

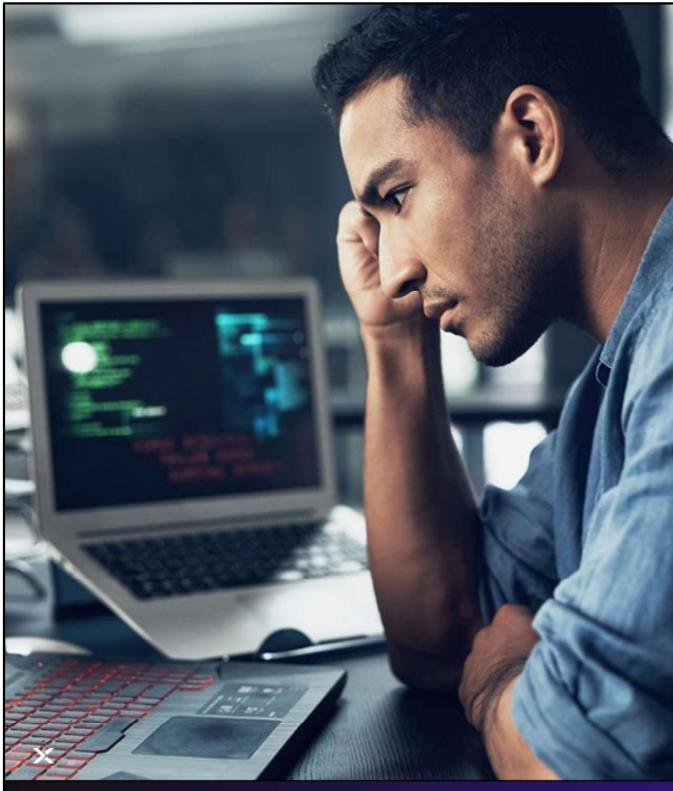


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Today's Business and IT Challenges Are Unprecedented



Complex IT environment



Limited human resources



Business disruptions



App explosion



Data sovereignty and security

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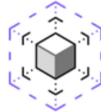
- Today's business and IT challenges are unprecedented. Organizations are facing increasing complexity in their IT environments, making it harder to keep up with the demands of the modern business landscape.
- **Complex IT Environment:**
Over the past two years, 90% of organizations have reported a significant increase in IT complexity. This added complexity can hinder their ability to stay agile and respond quickly to business needs.
- **Limited Human Resources:**
IT teams are under immense pressure to adapt swiftly, often without the necessary resources. There's a growing need for skilled IT personnel to manage and optimize these increasingly complex environments.
- **Business Disruptions:**
Frequent changes in licensing policies and pricing models further complicate matters. Organizations must navigate these changes to maintain continuity and control costs effectively.
- **App Explosion:**
We're witnessing an app explosion, with 750 million new applications expected by 2026. This surge demands robust infrastructure and management strategies to handle the influx.
- **Data Sovereignty and Security:**
The rise of AI applications has led to massive data processing needs. Ensuring data sovereignty and security is crucial as organizations deal with increasing amounts of sensitive information.
- To remain competitive, organizations must tackle these challenges head-on. Effective IT management and strategic planning are essential to navigate this ever-evolving landscape successfully.

Benefits of HCI Adoption



Agility

Public cloud speed, efficiency, and economics within the data center



Scalability

Start small and easily scale while maintaining performance levels



Simplicity

Simplify operations with software-driven automation and lifecycle management

Improve efficiency | Lower OpEx costs



- In light of the challenges we've just discussed, it's clear that a solution is needed to cut through the complexity, enhance agility, and ensure efficient use of human resources.
- Hyperconverged Infrastructure stands out as a beacon of innovation to address these exact pain points.

Let's delve into why HCI is not just a benefit, but a necessity in our current IT climate:

- 1) **Agility** - Public cloud speed, efficiency, and economics within the data center
- 2) **Scalability** - Start small and easily scale while maintaining performance levels
- 3) **Simplicity** - Simplify operations with software-driven automation and lifecycle management

The efficient pooling and allocation of resources intrinsic to HCI contribute to higher utilization rates and a more substantial return on hardware investments. Ultimately, embracing HCI translates to enhanced operational efficiency and a noticeable reduction in operational costs, aligning perfectly with the need to do more in today's resource-constrained IT environments.

Drivers of HCI Adoption



Data Center Modernization

Continues to simplify and transform IT Operations



Edge Computing Growth

More AI/ML and IoT driving compute at edge locations



Hybrid Cloud Acceleration

Delivers consistent infrastructure and operations



Cloud-Native Adoption Driver

HCI will power cloud-native and container adoption

Continued Innovation

New consumption models | New data services | Hardware accelerators | AI/ML | Multicloud
Next-gen processors | GPUs | NVMe | 5G | 100GbE | Enhanced serviceability

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- As we've established, meeting the demands of today's complex IT environment requires innovation and strategic evolution. HCI emerges as a transformative technology amidst this setting, driving substantial changes in how IT environments are managed. Let's unpack the pivotal reasons behind HCI's increasing adoption
- **Data Center Modernization:** Organizations are modernizing their data centers to improve efficiency and reduce costs. HCI plays a crucial role here by integrating compute, storage, and networking into a single, scalable solution. This streamlines operations, simplifies management, and accelerates deployment, making it a key component of data center modernization efforts.
- **Edge Computing Advancements:** With the rise of edge computing, businesses need solutions that can handle data processing closer to where it's generated. HCI supports this by offering compact, scalable infrastructure that can be deployed at the edge, ensuring low-latency and high-performance processing for real-time applications.
- **Hybrid Cloud acceleration:** As organizations increasingly adopt hybrid cloud models, they require a seamless integration between on-premises infrastructure and cloud environments. HCI facilitates this by providing a flexible and unified platform that bridges the gap between private and public clouds, enabling smoother data and application migration.

Cloud-native adoption driver: The shift towards cloud-native applications demands infrastructure that supports rapid scaling and deployment. HCI's modular and software-defined approach aligns perfectly with cloud-native principles, enabling organizations to deploy and manage applications with greater agility and efficiency.

- In summary, HCI adoption is driven by the need for modern, flexible, and efficient infrastructure solutions that support data center modernization, edge computing, hybrid cloud strategies, and cloud-native applications. As these trends continue to evolve, HCI will be at the forefront of this

continued innovation

Titan vs Titan



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Titan's Aligned



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Combining Strengths of Two Titans

Building on 14+ Year Legacy Partnership

DELLTechnologies

Leader in Infrastructure Platforms

Leading portfolio of HCI, storage, server, networking and data protection

Broad solutions and services expertise to address evolving workload requirements

Comprehensive range of support to meet diverse customer needs

NUTANIX

One Platform to Run Applications & Data Anywhere

Freedom to choose your clouds, your apps, and your technology

One unified platform to manage datacenters, clouds, and edge

Power of simplicity without re-architecting, retraining, or vendor lock-in



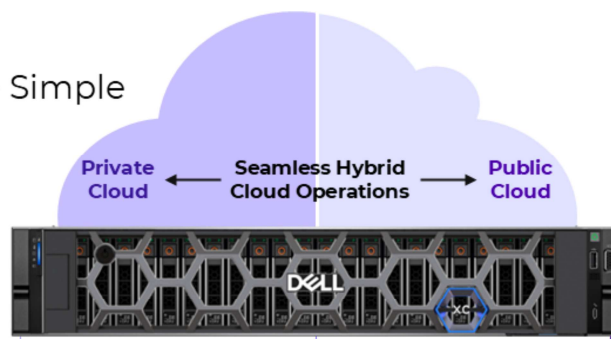
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- Building on our commitment to offering choice and flexibility, today we're excited to discuss the powerful combination of two industry leaders, Dell and Nutanix, who have built a strong partnership over the past 14+ years.
- **Dell Technologies**
- Dell stands out as a leader in infrastructure platforms, offering a comprehensive portfolio of HCI, storage, server, networking, and data protection solutions.
- With our broad expertise, Dell addresses evolving workload requirements with precision and efficiency.
- We provide a wide range of solutions and services to meet diverse customer needs, ensuring robust support across various industries.
- **Nutanix**
- Nutanix brings a new approach with one platform that runs applications and data anywhere.
- They offer the freedom to choose your clouds, your apps, and your technology, ensuring flexibility and adaptability.
- Nutanix's unified platform allows seamless management of datacenters, clouds, and edge environments, delivering the power of simplicity without the need for re-architecting, retraining, or falling into vendor lock-in.
- By combining Dell's leadership in infrastructure platforms and Nutanix's innovative approach to application and data management, we provide our customers with a solution that meets the demands of modern IT environments while simplifying operations and enhancing performance.
- In essence, this collaboration is about delivering the best of both worlds: Dell's robust infrastructure capabilities and Nutanix's agile platform.
- Together, we empower organizations to manage their workloads more effectively, innovate faster, and achieve their business objectives with confidence.

Dell XC Plus

Hybrid Cloud Made Simple



Simplify Hybrid Cloud

Eliminate the complexity with a single platform

Streamline Operations

Accelerates your digital transformation

Optimize Performance

Power business-critical apps and container-ready platforms



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Building on our commitment to delivering exceptional hyperconverged solutions, we're proud to present the Dell XC Plus, our streamlined solution for hybrid cloud simplicity.

XC Plus is a turnkey HCI-based appliance that embodies the integration of Dell's robust hardware with the Nutanix Cloud Platform software, powered by the AHV hypervisor.

Whether you're dealing with modern apps, enterprise apps, databases, AI/ML workloads, or VDI, Dell XC Plus is designed to support a wide range of applications across your Cloud, Core, and Edge environments.

This offering is a testament to the potential unleashed when private cloud, public cloud, and everything in between operate in harmony.

Now, let's focus on the highlights that Dell XC Plus brings to your IT infrastructure:

- **Simplify hybrid cloud adoption** and eliminate complexity with proven Dell XC family and Nutanix Cloud Platform software in a single management plane
- **Streamline IT operations and increase productivity** across your hybrid cloud with self-service, automation, and

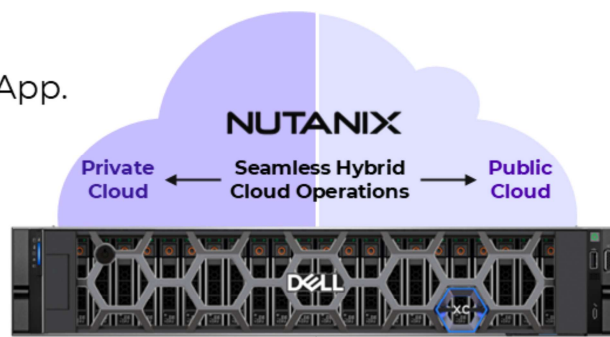
centralized role-based governance to accelerate your digital transformation

- **Ensure optimal application performance** with built in AI and adaptive machine learning to

With Dell XC Plus, managing your IT infrastructure is faster and simpler, freeing your team to focus on innovation and strategic growth. It's a comprehensive solution that meets the needs of various IT environments, enhancing agility and control in your journey toward digital transformation.

Dell XC Plus

One Platform. Any App.
Any Location



Nutanix Cloud Platform

Nutanix Cloud Infrastructure
Modernize your infrastructure

Nutanix Cloud Manager
Automation and governance

97% less
unplanned downtime*

53% more efficient
IT management*

16% more productive
app developers*

X *IDC White Paper, sponsored by Nutanix, The Business Value of Nutanix Cloud Platform, October 2022 (#U549715622)

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Lets take a closer look at the Nutanix stack that is available for XC Plus

- **Nutanix Cloud Infrastructure (NCI):** The underlying infrastructure that powers the NCP, providing compute, storage, and networking resources.
- **Nutanix Cloud Manager (NCM):** Provides a unified interface for managing and automating your Nutanix infrastructure.
- **Nutanix Cloud Platform (NCP):** Combines NCI & NCM into a convenient bundle and is the foundation for delivering and managing your applications across hybrid and multi-cloud environments.

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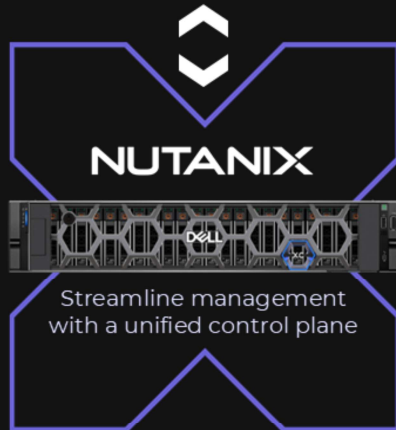
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Dell XC Plus: Hybrid Cloud Made Simple

Enterprise Apps |
Modern Apps | AI/ML |
Databases | Desktops



Streamline management
with a unified control plane

Simplify hybrid cloud adoption with proven XC Family and Nutanix Software in a single management plane

Streamline IT operations and increase productivity across your hybrid cloud with self-service, automation, and centralized role-based governance

Ensure optimal application performance with built-in AI and adaptive machine learning

Power cloud native applications with a container-ready platform for apps and data, enabling rapid deployment and efficient scaling

Maximize business continuity by maintaining the privacy and integrity of your data with native data protection and security capabilities

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- In wrapping up, let's reflect on the core strengths of the Dell XC Plus and what it brings to your hybrid cloud domain:
- It streamlines hybrid cloud adoption, combining the proven Dell XC Family with versatile Nutanix Software in one integrated management platform.
- The solution simplifies IT operations, spurring productivity with features like self-service, automation, and centralized governance.
- Dell XC Plus promises peak application performance thanks to embedded AI and adaptive machine learning.
- Ready for the future, it supports cloud-native applications with a container-ready platform designed for swift deployment and scalability.
- And importantly, it safeguards your critical data through state-of-the-art protection and security features.
- Each of these points recognizes how the Dell XC Plus moves beyond being a mere piece of technology to become a crucial player in simplifying and enhancing the hybrid cloud experience. Let's proceed to explore how this integrates into your broader IT strategy.



Drive Business Innovation and Priorities with XC Plus

- ✓ Simplifies management
- ✓ Automates tasks
- ✓ Expands choice and alternative options
- ✓ Supports VM and modern workloads
- ✓ Built-in security features

NUTANIX

Thank You



Connect with your
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or visit Dell.com/XC