  
Mandatory Intersight for all X210 servers - No free cables included - T&Cs Apply

# NEW Refuse to Lose HX to Nutanix Offer

Buy 3 Get 1 Free | HCI Nodes + Nutanix SW

	BUY 3 NODES + 3 SW	GET 1 FREE NODE + 1 SW FREE Max 100 Free Nodes	TOTAL COUNT
HCI M6		 100% free	04
HCI M7		 100% free	04
Nutanix Software	NCI, NCI-D, NCI-Edge and Add on Licenses	NCI, NCI-D, NCI-Edge and Add on Licenses 100% free	04

Must be an HX Customer | Must have an approved Nutanix Deal Registration | Must be a Net New Logo to Nutanix (This is listed on your Deal Registration E-Mail)

\*Free items must match paid items



NUTANIX

$$1 + 1 = 3$$