

# Intel® Data Center Blocks for Nutanix Enterprise Cloud Field Card



**NUTANIX**  
YOUR ENTERPRISE CLOUD

## Business Overview

### Market Segments

Focused on Hyper-Converged Infrastructure (HCI), Cloud Services and Software Defined Storage (SDS) market segments, particularly in Education, Healthcare, Financial Services, Government, Manufacturing, Retail, Energy and Utilities, and Service Providers sectors.

### Target Buyers

IT Decision Makers, CTOs and COOs

### Business Drivers

The HCI market will grow ~2x every two years from 2017-2023.<sup>1</sup>

### Intel and Nutanix Advantage

Organizations are rapidly adopting HCI to bring cloud capabilities to their on-premises data centers, enabling new levels of agility and efficiency, and making hybrid and multi-cloud capabilities a reality. Nutanix is the recognized industry leader in HCI software. By combining Intel hardware innovation with Nutanix software innovation, we can deliver unparalleled HCI possibilities to our customers.

## Key Messaging

### Improved Agility

**Deploy new workloads in minutes** instead of weeks with this single platform that was designed and optimized for Nutanix Enterprise Cloud applications.

### Increased Scalability

**Easily and quickly increase workload capacity on demand** to meld private, public, and distributed cloud operating environments and applications into a hybrid/multi-cloud system at any scale on a single Intel scalable platform.

### Cost Efficiency

**Get the benefits of cloud economics** through better resource utilization and reduced labor and operating costs with this optimized, validated and certified Nutanix cloud software and Intel processor-based server solutions.

### Enables Innovation

**Innovate faster to power business transformation and industry disruption** with an industry-leading hyperconverged infrastructure featuring Nutanix and Intel® Data Center Blocks (Intel® DCB).

## Competitive Differentiators - Unique Selling Points

### Large Flash Capacity (2U/1N)

Whereas most 2U, 1-node systems offer 12 drive bays, Intel's design allows for 24 high-performance flash storage devices with balanced throughput and output operations via multiple NVMe channels and SAS controllers. Higher storage bandwidth and lower latency allow for faster access to large datasets, which is critical for enterprise-class workloads.

### High Compute Density (2U/4N)

Whereas most 2U, 4-node systems allow for only a 125W CPU, Intel's thermal design allows for a more powerful 140W CPU, delivering more performance in less space. This extra performance enables more VMs and better quality of services from your applications.

### Best of Public and Private Clouds

When combined with Nutanix Enterprise Cloud OS, Intel DCBs provide the agility, scalability and simplicity of public cloud, with the security, affordability and control of private cloud, thereby enabling hybrid/multi-cloud environments.

### Configure to Order

Order the right system for your customers, including optimized and certified configurations for multiple cloud workloads services, with less risk.

### Designed, Validated and Certified

Intel and Nutanix solutions are tested for thousands of hours to ensure ease of use and high quality, so you can easily deliver a Nutanix-ready solution allowing for faster time to market with high confidence and customer satisfaction.

### Built on the Latest Intel Technologies

Intel DCBs are validated using multiple server components, including Intel® Server Boards and Intel® Server Chassis, Intel® Ethernet adapters, NVM Express (NVMe), Intel® Optane™ SSDs, Intel® Optane™ persistent memory and Intel® Xeon® Scalable Processors for scalable, reliable platforms that can give you a competitive edge.

## Business Benefits

**60%**

Lower  
TCO<sup>2</sup>

**534%**

5-year  
ROI<sup>2</sup>

**7**

Months  
Payback<sup>2</sup>

**\$10.56M**

Additional  
Revenue/Yr.<sup>2</sup>

**97%**

Fewer  
Unplanned  
Outages<sup>2</sup>

## Overcoming Objections

### Do Intel Data Center Blocks (Intel DCBs) offer the same manageability as other Nutanix-ready systems?

Yes – Nutanix has integrated Intel® DCM into Nutanix Prism, their Management Software that provides an automated control plane using machine learning to support predictive analytics and automated data movement.

### Tell me about the RAS of Intel DCBs versus alternatives?

Intel Server Boards and Intel Server Chassis—the foundation of Intel DCBs—support critical Reliability, Availability and Scalability (RAS) features such as Error-Correcting Code (ECC) memory with Single Device Data Correction (SDDC), redundant power supplies, redundant fans, light-guided diagnostics, hot-swap drives and proactive server management alerts. Modular and tool-free design for many devices allows for ease of serviceability.

### How do Intel and Nutanix support Intel DCBs for Nutanix Enterprise Cloud?

Intel is a member of the Nutanix Elevate Program, which means Intel and Nutanix work together to provide world-class customer support. Intel DCBs are also backed by Intel's 24x7 call center support, a dedicated Customer Experience engineering team, and Intel's Advance Warranty Replacement.

### Are Intel's DCBs supported by Nutanix Tools?

Intel DCBs currently support ease-of-cluster setup provided by Nutanix Foundation. For in-use management, Intel DCBs are fully supported by Nutanix Prism including skeuomorphic capability. In addition, Intel and Nutanix also deliver full Lifecycle Management (LCM) tool support—adding simple, regular firmware and software updates.

### Is there a long lead time to receive an Intel DCB?

Intel's Configure-To-Order system allows flexibility without a long lead time. More than 95% of systems are delivered in fewer than three weeks from order.

## Intel Revenue Opportunities

Intel Data Center Blocks for Nutanix Enterprise Cloud Platform helps boost sales of Intel Xeon Scalable processors, Intel Data Center Blocks, Intel Optane persistent memory, the Intel SSD Data Center Family and Intel Ethernet Network Adapters.

The Right Combination for Virtualized Servers and Business Critical Applications



1 Statistics MRC Report, "Hyper-Converged Infrastructure (HCI) – Global Market Outlook (2017-2023)", January 2018. <https://www.strategyinc.com/report/hyper-converged-infrastructure-hci-market-2017>

2 IDC White Paper, "Nutanix Delivering Strong Value as a Cost-Effective, Efficient, Scalable Platform for Enterprise Applications", August 2017, Authors Eric Sheppard & Matthew Marden. <https://www.nutanix.com/go/nutanix-pricing-vs-traditional-infrastructure-tco-roi-report.html>

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- [www.nutanix.com/intel](https://www.nutanix.com/intel)
- [www.intel.com/nutanix](https://www.intel.com/nutanix)
- Solution Brief
- Configuration Guide
- Configure to Order Tool

### Marketing Assets

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