

Top Reasons Why Customers Choose Dell XC Family

1 | A rich history and partnership

Dell Technologies and Nutanix have a rich history of collaboration and partnership leading to co-engineered products spanning back as far as 2013. Dell Technologies was the first OEM to offer Nutanix Enterprise Cloud backed by the XC family of nodes and is continuing its long-term partnership and leading product innovation based on the next-generation Dell PowerEdge server nodes. With more than 3,000 joint customers and 75,000 XC Family systems already proven and delivered.

2 | Fully productized

The Dell Technologies XC node is a tightly integrated solution that offers customers a turnkey approach to hyperconvergence, accelerating IT transformation so they can realize IT outcomes faster through utmost operational efficiency and lifecycle simplification. XC Core is a fully productized HCI solution with support and deployment services. What does that mean? The XC solution delivers Nutanix software pre-installed, Prism LCM integration, solution-aware support, and a Nutanix certified parts depot, leading to shorter deployment times and automated day-2 operations. Add to this, Dell Technologies has a rigorous process to ensure component integrity, security, and vendor responsibility on its entire supply chain.

3 | A wide and flexible portfolio

Dell Technologies has a wide and flexible XC product portfolio to cover multiple use-cases and configurations. From the entry level XC660xs¹ for ROBO and small workloads to the flexibility offered on the XC660 and XC760 and XC760xa¹ platforms which offer flexible node configurations with memory dense and GPU-supported options. The Dell XC4000¹ is ideal for edge computing and harsh environments. Finally, the launch of a two socket AMD equipped XC7625¹, offering a dense memory and CPU core count footprint with flexible capacity configurations in all-flash and hybrid storage alternatives. Lean more about the complete portfolio [here](#).

4 | Integrated Life Cycle Management

Dell Technologies boasts many first-to-market innovations with Nutanix, including integrated Lifecycle management, and patch and update automation.

- **Accelerate time-to-value.** XC nodes are engineered with a focus on deployment. nodes are pre-installed in the factory with setup boot scripts. As a result of co-engineering efforts between Dell Technologies and Nutanix, there is no need for a foundation server. Setup and Installation of AOS can occur in minutes!
- **A Focus on Recovery.** Customers have found the area of recovery to be extremely valuable especially as they complete their evaluations and move to production. They can fully utilize their Nutanix cluster for evaluation and development. Then when ready - thanks to the innovations on deployment setup - they can reset the cluster to the factory state and deploy it for production, again without the need to run foundation services.

- **Management Ease.** Finally, management ease is a key tenet. Enabling this, Nutanix management software has deep knowledge of XC node hardware and its status. Additionally, the solution enables one-click updates and complete firmware updates that are integrated with Nutanix Prism management software.

5 | Dell Advantage

With the breadth of its product, solutions and services offerings, Dell Technology can uniquely simplify how you deploy, manage and protect your critical IT infrastructure. XC Core customers can benefit from Dell's expertise in the following areas:

- **Flexible Op-Ex consumption** with APEX Flex on Demand
- **Flexible deployment** with Dell Technologies Professional Services
- **Maximize investments**, safeguard the future and deliver guaranteed outcomes with Dell's Future-Proof Program
- **Financing options** with Dell Financial Services
- **Proven**, tested solutions for Security and Data Protection

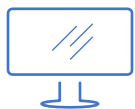
Customers choose Dell Technologies for its commitment to deliver innovation and drive transformational business outcomes.

Dell Technologies collaborates closely with strategic alliance partners to address customer demand for partner-aligned HCI solutions of which XC is part of and is closely aligned and joint developed with industry leading HCI stacks to deliver best-in-class management and orchestration of the entire software-defined infrastructure.

This comprehensive approach to HCI results in an unmatched breadth of products, services and global financing that address the broadest range of use cases to best fit the customers desired IT outcomes, all at global scale.

By offering our customers choice in operating environments and consumption models to best fit a customers' HCI workloads and use cases Dell Technologies can leverage its unique position of being able to deliver a tightly integrated HCI stacks for customers and offer pre-tested and pre-validated hypervisor neutral and bare-metal HCI solutions.

1. The release of XC7625, XC4000, XC660xs and XC760xa to be announced at a later date.



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