

## Introducing

# Nutanix Cloud Bundles

Nutanix Cloud Bundles enable rapid, cost-effective, scale out to meet varying performance needs in a highly secure, available environment.

These bundles are attractively priced and available in **3 sizes**, with **3 levels of capabilities**.

## What are Nutanix Cloud Bundles?

Perfect for customers and prospects just starting out on their private cloud journeys but are finding complexity and budget to be a barrier.

Nutanix has 3 x cloud bundle levels to suit your customers' needs and budgets – **easy as 1,2,3!**

**NUTANIX**  
**NOW**  
**2021**

## FAQs

### Are they available now?

Yes – Nutanix Cloud Bundles are now available for quoting and ordering through Exclusive Networks. The promotional bundle offers **are valid until 31 December 2021**. Availability varies by country, so please contact your Nutanix Channel or Distribution manager for details.

### What's in it for me?

Cloud Bundles were purpose-built to enable our Nutanix partners to **sell better and faster**, while delivering **the benefits of HCI to your SME/mid-market customers and prospects**. The bundles allow you to:

- Sell what your customers desire:**  
The security, operations management, and performance of HCI in a single SKU
- Win quickly with aggressive pricing**
- Shorten your sales cycle with simplified sizing, quoting, and pricing approval**

### What is the duration of the software included?

All software included in the bundle covers a term of 3 or 5 years plus new 38 and 62 month options depending on the version chosen.

### Can I use AOS licenses across a different number of nodes than the bundle configuration?

*For instance, can I use the ENTRY-BASIC-S over 4 nodes instead of 3 as long as my core count remains below 92?*

Yes, it is permissible to redistribute AOS licenses as long as the core count remains within that permitted by the bundle. Note that Prism Pro and Flow included with the Standard and Advanced bundles are for the specific number of nodes specified by the bundle configuration, and if AOS licenses are being utilized over a larger number of nodes, than additional licenses will need to be purchased for Prism Pro and Flow to cover the difference.

For instance, if ENTRY-ADV-S is being used over 4 nodes instead of 3, additional licenses of Prism Pro and Flow will need to be purchased to cover the 1 additional node.

### What are the specs of each bundle?

Components of each bundle are shown in the image below:

	Basic	Standard	Advanced
Small 3 nodes	ENTRY-BASIC-S ENTRY-BASIC-S-38mo ENTRY-BASIC-S-5Y ENTRY-BASIC-S-62mo	ENTRY-STD-S ENTRY-STD-S-38mo ENTRY-STD-S-5Y ENTRY-STD-S-62mo	ENTRY-ADV-S ENTRY-ADV-S-38mo ENTRY-ADV-S-5Y ENTRY-ADV-S-62mo
	AOS Starter 3 x 24 cores	AOS Pro 3 x 32 cores Prism Pro 3 nodes Files 5 TiB	AOS Ultimate 3 x 32 cores Prism Pro 3 nodes Files 5 TiB Flow 3 nodes
Medium 4 nodes	ENTRY-BASIC-M ENTRY-BASIC-M-38mo ENTRY-BASIC-M-5Y ENTRY-BASIC-M-62mo	ENTRY-STD-M ENTRY-STD-M-38mo ENTRY-STD-M-5Y ENTRY-STD-M-62mo	ENTRY-ADV-M ENTRY-ADV-M-38mo ENTRY-ADV-M-5Y ENTRY-ADV-M-62mo
	AOS Starter 4 x 24 cores	AOS Pro 4 x 32 cores Prism Pro 4 nodes Files 7 TiB	AOS Ultimate 4 x 32 cores Prism Pro 4 nodes Files 7 TiB Flow 4 nodes
Large 6 nodes	ENTRY-BASIC-L ENTRY-BASIC-L-38mo ENTRY-BASIC-L-5Y ENTRY-BASIC-L-62mo	ENTRY-STD-L ENTRY-STD-L-38mo ENTRY-STD-L-5Y ENTRY-STD-L-62mo	ENTRY-ADV-L ENTRY-ADV-L-38mo ENTRY-ADV-L-5Y ENTRY-ADV-L-62mo
	AOS Starter 6 x 24 cores	AOS Pro 6 x 32 cores Prism Pro 6 nodes Files 10 TiB	AOS Ultimate 6 x 32 cores Prism Pro 6 nodes Files 10 TiB Flow 6 nodes



### Is there a way to quote a different duration / term length?

At this time, we are offering 3 and 5 year term lengths for the bundle software. However, we have recently added both 38 and 62 month options to account for any possible delays in hardware shipment. Please consult us if your customer desires a different license term.

### Is software support included?

Yes, software support for the duration of the license term (3 or 5 years plus new 38 or 62 months) is included.

### What hardware platforms are compatible with the software bundle?

The bundle is compatible with any model listed on the Nutanix hardware compatibility list.

Each bundle is a software product. No hardware is included with the bundle.

The bundles can be run on Nutanix NX-Core, Dell EMC XC-core, Lenovo ThinkAgile HX certified nodes, Fujitsu XF-core, and other hardware models (platforms) certified for software only.

### What does faster sizing refer to?

Partners can use **Nutanix Sizer** to get a recommendation on hardware specification. This allows you to select the bundle with the correct amount of Nutanix AOS licenses for the recommended quantity of cores and flash.

Cloud Platform Starter Bundles will support any quantity of flash on a cluster as long as the core count on the bundle is greater than the cluster core count.

This means customers have the flexibility that they need to finalise flash quantity in their cluster at the time of buying these bundles.

### What is the process to sell a Cloud Bundle?

- Check with us here at Exclusive Networks (if you are a reseller) to confirm if the end-user customer is eligible for the offer.
- Check if the customer's hardware preference is available within the Nutanix hardware compatibility list.
- Utilise **Nutanix Sizer** to determine which bundle fits your customer.
- Identify the bundle that fits customer needs.

Note: Deal Registration is mandatory in order to receive a quote for a Cloud Bundle.

### What is the pricing approval process? Is deal registration required?

Deal registration is mandatory in order to receive a quote for a Cloud Bundle offer. Deal registration also enables the deal to be eligible for Nutanix rebate claims. The deal will be approved as long as the customer is eligible, the discount request is below the discount cap, and there is no competing pre-existing deal registration from a different partner.

### Are Cloud Bundle sales eligible for Nutanix rebates?

Yes! Cloud Bundle sales are eligible for the New Customer Acquisition Rebate. To ensure your opportunity is eligible, you must submit a deal registration. When entering your deal registration, please enter "Cloud Platform Starter Pack-Reseller Name" in the Opportunity Name field.

## Terms and Conditions

### What are the terms and conditions for the offer?

- Offer valid through 31 December 2021.
- Eligible orders must have a PO submitted to Nutanix by this date.
- Offer valid for new Nutanix customers only in EMEA region.
- Availability varies by country, please contact your Nutanix Channel or Distribution manager for full details.
- Offer valid only for customers in the small to mid-sized business markets. Please check with your distributor or Nutanix sales team to confirm your customer qualifies.
- Limited to one bundle purchase per customer during the promotional period.

### For further information contact:

**Lee Cunningham**, Business Unit Manager  
for Nutanix at Exclusive Networks  
[LCunningham@exclusive-networks.com](mailto:LCunningham@exclusive-networks.com)

### Interested in running a Nutanix end user campaign and need some help?

Please contact **Vanessa Cardwell**  
[vcardwell@exclusive-networks.com](mailto:vcardwell@exclusive-networks.com)  
for ideas and support in execution.

## Exclusive Networks, Nutanix & Partners are #StrongerTogether

### Buy Now, Pay Later\*

Talk to Exclusive Networks about presenting your customers with an option to buy vital solutions with an immediate shipping date, with nothing to pay for up to 6 months. meaning less objections due to budget constraints. As businesses get back up and running with the continued easing of restrictions, they will be looking to keep developing their business whilst being prudent with their spending.

By offering deferred start dates, customers are able to buy what they need now and pay for it with their future budgets when markets return to normal.

Please contact [financing\\_uk@exclusive-networks.com](mailto:financing_uk@exclusive-networks.com) for more information.

\*Subject to credit approval