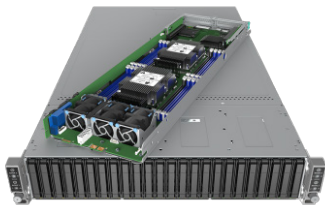


The 7 Keys to Successfully Winning with Intel® Data Center Blocks for Nutanix Enterprise Cloud Platform

Data Center Solutions

Financial Services



The Intel® Data Center Blocks for Nutanix Enterprise Cloud Platform are fully validated and certified for use with Nutanix Enterprise Cloud.

Client: A large multinational financial services enterprise with demanding IT workloads.

Challenge: The company was looking for a technology partner that would understand their current technical challenges and could offer superior customer support. In addition, they required a single platform that could support their multiple, complex workloads.

Solution: A Platinum Intel Technology Provider quickly identified the Intel® Data Center Blocks for Nutanix Enterprise Cloud Platform as an exceptional platform to meet the challenge and partnered with Intel to turn obstacles into opportunities using Intel's technology to address the customer's challenges. Intel was able to assist in coordination with Nutanix engineering and sales to ensure an effective collaboration and a unified front in addressing the customer's needs.

How the Design was Won: In a post-Design Win review, the items listed below were identified as being pertinent to success. These same items are applicable to the majority of customers that are interested in Nutanix-based solutions for their companies.

Seven Factors to Success

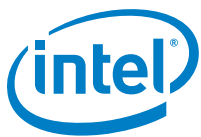
- **Cutting-edge Technology:** Intel Data Center Blocks for Nutanix Enterprise Cloud Platform offered options for the latest technologies that weren't yet available from other vendors, including Intel's newest and largest-capacity SSDs.

- **Hardware That Spans Multiple Workloads:** Intel Data Center Blocks for Nutanix Enterprise Cloud Platform is based on a platform that allows for broad workload coverage and could be used across the customer's workload needs, from Nutanix software applications to disaster recovery.
- **Architecture Consulting:** Intel Engineering was available to assist the customer by optimizing their solution to achieve the desired performance within defined TCO metrics.
- **Engineering Support:** Intel's support team was able to quickly address POC issues including leveraging a strong relationship with Nutanix engineering to help solve problems.
- **Competitive Price:** The price of Intel Data Center Blocks for Nutanix Enterprise Cloud Platform was competitive, despite offering more features and flexibility.
- **Ease of Configuration:** Intel's configure to order manufacturing capability with quick delivery times allowed the Intel Technology Provider to deliver a solution that was a better fit for the customer specifications when compared to fixed-configuration models offered by others.
- **Collaboration:** Intel was able to help coordinate communications with Nutanix sales and the Intel Technology Provider to ensure effective collaboration and a unified front in addressing the end customer's needs.

For details on the Intel Data Center Blocks for Nutanix Enterprise Cloud Platform configuration options including leading technologies such as Intel® Optane™ SSD and persistent memory, see www.intel.com/Nutanix.

Conclusion

The Design Win highlighted above provides a powerful example of how a large opportunity was won by leveraging the benefits of the Intel Data Center Blocks for Nutanix Enterprise Cloud Platform as well as the relationship that Intel shares with Nutanix. The winning recipe: the Intel and Nutanix partnership, demonstrating leadership by selling complete server system solutions, understanding the buyer's journey and providing exceptional technical service and support. By combining Intel's technology with state-of-the-art cloud computing platforms, customers can realize true enterprise business transformation.



Intel technologies may require enabled hardware, software or service activation.

No product or component can be absolutely secure.

Your costs and results may vary.

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