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# Dell & Nutanix Expanded Relationship & Offerings

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## CONTEXT

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Dell Technologies and Nutanix recently announced a [strategic expansion](#) of their partnership aimed at capturing disillusioned VMware customers following Broadcom's acquisition of VMware.

The updated partnership sees Dell offering Nutanix software on its PowerEdge servers and integrating Dell's PowerFlex storage with the Nutanix Cloud Platform. This move is part of a broader industry trend where competitors seek to capitalize on market disruptions caused by significant acquisitions and changes in business strategy.

### Key Announcements

1. **Dell XC Plus Appliance:** This new hyperconverged infrastructure (HCI) appliance integrates Nutanix's Cloud Platform, including the AHV hypervisor and centralized Prism control plane, with Dell's PowerEdge servers. The appliance is available in six different models, offering various configurations of CPU, GPU, memory, networking, and storage capacities to meet diverse customer needs.
2. **PowerFlex and Nutanix Integration:** Dell's PowerFlex, a scalable virtual SAN and hyperconverged system, will be the first external storage solution to integrate with the Nutanix Cloud Platform. This integration allows customers to manage compute and storage independently while maintaining the full suite of Nutanix software features, offering multi-hypervisor support and extreme performance at scale.
3. **Future Expansion:** The partnership indicates potential future integrations, including other Dell IP-based storage solutions like file and object storage products, into the Nutanix Cloud Platform, broadening the appeal of this joint solution.

## DELL XC PLUS APPLIANCE

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The Dell XC Plus appliance is a hyperconverged infrastructure (HCI) device that integrates Nutanix's Cloud Platform software stack with Dell's PowerEdge servers. It provides a turnkey solution for enterprises looking to simplify their IT infrastructure and streamline hybrid cloud deployments.

### KEY FEATURES OF THE DELL XC PLUS APPLIANCE

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#### 1. **Nutanix Cloud Platform Integration:**

- The appliance comes pre-configured with Nutanix's Cloud Platform software, which includes the AHV hypervisor and the Prism centralized management console.
- This integration allows users to manage their entire IT infrastructure—compute, storage, and virtualization—from a single interface, reducing complexity and operational overhead.

#### 2. **Hardware Specifications:**

- The Dell XC Plus appliance is built on Dell's PowerEdge server platform, which is known for its performance, reliability, and scalability.
- The XC Plus appliance has six different models, offering a range of configurations to meet varying performance and capacity needs.
- Options include different CPU (central processing unit), GPU (graphics processing unit), memory, networking, and storage capacities, allowing customers to tailor the appliance to their specific workloads.

#### 3. **Turnkey HCI Solution:**

- The appliance is a plug-and-play solution that can be quickly deployed and operational with minimal setup.
- It combines compute, storage, and networking into a single, integrated system, eliminating the need for separate components and simplifying the infrastructure.

#### 4. **Centralized Management:**

- The Nutanix Prism control plane offers centralized management of the HCI environment, providing insights, monitoring, and automation capabilities.
- This centralized approach enhances efficiency by allowing IT teams to manage resources across multiple locations and environments from a single console.

#### **5. Scalability and Flexibility:**

- The Dell XC Plus appliance scales easily, allowing organizations to add nodes and increase capacity as their needs grow.
- It supports multiple hypervisors, allowing customers to choose the virtualization environment that best suits their needs.

#### **6. Use Cases:**

- The appliance is ideal for organizations looking to modernize their data centers, streamline hybrid cloud deployments, and simplify IT operations.
- It is particularly well-suited for environments where high performance, scalability, and ease of management are critical, such as in virtual desktop infrastructure (VDI), databases, and general-purpose enterprise workloads.

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## **DELL POWERFLEX + NUTANIX**

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Dell outlined plans to integrate its PowerFlex storage system with the Nutanix Cloud Platform.

Here's an overview of what the companies shared:

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### **POWERFLEX/NUTANIX INTEGRATION OVERVIEW**

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#### **1. Integration with Nutanix Cloud Platform:**

- Dell PowerFlex virtual SAN (Storage Area Network) and hyperconverged system will be integrated with the Nutanix Cloud Platform. This integration will allow PowerFlex to function as an external storage solution that can be managed seamlessly alongside Nutanix's compute and virtualization capabilities.

- The integration allows customers to leverage PowerFlex's robust storage capabilities while maintaining the full suite of Nutanix software features, including its AHV hypervisor and centralized management through the Prism control plane.

## 2. Key Features and Benefits:

- **Independent Compute and Storage Management:** The integration allows customers to independently manage compute and storage resources, providing greater flexibility in scaling and optimizing resources according to specific workload requirements.
- **Multi-Hypervisor Support:** PowerFlex with Nutanix will support multiple hypervisors, offering customers the flexibility to choose the virtualization environment that best fits their needs, whether it's Nutanix's AHV or other hypervisors.
- **Extreme Performance at Scale:** PowerFlex is known for its ability to scale-out to thousands of nodes, delivering high performance even in large, complex environments. This integration targets customers with demanding workloads that require high performance and scalability.

The integration of PowerFlex with the Nutanix Cloud Platform is currently in development. The companies plan to make the integrated solution available to early access customers later this year and full production sometime in 1H 2025.

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## LOOKING AHEAD: FUTURE EXPANSIONS

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Dell and Nutanix made it clear to analysts that this partnership is just the beginning. They have already teased plans to explore further integrating Nutanix's Cloud Platform with other Dell IP-based storage solutions, such as file and object storage products. This would create a more comprehensive infrastructure platform catering to an even broader enterprise needs.

The implications of this expanded partnership extend beyond just the immediate market for disillusioned VMware customers. As the integration between Dell and Nutanix deepens, it could spur increased competition in the HCI market, prompting other players to enhance their offerings and forge similar strategic alliances.

The long-term vision is providing a fully integrated and versatile infrastructure solution that combines the best of Dell's storage technology with Nutanix's leading software, catering to a variety of cloud, hybrid cloud, and on-premises environments.

## ANALYSIS

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Nutanix doesn't play favorites, but rather maintains healthy relationships with nearly every server OEM. Lenovo and Nutanix have a strategic relationship that dates to 2015, with Lenovo selling a broad set of Nutanix-powered options. Hewlett Packard Enterprise also has multiple Nutanix-based offerings, including HPE's Greenlake with Nutanix for enterprise multi-cloud.

The company's relationship with Dell also has a long history. It's an open secret that when Dell owned VMware, Dell sold many Nutanix-based solutions despite its public preference for turnkey VMware-based solutions. Times have changed, and Dell and Nutanix's expanded relationship makes their collaboration unique.

Dell and Nutanix are making a bold and calculated move that disrupts the current market dynamics. By offering a compelling alternative to VMware, they are positioning themselves to capture market share and setting the stage for future growth and innovation in the HCI and cloud infrastructure sectors.

There are few hybrid-cloud challenges that Nutanix's software can't address, and a deep partnership with an enterprise platform provider like Dell gives enterprise IT organizations a safe and easy way to leverage the solution's power.

As enterprises continue to navigate the complexities of hybrid cloud and seek more flexible, scalable solutions, the Dell-Nutanix partnership offers a compelling choice for IT organizations to modernize their applications and infrastructure. This gives customers a timely and attractive option in an increasingly complex, crowded, competitive market.



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