IIIIII CISCO The bridge to possible

# Cisco Compute Hyperconverged with Nutanix (CCHC + N) M6 Ordering Guide

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# Introduction

# **Cisco Compute Hyperconverged M6 Server with Nutanix Solutions**

Cisco Compute Hyperconverged with Nutanix is a hyperconverged infrastructure solution integrating Cisco's best-in-class compute (Cisco Unified Computing System), datacenter networking, and SaaS infrastructure management platform (Cisco Intersight) with Nutanix's market-leading hyperconverged storage software, Nutanix Cloud Platform The Cisco Compute Hyperconverged with Nutanix family of appliances delivers pre-configured UCS servers that are ready to be deployed as nodes to form Nutanix clusters in a variety of configurations. Each server appliance contains three software layers: UCS server firmware, hypervisor (Nutanix AHV), and hyperconverged storage software (Nutanix AOS).

### **Cisco Compute Hyperconverged M6 Server with Nutanix Clusters**

Physically, nodes are deployed into clusters, with a cluster consisting of three or more Cisco Compute Hyperconverged Server. These are integrated into a single system by a pair of Cisco UCS<sup>®</sup> fabric interconnects, creating clusters that support general-purpose deployments and mission-critical high-performance environments.

# Purpose, Audience, and Scope

### Purpose

This publication provides information about the ordering Cisco Compute Hyperconverged with Nutanix from CCW estimate creation.

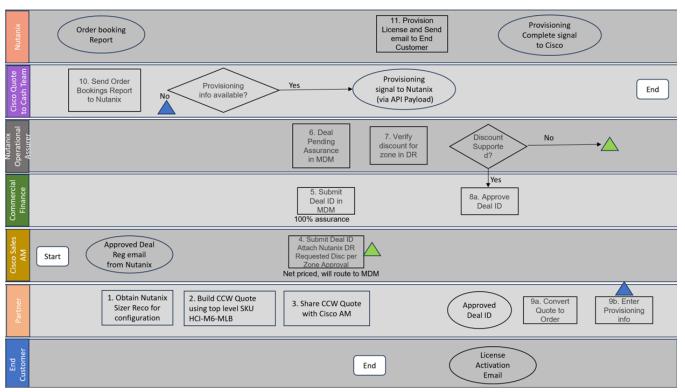
### Scope

This ordering guide describes the information for:

- Workflow from approved Nutanix Deal Registration to License fulfillment
- Ordering Structure of Cisco Compute Hyperconverged M6 Server with Nutanix
- Catalog of Product IDs of Cisco Compute Hyperconverged M6 Server
- Ordering Nutanix Hardware, Software Licensing and Professional Service options
- Links to additional resources

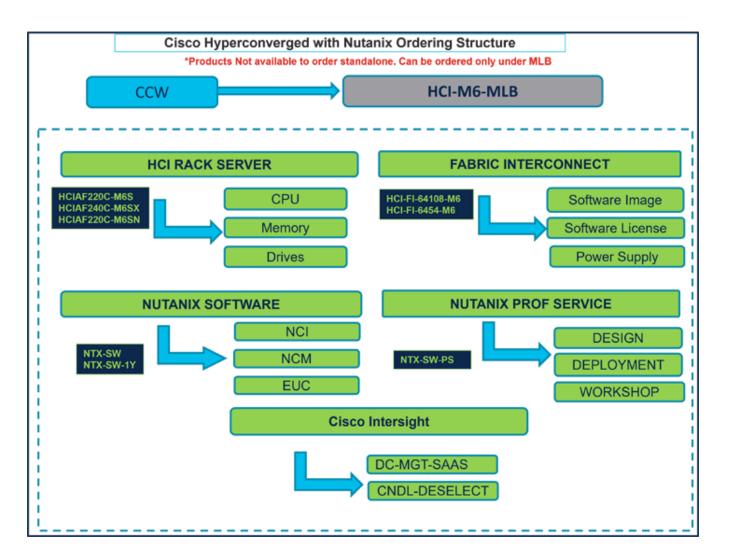
### Audience

Cisco sales teams and partners.



# Workflow from Approved Nutanix Deal Registration to License fulfillment

- Every opportunity for Nutanix SW should be ideally registered with Nutanix via Nutanix Deal Registration process. Nutanix Deal registration provides Cisco Sales PSS/AM is responsible for submitting Nutanix Deal registration. Once the Deal registration is approved by Nutanix, an approval email will be sent to the Cisco Sales submitter. This approval letter will need to be attached later to the Cisco quote.
- Once the customer requirements are available, visit Nutanix Sizer tool (<u>Nutanix Sizer</u>) and complete the guided selling questionnaire to secure the Nutanix configuration specifications that meet the customer requirements.
- Build the configuration in CCW using top level ordering SKU HCI-M6-MLB. Create deal using the CCW configuration, every deal that contains Nutanix SW must go through non-Standard Deal Approval process. Cisco Sales AM will need to submit non-standard deal by providing info on Nutanix Deal Registration, justification for discount request and attaching the relevant approval letter from Nutanix.
- Commercial Finance will enter the non-standard discount and approve it after the required due diligence is done for ensuring that the discount aligns to the zone discount guidelines shared by Nutanix.
- Once the non-standard deal is approved, it is available to convert to order.
- Nutanix Software is Not a Cisco Smart License. License is fulfilled by Nutanix and managed on Nutanix portal. For every order line containing Nutanix, the order submitter must enter End customer information (name, email, address) in Provisioning info screen on the CCW order line for Nutanix SKUs.
- Nutanix will send the License activation email to the end customer email ID that is entered into the provisioning info screen.



# Ordering Structure of Cisco Compute Hyperconverged M6 Server with Nutanix

# Catalog of Product IDs (PIDs)

**Note:** For a complete list of part numbers for the see the <u>Cisco Compute Hyperconverged with Nutanix-</u> <u>HCIAF220 M6 All-NVMe/All-Flash Server and Cisco Compute Hyperconverged with Nutanix-HCIAF240 M6</u> <u>All-Flash Server</u>

Table 1.PID of Major Line Bundle (MLB)	
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Product ID (PID)	Description
HCI-M6-MLB	Cisco Compute Hyperconverged M6 with Nutanix MLB.
	Note: This major line bundle (MLB) consists of the Cisco Compute Hyperconverged Server, with Intersight and Nutanix software PIDs

Table 2. HCI Rack Server Major Line PIDs

Product ID (PID)	Description
HCIAF220C-M6SN (All NVMe)	Cisco Compute Hyperconverged HCIAF220cM6 All-NVMe server
HCIAF220C-M6S (All Flash)	Cisco Compute Hyperconverged HCIAF220cM6 All-Flash server
HCIAF240C-M6SX (All Flash)	Cisco Compute Hyperconverged HCIAF240cM6 All-Flash server

#### Table 3. Fabric Interconnect Major Line PIDs

Product ID (PID)	Description
HCI-FI-64108-M6	Cisco Compute Hyperconverged Fabric Interconnect 64108
HCI-FI-6454-M6	Cisco Compute Hyperconverged Fabric Interconnect 6454

Table 4. Nutanix Software and Professional Major Line PIDs

Product ID (PID)	Description
NTX-SW	Nutanix Software 3Y and above
NTX-SW-1Y	Nutanix Software 1Y
NTX-SW-PS	Nutanix Professional Service

### Table 5. Cisco Intersight Major Line PIDs

Product ID (PID)	Description
DC-MGT-SAAS	Cisco Intersight SaaS
CNDL-DESELECT	Conditional Deselect

# Step By Step Ordering Process

This section provides more information and details related to packages and PIDs specific to Compute Hyperconverged M6 Server with Nutanix. It also provides references to additional buying programs and subscription packages that Compute Hyperconverged M6 Server with Nutanix products may be included in.

- Step 1. Launch your web browser and navigate to the Cisco Commerce Estimate Creation page.
- Step 2. Log In to Cisco screen, type your Cisco.com user ID and password.
- **Step 3.** In the Estimates page, set preferences for this estimate by entering the SKU, PID, product description or product family (for example, HCI-M6-MLB) to search for the HCI product you wish to order.

Note:

- For a complete list of part numbers for the see the <u>Cisco Compute Hyperconverged with Nutanix-</u> <u>HCIAF220 M6 All-NVMe/All-Flash Server and Cisco Compute Hyperconverged with Nutanix-</u> <u>HCIAF240 M6 All-Flash Server</u>
- Refer to Nutanix Sizer Tool: <u>https://sizer.nutanix.com/#/home</u>before you proceed to do the Product Configuration.

# **Configuring the Hardware Components**

### Step 4.

Set prefere	ences for this estimate 🗸		НС	I-M6-ML	.B		
Searc	h by Sku , Program ID , Description and Prod	uct Family	1 Ac	id 🗕 a	Find Products	s & Solution	s Actions 🗸
dise	e product discounts are cascaded to subscript count to subscription items, click on "MORE" a	and then, "Apply Dis	scount".			counts. To app	
Remove	Selected Lines Apply Success Track	More 🗸	Filt	ter By All It	ems	•	× = =
<b>€</b> ⊕	Hardware, Software and Services	Estimated Lead Time	Unit List Price (USD)	Qty	Unit Net Price (USD)	Discount (%)	Extended Net Price (USD)
	<ul> <li>1.0 HCI-M6-MLB</li> <li>Cisco Compute Hyperconverged M6 Nutanix MLB</li> <li>Invalid as of 25-Sep-2023 09:40:27</li> </ul>		0.00	1	0.00	0.00	0.00
k	Select Options   Validate   Recomment	ded Content   Add I	Note More Actions	~			Add Subtotal

- a. In CCW, search for HCI-M6-MLB PID and click on "Add"
- b. Click on "Select Options" to enter the configurator.

### Step 5.

Produ	icts Not ava	ilable to order standa	llone. Can be order K SERVER	ed only under ML	В
Bundle Configuration HCI-M6-MLB @	Estimate 14 days	HCIAF220C-M6S HCIAF240C-M6SN HCIAF240C-M6SX	Price List CPU	Total 12.903.84	
Set service preferences for this configurati	v no		Memory		Cancel Done
A It is recommended that the user purch	ase Nutanix Software SKU: I	NTX-SW or NTX-SW-1Y. (CE202155)	Drives		
HCIAF220C-M6S has been added to the second secon	he bundle category HCI RAC	K SERVER.			
Available Components	Unit List Price (USD)	HCI RACK SERVER > 1 Selected (Min 0, Max 9999	99)		
O HCI RACK SERVER	а	% Product	Unit List Price (USD)	Adjusted List Price (USD) Qty	Extended List Price (USD)
HCIAF220C-MISS Glob Compute Hyperconverged HCIAF220cM Node Estimated Lead Time: -	6,622.97 S All Plash	HCIAF220C-M65 [maild]      Citeco Compute Hyperconverged HCIAF220 Flash Node     Add Custom Name   Edit Octions   Edit Se		12,102.35	12,903.84
HCIAP220C-M65N Cisco Compute Hypercenverged HCIAF220cM NVMe Node Estimated Lead Time:	7,096.12 5 All Flash	PABRIC INTERCONNECT > 0 Selector (Min 0, Max NUTANIX SOFTWARE > 0 Selected (Min 0, Max 1)	999999) Add a FABRIC INTERCONNEC		
HCIAF240C-M65X	7,332.70	Holden aver Hinde 2 v andona (Hill V, Hax 1)	Add a NUTANIX SOFTWARE	from the left panel	
Cisco Compute Hyperconverged HCIAF240cM8 Node Estimated Lead Time:	+	NUTANIX PROF SERVICE > 0 Selected (Min 0, Max			
FABRIC INTERCONNECT		CISCO INTERSIGHT > 0 Selected (Min 1, Max 1)	Add a NUTANIX PROF SERVIC	E from the left panel	
NUTANIX SOFTWARE		CISCO INTERSION 1 > 0 Streeted (MIN 1, Max 1)	Add a CISCO INTERSIGHT f	rom the left panel	
NUTANIX PROF SERVICE		Check Path Translation			
CISCO INTERSIGHT				Configuration Sur	mmary All prices shown in USD

- a. Select HCIAF220C-M6S ATO from under MLB by clicking the "PLUS".
- b. Notice the HCIAF220C-M6S ATO Status is now Invalid as further configuration needed.
- c. Click on "Edit Options" to enter the configurator.

### Step 6.

			н		/ER			
		H	ICIAF220C-M	s	CPU	)		
Product Configuration HCIAF220C-M6S part of HCI-M6-M	LB	Estimated L 14 days	ead Time	Globa	Memory		al (USD) 583.52	
<b></b>	TY from Front ( faulted under B ulted under Sec	Capacity or from Front SE loot Drives. (CE100033) curity. (CE100033)		C is required. Please adjust the select	Drives	)		
Configuration Summary		View Full Summary	Option Search 🕕	Multiple Options Search 🚯				~
Category 🚯	Qty	Extended List Price	HCIAF220C-M6S > Pr	ocessor				
Deployment Mode HCI-FI-MANAGED-M6	1	0.00		00 Processor   5000 Processor   40	000 Processor 🗲 b			
Processor A Memory Drive Controller		^	HCI-CPU-I8 Intel 8380 2	380 FLH 3GHz/270W 40C/60MB DDR4 3200MF	łz	Qty	Estimated Lead Time 🚯	Unit List Price (USD) 40,092.71
HCI-SAS-220M6 Full Height GPU Riser Kit	_ <b>⇔</b> a	1,708.68	HCI-CPU-18 Intel 8368 2	368 FLH 4GHz/270W 38C/57MB DDR4 3200MH	4z	Qty	-	31,080.31
Front Capacity Drives			HCI-CPU-I8 Intel 8362 2	362 PLH 8GHz/265W 32C/48MB DDR4 3200MH	łz	Qty		26,974.51
Root Drives		13,583.52	O HCI-CPU-I8 Intel 8360Y	3607 FLH 2.4GHz/250W 36C/54MB DDR4 3200N	1Hz	Qty		23,282.72
Estimated Lead Time		14 days	O HCI-CPU-I8	358P PLH 2.6GHz/240W 32C/48MB DDR4 3200M	1.1.7	Qty		20,534.88
Reset Configuration		Cancel Done	Inter d358P	2.0GHZ/240W 32G/46MB DDR4 3200N	102			

- a. Configure HCIAF220C-M6S by selecting peripherals from category window on the left.
- b. PIDs are listed in the window on the right. Some PIDs like CPUs are grouped according to type or series; select from the grouped options located above SKU window on the right.
- c. Follow warning messages to configure the minimum required option PIDs.
- d. Click on "Done" when completed.

### Step 7.

		HCI RACK SE	RVER			
		HCIAF220C-M6S	CPU			
Bundle Configuration HCI-M6-MLB	Estimate 14 days	Id Lead Time	Memory	Total 152,630.72		
Set service preferences for this configuration	~		Drives			Cancel Done
It is recommended that the user purchase	e Nutanix Software SKU: I	NTX-SW or NTX-SW-1Y. (CE202155)				
Available Components	Unit List Price (USD)	HCI RACK SERVER > 1 Selected (Min 0, Max 999999)				
HCI RACK SERVER		€ Product	Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (USD)
HCIAF220C-M6S Cisco Compute Hyperconverged HCIAF220cM6 Al Node Estimated Lead Time:	6,622.97 Il Flash	HCIAF220C-M6S Valid Q A C C C C C C C C C C C C C C C C C C	scriptions   Remove Line	40,596.34	1	b 152,630.72
			Add a HCI RACK SERVER fro	om the left panel		
HCIAF220C-M6SN Cisco Compute Hyperconverged HCIAF220cM6 Al NVMe Node Estimated Lead Time:	7,096.12 Il Flash +	FABRIC INTERCONNECT > 0 Selected (Min 0, Max 999999)	Add a FABRIC INTERCONNECT	F from the left panel		
		NUTANIX SOFTWARE > 0 Selected (Min 0, Max 1)				
HCIAF240C-M6SX Cisco Compute Hyperconverged HCIAF240cM6 Al	7,332.70		Add a NUTANIX SOFTWARE f	rom the left panel		
Node Estimated Lead Time:		NUTANIX PROF SERVICE > 0 Selected (Min 0, Max 1)				
● FABRIC INTERCONNECT			Add a NUTANIX PROF SERVICE	E from the left panel		
NUTANIX SOFTWARE		CISCO INTERSIGHT > 0 Selected (Min 1, Max 1)	Add a CISCO INTERSIGHT fr	rom the left name		
		Check Path Translation	Add to boot intercord in a	on the len parter		
		Check Path Translation			uration Summary	All prices shown in USD

- a. Note Status is now showing as Valid.
- b. Increase the quantity for multiples of same configuration.
- c. Click the "PLUS" to add and configure the same product with different option/quantities or select a different product.

### Step 8.

		HCIAF220C-M	ICI RACK SERVER	ces/Subscript	ions	
Bundle Configuration HCI-M6-MLB	Estimate 14 days	ed Lead Time 3	Price List Global Price List (USD)	Total 152,630.72		
et service preferences for this configuration $\checkmark$ A It is recommended that the user purchase Nu	tanix Software SKU:	NTX-SW or NTX-SW-1Y. (CE2021)	55)			Cancel Done
Available Components Uni	t List Price (USD)	HCI RACK SERVER > 1 Selecte	d (Min 0, Max 999999)			
HCI RACK SERVER		Co Product	Unit List Price (USD	Adjusted List Price (USD)	Qty	Extended List Price (USD)
HCIAF220C-M6S Cisco Compute Hyperconverged HCIAF220cM6 All Flat Node Estimated Lead Time:	6,622.97 sh +	Flash Node	A Werged HCIAF220ct	40,596.34	1	152,630.72
HCIAF220C-M6SN Cisco Compute Hyperconverged HCIAF220cM6 All Fla: NVMe Node Estimated Lead Time:	7,096.12	FABRIC INTERCONNECT > 0 S	alected (Min 0, Max 999999) Add a FABRIC INTERCON			
HCIAF240C-M6SX Cisco Compute Hyperconverged HCIAF240cM6 All Fla: Node	7,332.70	NUTANIX SOFTWARE > 0 Selec	Add a NUTANIX SOFTW	ARE from the left panel		
Estimated Lead Time:			Add a NUTANIX PROF SEI	RVICE from the left panel		
FABRIC INTERCONNECT		CISCO INTERSIGHT > 0 Selecte	d (Min 1, Max 1)			
→ NUTANIX SOFTWARE			Add a CISCO INTERSIO	HT from the left panel		
NUTANIX PROF SERVICE		Check Path Translation				
CISCO INTERSIGHT				Config	uration Summary	All prices shown in USD

a. Click on "Edit Services/Subscriptions" to edit Term Duration for HW Support.

**Note:** It is recommended that Term Duration for HW Support must align with Software Subscription Duration.

### Step 9.

			HCI	RACK SER	/ER		
	e Subscription F220C-M6S	Price List Global Price L	HCIAF220C-M6S	ervice	Services/Su	ubscriptions	
Yo	ou may receive additional discounts because you	I selected two or more years o	of service. To review your discounts you can go to	the Order or Quoting discount p	ages. (C0124)		
Servic	Non Serviceable Products						
🕩 Th	ne duration that you entered has been succes	ssfully applied to all the serv	vices. (C0329)				
	ce Options				ą		
	se Service Level from All Service Programs   ch by Name & Description	,		Time Duration	Durat	tion	
Searc							
Note: (	Cisco may still install another compatible service e and are based on products.	if required. Compatible servio	ces are the services that come with primary	and/or Oelay ser			þ
Note: (	Cisco may still install another compatible service	r if required. Compatible servi	ces are the services that come with primary	Delidy del			Reset Apply
Note: (	Cisco may still install another compatible service	if required. Compatible servia	ces are the services that come with primary Product SKU	Delidy del		(USD) Qty	<b>¥</b>
Note: 0 service	Cicco may still install another compatible service e and are based on products. Service SKU SMART NET TOTAL CARE (1 /TEM) T			Delidy del	service to	(USD) Qty	Reset Apply
Note: ( service	Citco may still install another compatible service end are based on products. Service SKU SMART NET TOTAL CARE (1 /TEM) C SERVICE PROGRAM CON-OSP-HCIAFM65	4P (SNTC 24X7X4OS) 🧪	Product SKU Duration	Delidy del	Unit List Price	(USD) <b>Qty</b> 087.00 1	Reset Apply
Note: ( service	Clace may still install another compatible service and are based on products. Service SKU SMART NET TOTAL CARE (1 ITEM) SERVICE PROGRAM	4P (SNTC 24X7X4OS) 🧪	Product SKU Duration 36 Months HC(AF220C-M65	Co-Term	Unit List Price		Reset Apply Total List Price (USD)
Note: ( service	Citco may still install another compatible service e and are based on products.  Service SKU  SMART NET TOTAL CARE (1 / I7EM) C SERVICE PROGRAM SU CON-DSP-HCIAFMSS SMTC-24X7X4OS Claso Compute Hypercon	4P (SNTC 24X7X4OS) 🧪	Product SKU Duration 36 Months	Co-Term	Unit List Price		Reset Apply Total List Price (USD)
Note: ( service	Citco may still install another compatible service e and are based on products. Service SKU SMART NET TOTAL CARE (1 ITEM) C C SERVICE PROGRAM SL CON-OSP HCIAFMES SNTC-24X7X4OS Cisco Compute Hypercon SERVICE SKU Change Service   Remove Service	4P (SNTC 24X7X4OS) /	Product SKU Duration 36 Months HCIAF220C-M6S Cisco Compute Hyperconverged HC	Co-Term	Unit List Price		Reset Apply Total List Price (USD)
Note: ( service	Citec may still install another compatible service and are based on products. Service SKU MART HET TOTAL CARE (1 ITEM) C SERVICE PROGRAM SUC CON-OSP-HCIAFMES SHTC-24XTXAOS Claco Compute Hypercon SERVICE SKU	4P (SNTC 24X7X4OS) /	Product SKU Duration 36 Months HCIAF220C-M6S Cisco Compute Hyperconverged HC	Co-Term	Unit List Price		Reset Apply Total List Price (USD)
Note: ( service	Citco may still install another compatible service e and are based on products. Service SKU SMART NET TOTAL CARE (1 ITEM) C C SERVICE PROGRAM SL CON-OSP HCIAFMES SNTC-24X7X4OS Cisco Compute Hypercon SERVICE SKU Change Service   Remove Service	4P (SNTC 24X7X4OS) /	Product SKU Duration 36 Months HCIAF220C-M6S Cisco Compute Hyperconverged HC	Co-Term	Unit List Price		Reset Apply Total List Price (USD) 3,087.00
Note: ( service	Citco may still install another compatible service e and are based on products. Service SKU SMART NET TOTAL CARE (1 ITEM) C C SERVICE PROGRAM SL CON-OSP HCIAFMES SNTC-24X7X4OS Cisco Compute Hypercon SERVICE SKU Change Service   Remove Service	4P (SNTC 24X7X4OS) /	Product SKU Duration 36 Months HCIAF220C-M6S Cisco Compute Hyperconverged HC	Co-Term	Unit List Price	087.00 1 1	Reset Apply Total List Price (USD) 3,087.00

- a. Enter the Term Duration
- b. Click on "Apply" and "Done"

**Note:** If Nutanix Mission Critical Software Support is purchased, it is recommended that Customer upgrade to CX Success Track Level 1 or Level 2 or Solution Support to ensure consistent SLA response time between Hardware and Software. Please refer to

https://www.cisco.com/c/dam/en\_us/about/doing\_business/legal/service\_descriptions/docs/ciscosuccess-tracks.pdf for more information.

#### Step 10.

		Fabric Interconn	ect			
ſ	_		Software Imag	e		
Bundle Configuration HCI-M6-MLB		ICI-FI-64108-M6 ICI-FI-6454-M6	Software Licens	Total 256,972.22		
Set service preferences for this configuration ~	x Software SKU: N		Power Supply			Cancel Done
Available Components Unit Lis	t Price (USD)	HCI RACK SERVER > 1 Selected (Min 0, Max 999999)				
+ HCI RACK SERVER		Co Product	Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (USD)
		HCIAF220C-M6S Valid      A     Cisco Compute Hyperconverged HCIAF220cM6 All		42,654.34	1	154,688.72
HCI-FI-64108-M6 Cisco Compute Hyperconverged Fabric Interconnect 641	69,897.75	Flash Node Add Custom Name   Edit Options   Edit Services/S	Subscriptions Remove Line			
08 Estimated Lead Time:			Add a HCI RACK SERVER fr	om the left panel		
	a	FABRIC INTERCONNECT > 2 Selected (Min 0, Max 99999	9)			
HCI-FI-6454-M6 Cisco Compute Hyperconverged Fabric Interconnect 645	48,550 0	S Product	Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (USD)
4 Estimated Lead Time:		HCI-FI-6454-M6 Invalid      Cisco Compute Hyperconverged Fabric Interconnec 6454	a	51,141.75	2	102,283.50
		Add Custom Name   Edit Options   Edit Services/S	Subscriptions Remove Line			
		C	Add a FABRIC INTERCONNEC	T from the left panel		
0		NUTANIX SOFTWARE > 0 Selected (Min 0, Max 1)				
NUTANIX SOFTWARE			Add a NUTANIX SOFTWARE	from the left panel		
NUTANIX PROF SERVICE		NUTANIX PROF SERVICE > 0 Selected (Min 0, Max 1)				
			Add a NUTANIX PROF SERVIC	E from the left panel		
		CISCO INTERSIGHT > 0 Selected (Min 1, Max 1)				
			Add a CISCO INTERSIGHT fi	rom the left panel		

- a. Select HCI-FI-6454-M6 ATO with 2 QTY under MLB by clicking the "PLUS"
- b. Notice the HCI-FI-6454-M6 ATO Status is "invalid" as further configuration needed.
- c. Click on "Edit Options" to enter the configurator.

### Step 11.

			Fal	bric Interconn	ect			
-	ed under Softw is defaulted un y 1 requires a	der Deployment Mode. minimum quantity of 2 f	HCI-FI-6454-M		Software Ir oftware Lie Power Su	cense	otal (USD) 8,390.75	
Configuration Summary Category 🕐	Qty	View Full Summary Extended List Price (USD)	Option Search () HCI-FI-6454-M6 > Software	Multiple Options Search ()				~
Deployment Mode HCI-UCSM-MODE-M6 Software Image N10-MGT018	1	0.00	Software License SKU HCI-L-6400-25G- El per port license	M6 to connect to B/X/C-Series or FE	x	Qty	Estimated Lead Time () 21 days	Unit List Price (USD) 3,281.33
Software License	<b>←</b> a		HCI-L-6400-25GC			Qty	21 days	1,094.17
Transceiver and Cable Option <del>s</del> QSFP Cable Options	}- <b>←b</b>		HCI-L-6400-100G FI per port to conr Show Incompatible SKUs	-M6 nect to Nexus switches		Qty	21 days	4,920.80
Total Estimated Lead Time Reset Configuration	C	48,390.75 14 days						[-
	C	Cancel Done	C					

- a. Configure HCI-FI-6454-M6 by selecting peripherals from window on the left. Deployment Mode and Software Image is default selection and Power Supply and Power Cables are mandatory selections.
- b. Software License (Additional Port License), Transceiver Cable and QSFP Cables are Optional selection.
- c. Click on "Done" when completed.

### Step 12.

	Fabric Inter	connect			
HCI-M6-MLB 0 21 c	HCI-FI-6454-M6				
Bet service preferences for this configuration $\checkmark$ A It is recommended that the user purchase Nutanix Software SI	U: NTX-SW or NTX-SW-1Y. (CE202155)	Software Li Power Su			Cancel Done
Available Components Unit List Price (USD)	HCI RACK SERVER > 1 Selected (Min 0, Max 999999)				
+ HCI RACK SERVER	Co Product	Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (USD)
	HCIAF220C-M6S Valid      A     Cisco Compute Hyperconverged HCIAF220cM6 All		42,654.34	1	154,688.72
HCI-FI-64108-M6 69,897.75 Cisco Compute Hyperconverged Fabric Interconnect 6410	Flash Node Add Custom Name Edit Options Edit Services/Sub-	scriptions Remove Line			
8		Add a HCI RACK SERVER fi	rom the left panel		
Estimated Lead Time:	FABRIC INTERCONNECT > 2 Selected (Min 0, Max 999999)				
HCI-FI-6454-M6 Cisco Compute Hyperconverged Fabric Interconnect 6454	Co Product	Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (USD)
Estimated Lead Time:	HCI-FI-6454-M6 Valid      Cisco Compute Hyperconverged Fabric Interconnect     6454		52,797.79	2	108,907.66
	Add Custom Name   Edit Options   Edit Services/Sub-	scriptions Remove Line			
		Add a FABRIC INTERCONNEC	T from the left panel		
	NUTANIX SOFTWARE > 0 Selected (Min 0, Max 1)				
		Add a NUTANIX SOFTWARE	from the left panel		
NUTANIX PROF SERVICE	NUTANIX PROF SERVICE > 0 Selected (Min 0, Max 1)				
		Add a NUTANIX PROF SERVIC	E from the left panel		
	CISCO INTERSIGHT > 0 Selected (Min 1, Max 1)	Add a CISCO INTERSIGHT f	from the left panel		

a. Note Status is now showing as "Valid".

# Step 13.

		Fabric Interco	nnect			
Bundle Configuration HCI-M6-MLB	Estimated 21 days	d Lead Time e List HCI-FI-6454-M6	Services	s/Subscriptic	ons	
et service preferences for this configuration $\checkmark$						Cancel Done
It is recommended that the user purchase Nutanix	Software SKU: N	ITX-SW or NTX-SW-1Y. (CE202155)				
Available Components Unit List	t Price (USD)	HCI RACK SERVER > 1 Selected (Min 0, Max 999999)				
+ HCI RACK SERVER		Product	Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (USD)
		HCIAF220C-M6S Valid		42,654.34	1	154,688.72
HCI-FI-64108-M6 Cisco Compute Hyperconverged Fabric Interconnect 6410	69,897.75	Add Custom Name   Edit Options   Edit Services/Subscr	iptions Remove Line			
8 Estimated Lead Time:	+		Add a HCI RACK SERVER f	from the left panel		
	10.000 75	FABRIC INTERCONNECT > 2 Selected (Min 0, Max 999999)				
HCI-FI-6454-M6 Cisco Compute Hyperconverged Fabric Interconnect 6454	48,390.75	6 Product	Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (USD)
Estimated Lead Time:		HCI-FI-6454-M6 Valid Q A     Cisco Compute Hyperconverged Fabric Interco     6454		52,797.79	2	108,907.66
		Add Custom Name   Edit Options   Edit Services/Subscr	iptions Remove Line			
			Add a FABRIC INTERCONNEC	CT from the left panel		
		NUTANIX SOFTWARE > 0 Selected (Min 0, Max 1)				
NUTANIX SOFTWARE			Add a NUTANIX SOFTWARE	from the left panel		
NUTANIX PROF SERVICE		NUTANIX PROF SERVICE > 0 Selected (Min 0, Max 1)				
			Add a NUTANIX PROF SERVIC	CE from the left panel		
		CISCO INTERSIGHT > 0 Selected (Min 1, Max 1)				
			Add a CISCO INTERSIGHT	from the left panel		

a. Click on "Edit Services/Subscriptions" to edit Term Duration for HW Support.

**Note:** It is recommended that Term Duration for HW Support must align with Software Subscription Duration.

Step 14.

			Fabric	c Interc	onnect			
	e Subscription 6454-M6	Price List Global Price L	HCI-FI-6454-M6	5 pe Ti 8 00	Service	es/Subscri	iptions	
You	a may receive additional discounts because	you selected two or more years of	f service. To review your discounts you can go	o to the Order or Qu				
Service	Non Serviceable Products							
🕨 The	e duration that you entered has been su	ccessfully applied to all the serv	ices. (C0329)					
	e Options a Service Level from All Service Program				Time Duration ()	Duration		
	by Name & Description	15 🗸			<ul> <li>Duration</li> </ul>	< 36		
Note: C		rvice if required. Compatible servic	es are the services that come with primary	and/or	Delay service start to     Co-Term service to			þ
								Reset Apply
°0	Service SKU		Product SKU			Unit List Price (USD	) Qty	Total List Price (USD)
Э	SMART NET TOTAL CARE (1 ITEM)		Duration 36 Months					
	CON-OSP-HCIFI4M6 SNTC-24X7X4OS Cisco Compute Hype	manuarized Fab				8,253.00	0 1	8,253.00
	SRVIC-247740S Cisco Compute Hype SERVICE SKU Change Service   Remove Service	rconverged Fab	HCI-FI-6454-M6 Cisco Compute Hyperconverged PRODUCT SKU	Fabric Interconnec	t 6454		1	
	Change Service   Remove Service		PRODUCTORD					
Remo	Remove All Additio	onal Services						
							Configuration Summary	All prices shown in USD
							Services	8,253.00
								Cancel Done

- a. Enter the Term Duration
- b. Click on "Apply" and "Done"

**Note:** If Nutanix Mission Critical Software Support is purchased, it is recommended that Customer upgrade to CX Success Track Level 1 or Level 2 or Solution Support to ensure consistent SLA response time between Hardware and Software. Please refer to

https://www.cisco.com/c/dam/en\_us/about/doing\_business/legal/service\_descriptions/docs/ciscosuccess-tracks.pdf for more information.

## **Configure the Software Subscription**

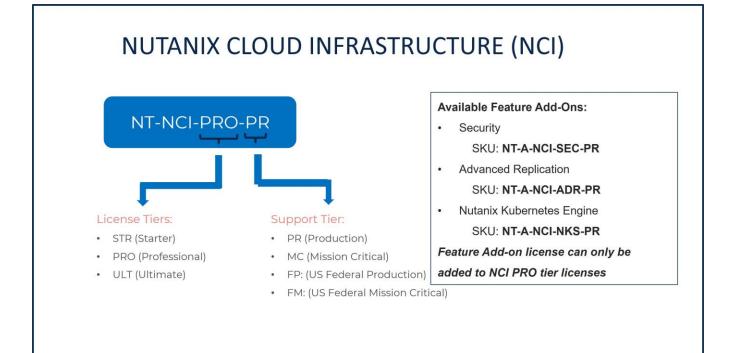
Step 15.

		NUTANIX SOF	TWARE			
Bundle Configuration HCI-M6-MLB ()	Estimated 21 days	Lead Time NTX-SW NTX-SW-1Y		Total 274,600.38		
et service preferences for this configuration			EUC			Cancel Don
Available Components	Unit List Price (USD)	HCI RACK SERVER > 1 Selected (Min 0, Max 999999)				
HCI RACK SERVER		Product	Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (USD
FABRIC INTERCONNECT		HCIAF220C-M6S Valid      A     Cisco Compute Hyperconverged HCIAF220cM6 All	Flash Node	42,654.34	1	154,688.7
O NUTANIX SOFTWARE		Add Custom Name Edit Options Edit Services/				
NTX-SW Nutanix Software 3Y and above	0,00	a IC INTERCONNECT > 2 Selected (Min 0, Max 99999	Add a HCI RACK SERVER from	n the left panel		
NTX-SW-1Y	-	© Product	Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (USE
Nutanix Software 1Y	*	HCI-FI-6454-M6 Valid Q A     Cisco Compute Hyperconverged Fabric Interconnee     Add Custom Name Edit Options Edit Services?		58,299.79	2	119,911.6
			Add a FABRIC INTERCONNECT (	rom the left panel		
		NUTANIX SOFTWARE > 1 Selected (Min 0, Max 1)				
		Product	Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (USD
NUTANIX PROF SERVICE		NTX-SW Invalid      Software 3Y and above		0.00	1	0.00
CISCO INTERSIGHT		Add Custom Name Select Options Remove Lin	0			
			sted For ths From 29-Sep-2023 To 28-Sep-2026	Automatically Renews No Auto Renewal	For O	Billing Frequency Prepaid Term
		NUTANIX PROF SERVICE > 0 Selected (Min 0, Max 1)	Add a NUTANIX PROF SERVICE	rom the left panel		
		CISCO INTERSIGHT > 0 Selected (Min 1, Max 1)	Add a CISCO INTERSIGHT from	n the loft erand		
			Add a CIOCO INTEROIGHT IID	n ine ren paner		

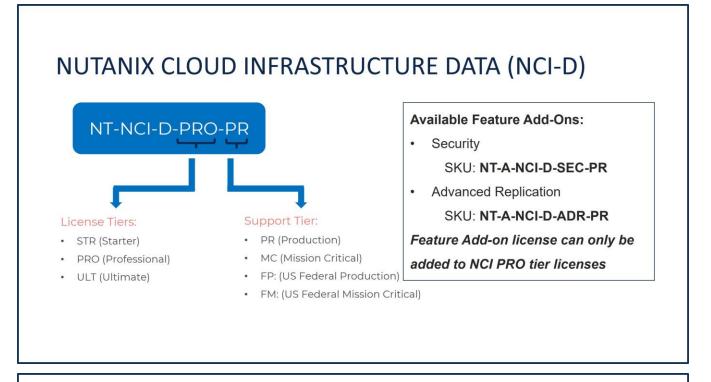
- a. NTX-SW or NTX-SW-1Y is a required selection. Please make selection by clicking "PLUS"
- b. Click on "Select Options" to configure the product.

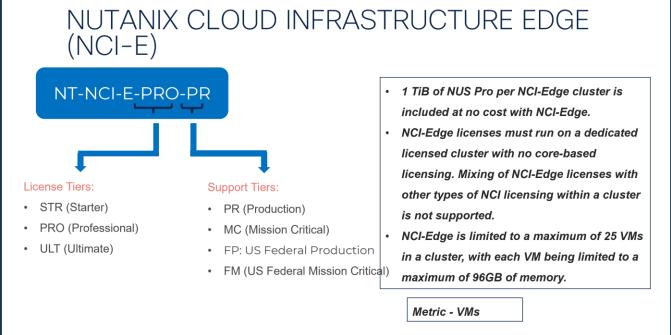
Note: Subscription Term for NTX-SW is 36 to 60 Months and for NTX-SW-1Y is 12 Months.

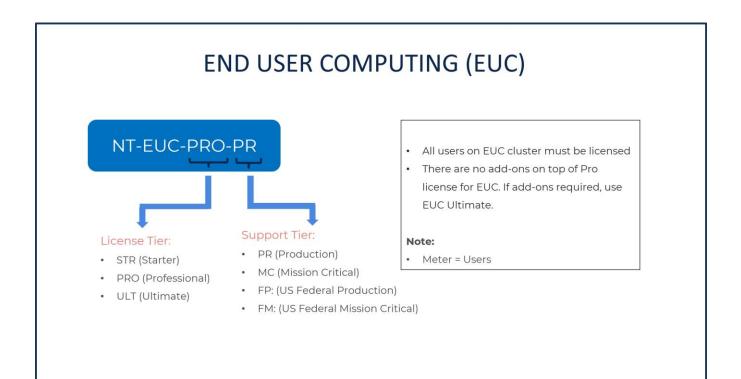
Nutanix Cloud Infrastructure (NCI)	NCI is a complete software stack to unify your hybrid cloud infrastructure including compute, storage and network, hypervisors, and containers, in public or enterprise clouds.
Nutanix Cloud Infrastructure Data (NCI-D)	Delivers rich data and storage services but does not include Nutanix compute and networking capabilities. No support for AHV.
Nutanix Cloud Infrastructure Edge (NCI-E)	Provides a Distributed Infrastructure Platform for small Edge Deployments.
End User Computing (EUC)	On-Prem VDI and Desktop as a Service (DaaS) use cases.
Nutanix Cloud Manager (NCM)	NCM offers intelligent operations, self service and orchestration, visibility and governance of spend, security and teams.
Nutanix Cloud Manager Edge (NCM-E)	Provides NCM capabilities for Edge deployments
Nutanix Cloud Manager EUC (NCM-U)	Provides NCM capabilities in VDI use cases
Nutanix Cloud Platform (NCP)	Bundle for NCI and NCM
Nutanix Unified Storage (NUS)	Software-defined data services platform that consolidates the management an protection of siloed block, file, and object storage into a single, unified platform
Nutanix Data Lens (NDL)	SaaS-based cyberstorage solution offering ransomware resilience and global data visibility for unstructured data on Nutanix Unified Storage (NUS).



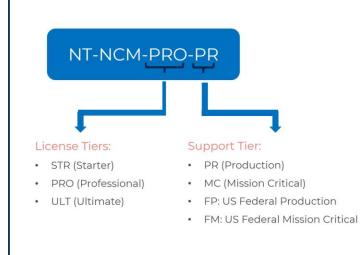
#### ---\_ .











### Available Feature Add-Ons:

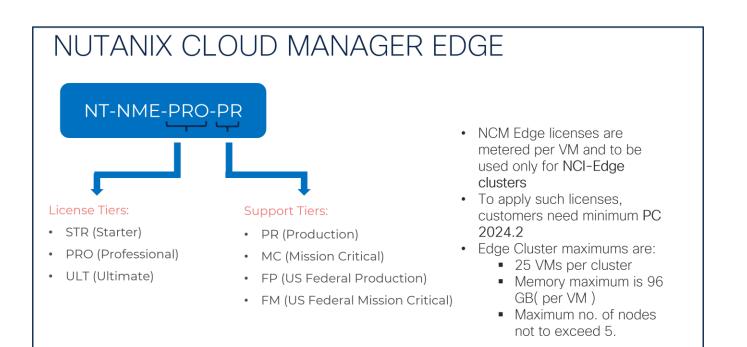
- Self-Service & Orchestration
   SKU: NT-NCM-SS-PR
- Security Central
   SKU: NT-NCM-SC-PR
- Cost Governance

SKU: **NT-NCM-CM-PR** These add-ons give access to respective feature sets

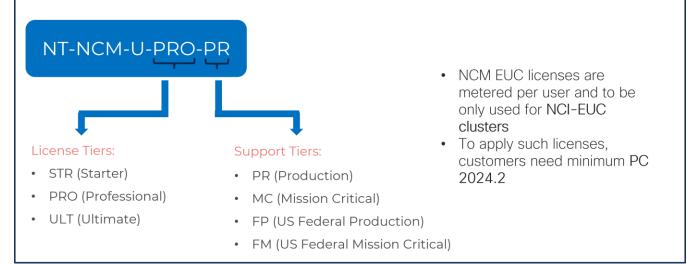
for the public cloud

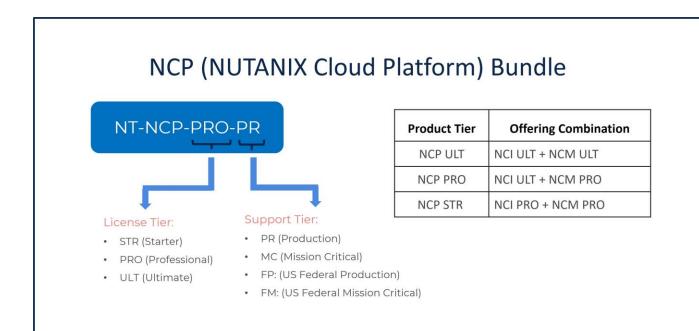
### Note:

- Meter = VM (Virtual Machine)
- Subscription is created on My Nitrogen portal for each product



# NUTANIX CLOUD MANAGER EUC





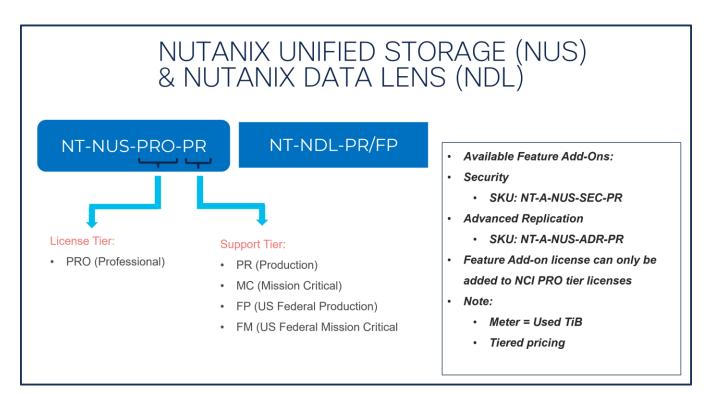
# NCP Quoting and Licensing rules

### **Quoting Rules**

- NCP has three bundled offerings, and each bundle has fixed NCI and NCM license tiers.
- Meter is 'Core'. Same for both NCI and NCM constituent products.
- Quantity, Term, Discount offered to be selected at the top-level 'parent' SKU, and all the 'children' components inherit.
- Both the NCI and NCM components display their Quantity.
- Top-level SKU should display Unit List Price, Discount, Total List Price, Quantity and Total Net Price

### **Licensing Rules**

- The constituent NCI and NCM licenses are applied individually.
- NCI add-ons can be quoted if required for the NCI license in the bundle.
- NCM add-ons can be quoted for the NCM license in the bundle.



Step 16.

	NUTANIX	SOFTWARE	
	NTX-SW	NCI	
Offer Configuration NTX-SW( Part of HCI-M6-MLB)	Estimated Lead Time NA	Price Car Globy	Total (USD) 0.00
Requested Terms and Billing Requested Start Date 29-Sep-2023	Requested For 36 Months From 29-Sep-2023 To 28-Sep-2026	Automatically Renews For  No Auto Renewal	Billing Frequency Prepaid Term
could cause customer subscription billing issues	uested start date based on the selected product. Cisco may not be able to hor . Verify the requested start date with your implementation team that aligns with 1 29-Sep-2023 To 28-Sep-2026	or the requested start date (RSD). In some cases, our systems customer deployment readiness. (C0742)	may require additional leed-time to provision your services. Submitting a RSD that is too early
Could cause customer subscription billing issues REQUESTED FOR 36 Months From Requested Start Date Nay Month Year	. Verify the requested start date with your implementation team that aligns with	End Date End Date Effective For 36 Months	may require additional lead-time to provision your services. Submitting a RSD that is too early
Could cause customer subscription billing issues REQUESTED FOR 36 Months From Requested Start Date Day Month Year	Vently the requested start date with your implementation team that aligns with 29-Sep-2023 To 28-Sep-2026	eutstorner deployment readiness. (C0742)	may require additional lead-time to provision your services. Submitting a RSD that is too early
Could cause customer subscription billing issues           REQUESTED FOR         36 Months         From           Requested Start Date by Month         Year         4           29         Sep         2023         55	Vently the requested start date with your implementation team that aligns with 29-Sep-2023 To 28-Sep-2026	End Date End Date Ender For 36 Months Enter any whole month value from 36-60	<b>←</b> D
Could cause customer subscription billing issues           REQUESTED FOR         36 Months         From           Requested Start Date ory         Month         Year         1000000000000000000000000000000000000	Vently the requested start date with your implementation team that aligns with 29-Sep-2023 To 28-Sep-2026	End Date End Date Effective For 36 Effective For 36 Effective For 36 Octomer and Ford Date 00 Octomer and Ford Date 00 Octomer 28 Sept 2026	<b>←</b> D

- a. Requested Start Date (RSD) is now dependent on HW Ship Date and will automatically starts when the HW ships. If you change the RSD, the Software will start either on the RSD you picked or the HW Ship Date whichever is later.
- b. End Date (duration in months) is defaulted to 36 Months, Auto Renewal (on/off) is defaulted to Off and Billing Frequency is defaulted to **Prepaid Term**. You can still change the setting accordingly.

Step 17.

NTX-SW( Part of HCI-M6-MLB)	Estimated Lead Time NA NTX-SW	NCI	List (USD)	Total (USD) 0.00
Requested Terms and Billing 🖍	NTX-SW			
Requested Start Date 03-Dec-2023	Requested For 36 Months From 03-Dec-2023 1		r Renews For <b>O</b> ewal	Billing Frequenc Prepaid Term
Configuration Summary	and the second sec	anix Cloud Infrastructure (NCI)		
Iutanix Cloud Infrastructure (NCI)	and the second sec	Infrastructure (NCI)		
lutanix Cloud Infrastructure Data (NCI-D)	STR			
lutanix Cloud Infrastructure Edge (NCI-E)	Core	SKU	Description	
Iutanix Cloud Manager (NCM)	a	NT-NCI-STR-PR	NCI Starter SW LIC 8	Production SW Supp per Core
lutanix Unified Storage (NUS)	Qty	NT-NCI-STR-MC	NCI Starter SW LIC 8	Mission Critical SW Supp per C
	Qty	NT-NCI-STR-FP	NCI Starter SW LIC 8	Fed Production SW Supp per C
			NCI Starter SW LIC 8	Fed Mission Critical SW Supp
lutanix Data Lens (NDL) ind User Computing (EUC) :ULA	Qty	NT-NCI-STR-FM	Core	

 The Quantity of NCI or NCI-D or NCM or (NCI and NCM under NCP) must match with the Processor Core selected under Servers. for example, here, we have selected 2 QTY of HCI-CPU-I6330 per Server. Each CPU has 28 cores, total core = 56. Hence, QTY of Nutanix License require = 56.

Step 18.

NTX-SW       NCI         Offer Configuration       Estimated Lead Time       District USD       District USD       District USD         Notwested Terms and Billing       Na       District USD       District USD       District USD         Requested Set Milling       Na       District USD       District USD       District USD         Notwested Terms and Billing       Requested Set Minits From 30-Sep-2023 To 29-Sep-2028       Automatically Renews For O       District USD         Notwested Terms marked with 1-* do not have a List Price available. Enter a different Counting: Initial Term or Prepay Term. (CSB08)       District USD       District USD         1: Is recommended that the user purchase Nutanix Professional Services: NCI Design Workshop + NCI Cluster Deployment or Expansion from NTX-SW-PS. (CE20215):       District USD       District USD         1: Is recommended that the user purchase Nutanix Professional Services: NCI Design Workshop + NCI Cluster Deployment or Expansion from NTX-SW-PS. (CE20215):       District USD       District USD         Nitrick: Cloud Infrastructure (ICCI)       NY = VLIA       EU       District USD       Distric USD       D					OFTWARE	
Other Configuration       Editinated Lead - time       Product Product State       Other Configuration       Other Configuration         NTX-SWV Feeduces       Requested For       Automatically Renews For       Billing Frequency         30-Sep-2023       36 Months From 30-Sep-2023 To 29-Sep-2026       Automatically Renews For       Billing Frequency         1: To complete your order, please review product terms and acknowledge checkbox under EULA category from Configuration Summary (left-hand side). (CE202349).       It is recommended that the user purchase Nutanix Professional Services: NCI Design Workshop + NCI Cluster Deployment or Expansion from NTX-SW-PS. (CE202155).         3: The items marked with *-* do not have a List Price available. Enter a different Quantity, Initial Term or Prepay Term. (C0808)       Items marked with *-* do not have a List Price available. Enter a different Quantity. Initial Term or Prepay Term. (C0808)         NT-NCI-STR-PR       6       827.5376         N-N-RCI-STR-PR       6       827.5376         P or complete your order, please check the box to the right to acknowledge and agree to the EULA Terms: Color       Color order method and fight forward and color or defines please or the source of the work please or the color or defines please or the source of the work please or the color or defines and show and work and prepare of color orders and showork agreement code at high forward and the col				NTX-SW		
Requested Terms and Billing         Requested Start Date       Requested For 30-Sep-2023 To 29-Sep-2023 To 29-Sep-2024 To 2020				d Time	Global Price List (USD)	
30-Sep-2023 36 Months From 30-Sep-2023 To 29-Sep-2026 No Auto Renewal Prepaid Term  I To complete your order, please review product terms and acknowledge checkbox under EULA category from Configuration Summary (left-hand side). (CE202343) 2: It is recommended that the user purchase Nutanix Professional Services: NCI Design Workshop + NCI Cluster Deployment or Expansion from NTX-SW-PS. (CE202155) 3: The items marked with *-** do not have a List Price available. Enter a different Quantity, Initial Term or Prepay Term. (COB08)  Configuration Summary Nutanix Cloud Infrastructure (NCI) SKU Qry LList Price NT-NCI-STR-PR <u>56</u> S27 5378 Nutanix Cloud Infrastructure Data (NCI-D) Nutanix Cloud Infrastructure Sagement located at the Cuberne accounting the Region Busine and Save Sagement located at the Save Sagement located at the Cuberne accounting the Region Busine and Save Sagement located at the Cuberne accounting the Region Busine and Save Sagement located at the Save Save Save Save Save Save Save Sav	Requested Terms and Billing	1			EUC	
2. It is recommended that the user purchase Nutanix Professional Services: NCI Design Workshop + NCI Cluster Deployment or Expansion from NTX-SW-PS. (CE202155). 3. The Items marked with ** do not have a List Price available. Enter a different Quantity. Initial Term or Prepay Term. (C0808) Configuration Summary Nutanix Cloud Infrastructure (NCI) SKU or or y List Price Notanix Cloud Infrastructure (NCI) SKU or or y List Price Per Constitions Per Constitions Per Constitions Nutanix Cloud Infrastructure Data (NCI-D) Nutanix Cloud Platform (NCP) End User Computing (EUC) EULA Store of the Statistic Summary Total S55,518.20 Nutanix Summary Nutanix Summary Nutanix Summary Nutanix Cloud Platform (NCP) End User Computing (EUC) EULA S55,518.20 Nutanix Summary Nutanix Summary Nutanix Summary Nutanix Summary Nutanix Summary Nutanix Cloud Platform (NCP) End User Computing (EUC) Eucla S55,518.20 Nutanix Summary Nutani						
SkU       Oty       List Price         NT-NCI-STR-PR       56       S27,5378         Coor       Per Constitution       Per Constitution         Nutanix Cloud Infrastructure Data (NCI-D)       Per Constitution       Image: Service Agreement located at http://www.ndark.com/egifuid.cg.?) You are partner or distributor, or are otherwise placing an order for a Nutanix product a service. Agreement located at http://www.ndark.com/egifuid.cg.?) You are partner or distributor, or are otherwise placing an order for a Nutanix product and services and receipt of Nutanix services is governed solely by the Nutanix cloud ad a statement in your method or an third nucleon reprices and services and receipt of Nutanix products and services and receipt of Nutanix services is governed solely by the Nutanix cloud at a statement in your advect that use of Nutanix products and services and receipt of Nutanix services and receipt of Nutanix services and receipt of Nutanix services and services and receipt of Nutanix services and services and services and receipt of Nutanix services and se	3: The items marked with " Configuration Summary	" do not have a L		different Quantity, Initial Term or Prepay		202155)
NT-NCL-STR-PR       56 Core       \$27,537 Per Confiltential         NT-NCL-STR-PR       56 Core       \$27,537 Per Confiltential       By checking this box or otherwise placing an order for a Nutarix product or service, you agree that: (1) use of Nutarix products and receipt of Nutarix services ig governed solely by the Nutarix Nutarix Cloud Infrastructure Data (NCL-D)         Nutarix Cloud Manager (NCM)       Image: Cloud Manager (NCM)         Nutarix Cloud Platform (NCP)       Image: Cloud Platform (NCP)         End User Computing (EUC)       Eucl         Rutarix Stinnont       \$55,516.20			List Price		e check the box to the right to acknowle	edge and agree to the EULA Terms:
Nutanix Cloud Infrastructure Data (NCI-D) Nutanix Cloud Infrastructure Data (NCI-D) Nutanix Cloud Infrastructure Data (NCI-D) Nutanix Cloud Manager (NCM) Nutanix Cloud Manager (NCM) Nutanix Cloud Platform (NCP) End User Computing (EUC) EULA Nutanix Sumont Total \$55,516.20	NT-NCI-STR-PR			By checking this box or otherwise place License and Services Agreement located a	ng an order for a Nutanix product or service, you agree th t https://www.nutanix.com/legal/eula; (2) if you are a partn	It: (1) use of Nutanix products and receipt of Nutanix services is governed solely by the Nutanix r or distributor, or are otherwise placing an order on behalf of another person (a "Customer"), you have
Nutanix Cloud Manager (NCM) Nutanix Cloud Platform (NCP) End User Computing (EUC) EULA Nutanix Sumont Total \$55,516.20	Nutanix Cloud Infrastructure Data	(NCI-D)		I have obtained an acknowledgment fro	m the Customer accepting the foregoing terms, and you a	ree to provide reasonable evidence of the Customer's acceptance of such terms to Nutanix upon the
End User Computing (EUC) EULA a Nutanix Support Total \$55,516.20				for Nutanix products and services and Nuta	inix does not provide support for Cisco products and servi-	
EULA Callera C						
Total \$55,516.20		a				
	Nutanix Support					
	Total		\$55,516.20			
Restore Configuration Cancel Review Changes	Restore Configuration	Cancel	Review Changes	b		

- a. To complete the order, please check the box to the right to acknowledge and agree to the EULA Terms
- b. Click on "Review Changes" and "Done"

Step 19.

		NUTANIX		/ICE			
Bundle Configuration HCI-M6-MLB 0	Estimated Le 21 days	Jad Time	Global Price List	DESIGN	Total 330,116.58		
t service preferences for this configuratio	n v	NTX-SW-P	s				Cancel Don
It is recommended that the user purchase	se Nutanix Professional Services: NCI De	sign Workshop + NCI Cluster Deployment or E	Expansion f	DEPLOYMEN			
NTX-SW-PS has been added to the bun	idle category NUTANIX PROF SERVICE.			WORKSHOP	>		
Available Components	Unit List Price (USD)	HCI RACK SERVER > 1 Selected (Min 0, Min	fax 999999)				
HCI RACK SERVER		Co Product		Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (USD
		HCIAF220C-M6S Valid      A     Cisco Compute Hyperconverged HC	CIAF220cM6 All Flash Node		42,654.34	1	154,688.7
● NUTANIX SOFTWARE			Edit Services/Subscriptions   Remove	e Line			
O NUTANIX PROF SERVICE				Add a HCI RACK SERVER from t	he left panél		
lutantix Professional Service	H 4	Product     HCI-FI-6454-M6 Valid      Ad     Cisco Compute Hyperconverged Fal     Add Custom Name   Edit Options	abric Interconnect 6454 Edit Services/Subscriptions   Remove		Adjusted List Price (USD) 58,299.79	Qty 2	Extended List Price (US 119,911.4
				Add a FABRIC INTERCONNECT from	m the left panel		
		NUTANIX SOFTWARE > 1 Selected (Min 0,	Max 1)	Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (US
		NTX-SW Valid      Nutanix Software 3Y and above     Add Custom Name Edit Options	Removal Inc.		27.54	1	55,516.2
		Requested Start Date 30-Sep-2023	Requested For 36 Months From 30-Sep-2023	3 To 29-Sep-2026	Automatically Renews F No Auto Renewal	for <b>O</b>	Billing Frequency Prepald Term
		NUTANIX PROF SERVICE > 1 Selected (Mi	lin 0, Max 1)				
		Co Product		Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (US
		NTX-SW-PS Invalid () ()     Nutanix Professional Service     Add Custom Name   Edit Options	Remove Line		0.00	1	0.
		Requested Start Date	Requested For 1 Months From 30-Sep-2023 1	To 29-Oct-2023	Automatically Renews P No Auto Renewal	For ()	Billing Frequency Prepaid Term

- a. It is recommended that User Purchase NTX-SW-PS. Please make selection by clicking "PLUS"
- b. Click on "Edit Options" to configure the product.

**Note:** Nutanix Professional Service is mandatory for NTX-SW-1Y or when NCM PRO or NCM ULT is selected under NTX-SW. For other Licenses under NTX-SW, its recommended.

### **Nutanix Professional Services SKU**

- Each professional SKU is 1-Year Term.
- The professional services needs to consumed within 1-Year period

Product	Stage	Professional Services Offerings
NCI	Design	NCI Design Workshop
	Deploy	NCI Cluster Deployment or Expansion
	Migrate	Virtual Machine Migration Workshop
	Migrate	Virtual Machine Migration
NCM	Design	NCM Intelligent Operations Design Workshop
	Design	NCM Self-Service Design Workshop
	Deploy	NCM Intelligent Operations Deployment
	Deploy	FastTrack for NCM Self-Service
	Deploy	FastTrack for NCM Cost Governance

# Nutanix Professional Service (PS) ordering rules

- 1. 1- year Terms: Mandatory professional services attach for NCI, NCM, NCP and EUC.
  - Select 1 from Design AND 1 from Deployment
  - PS Tiers match (or greater) the software license Tier is recommended
- 2. **3- year Terms:** Mandatory professional services attach for NCM Pro and NCM Ultimate only
  - Select 2 from Design (Intelligent Ops + SS) AND 3 from Deployment (Intelligent Ops +SS +CG)
  - PS Tiers match (or greater) the software license Tier is recommended
  - PS for NCI license is recommended
- 3. Any expand opportunity should not require mandatory services.

Step 20.

Offer Configuration NTX-SW-PS( Part of HCI-M6-MLB)		Estimated Lear	NUTANIA		Total (USD)		
Requested Terms and Billing 🥖					DESIGN		
Requested Start Date 30-Sep-2023		Requested For 1 Months From 30-5	NTX-SW-P	S Automa	PLOYMENT		
A To complete your order, please	a review product terms and	d acknowledge checkbox under E		W	ORKSHOP		
Configuration Summary			Nutanix Cloud Infrastruct	oud Infrastructure (NCI) Services			
utanix Cloud Infrastructure (NCI) Se utanix Cloud Management (NCM) Se			NCI Design Worksho				
utanix Services Flexible Credits			License	SKU	Description	Unit List Price (USD)	Action
ULA utanix Support			Qty	NT-W-DS-STR	NCI Design Workshop - Starter Workshop Only	Enter Qty to see List Price Per License/Month	=
sku	Qty	List Price	Qty	NT-W-DS-STR-SD	NCI Design Workshop - Starter Standard Document	tion Enter Qty to see List Price Per License/Month	1
SVS-NT-SUP	1 Each	\$0.00 Per Each/Month	Qty	NT-W-DS-STR-ED	NCI Design Workshop - Starter Enhanced Documer	ation Enter Qty to see List Price Per Licenser(Month	1
			Qty	NT-W-DS-PRO	NCI Design Workshop - Pro Workshop Only	Enter Qty to see List Price Per License/Month	
fotal		\$0.00	Qty	NT-W-DS-PRO-SD	NCI Design Workshop - Pro Enhanced Documentati	In Enter Qty to see List Price Per License/Month	Ŧ
Restore Configuration	Can	cel Review Changes	Qty	NT-W-DS-PRO-ED	NCI Design Workshop - Pro Enhanced Documentati	In Enter Qty to see List Price Per License/Month	Ť
			Qty	NT-W-DS-ULT-SD	NCI Design Workshop - Ultimate Standard Document	tation Enter Qty to see List Price Per License/Month	T.
			Qty	NT-W-DS-ULT-ED	NCI Design Workshop - Ultimate Enhanced Docume	ntation Enter Qty to see List Price Per License/Month	Ť
			NCI Cluster Deploym	nent or Expansion 🗧 🧃			
			Node	SKU	Description	Unit List Price (USD)	Action
			Qty	NT-S-DP-STR-AVB	NCI Cluster Deployment or Expansion - Starter AHV	Nodes B Enter Qty to see List Price Per Node/Month	
			Qty	NT-S-DP-STR-AVV 🗲 b	NCI Cluster Deployment or Expansion - Starter AHV	Nodes V Enter Qty to see List Price Per Node/Month	Ť
			Qty	NT-S-DP-STR-EXB	NCI Cluster Deployment or Expansion - Starter ESX	Nodes B Enter Qty to see List Price Per Node/Month	Ť
			Qty	NT-S-DP-STR-EXV	NCI Cluster Deployment or Expansion - Starter ESX	Nodes V Enter Qty to see List Price Per Nade/Month	

- a. We have NCI License selected under NTX-SW and hence, it is recommended that we select Nutanix Professional Services: NCI Design Workshop + NCI Cluster Deployment or Expansion SKUs
- b. QTY of NCI Cluster Deployment or Expansion Variable SKU must match with Server QTY.

Step 21.

			NUTANIX PRO	FSERVICE	
				DESIGN	
Offer Configuration NTX-SW-PS( Part of HCI	-M6-MLB)	Estimated L NA	ead T NTX-SW-PS		Total (USD) 26,882.57
Requested Terms and	Billing 🥒			WORKSHOP	
Requested Start Date 01-Oct-2023		Requested F 1 Months Fr	For rom 01-Oct-2023 To 31-Oct-2023	Automatically Renews For  O No Auto Renewal	Billing Frequency Prepaid Term
Configuration Summar		product terms and acknow	NTX-SW-PS > EULA	/ from Configuration Summary (left-hand side).	(CE202343)
SKU	Qty	List Price	EULA		
NT-W-DS-STR	1 License	\$18,132.4000 Per License/Month		-	wledge and agree to the EULA Terms:
NT-S-DP-STR-AVB	1 Node	\$7,975.0000 Per Node/Month	by the Nutanix License and Services Agre another person (a "Customer"), you have i	ement located at https://www.nutanix.com/legal/eula; (2) included a statement in your written order with the Custo	e that, if due of rotating products and receipt of rotating services is governed solery b) if you are a partner or distributor, or are otherwise placing an order on behalf of omer that use of Nutanix products is governed solely by the Nutanix License and Adagment from the Customer accepting the foregoing ferms, and you agree to provid
	1 Node	\$775.1700 Per Node/Month	reasonable evidence of the Customer's ac and Nutanix makes no warranty regarding	cceptance of such terms to Nutanix upon the direct require Cisco products and services; (4) Cisco does not provide	uest of Nutanix; (3) Cisco makes no warranty regarding Nutanix products and services the support for Nutanix products and services and Nutanix does not provide support for ar order details to Nutanix (and the customer has provided all necessary consents to
NT-S-DP-STR-AVV			leisco products and services, and (o) cisc		
Nutanix Cloud Managemen			permit the same).		
Nutanix Cloud Managemen Nutanix Services Flexible C EULA <b>- 3</b>					
Nutanix Cloud Managemen Nutanix Services Flexible C		\$26,882.57			
Nutanix Cloud Managemen Nutanix Services Flexible C EULA <b>a</b>		\$26,882.57 Review Changes			

- a. To complete the order, please check the box to the right to acknowledge and agree to the EULA Terms
- b. Click on "Review Changes" and "Done"

Step 22.

Available Components	Unit List Price (USD)	HCI RACK SERVER > 1 Se	Cisco Intersight			
HCI RACK SERVER		% Product	Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (U
) FABRIC INTERCONNECT		HCIAF220C-M6S Valid Q      Cisco Compute Hyperconverged		43,161.99	1	155,704
NUTANIX SOFTWARE		Add Custom Name   Edit Option		-SAAS		
) NUTANIX PROF SERVICE			Add a HCI RACK SERVER fro	m the left panel		
	b	FABRIC INTERCONNECT > 2 Selected	(Min 0, Max 999999)			
CISCO INTERSIGHT		Co Product	Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (U
-MGT-SAAS co Intersight SaaS	E.	HCI-FI-6454-M6 Valid      Cisco Compute Hyperconverged     Add Custom Name Edit Option		58,299.79	2	119,91
DL-DESELECT nditional Deselect	0.00		Add a FABRIC INTERCONNECT	from the left panel		
nated Lead Time: -	+	NUTANIX SOFTWARE > 1 Selected (Mi	in 0, Max 1)			
		Co Product	Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (
		NTX-SW Valid Q Nutanix Software 3Y and above Add Custom Name   Edit Option	15 Remove Line	27.54	1	55,5
		Requested Start Date 01-Oct-2023	Requested For 36 Months From 01-Oct-2023 To 30-Sep-2026	Automatically Renews No Auto Renewal	For O	Billing Frequency Prepaid Term
		NUTANIX PROF SERVICE > 1 Selected	I (Min 0, Max 1)			
		% Product	Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price
		NTX-SW-PS Valid Q     Nutanix Professional Service     Add Custom Name Edit Option	s Remove Line	26,882.57	1	26,8
		Requested Start Date 01-Oct-2023	Requested For 1 Months From 01-Oct-2023 To 31-Oct-2023	Automatically Renews No Auto Renewal	For 🛈	Billing Frequency Prepaid Term
		CISCO INTERSIGHT > 1 Selected (Min	1, Max 1)			
		Contract	Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (
		DC-MGT-SAAS Valid Cisco Intersight SaaS Add Custom Name Edit Option	s Remove Line	0.00	1	
		Requested Start Date	Requested For 36 Months From 01-Oct-2023 To 30-Sep-2026	Automatically Renews 12 Months On 01-Oct-2		Billing Frequency Prepaid Term

- a. It is recommended that Term Duration for HW Support align with Software Subscription Duration.
- b. Intersight is a required selection, if you have not previously purchased Cisco Intersight Software. Please make selection by clicking "PLUS" and click on "Edit Options" to configure.

Step 23.

NC-MGT-SÄAS (Part of HCI-M6-MLB) NA Global Price List (USD) 0.0     Requested Terms and Billing   tequested Terms and Billing   tequested Start Date   1-Oct-2023   0     Requested For   36 Months   From 01-Oct-2023 To 30-Sep-2026     Automatically Renews For   12 Months On 01-Oct-2023   12 Months From 01-Oct-2023 To 30-Sep-2026    Billing Frequency Prepaid Term    Clisco will apply a standard lead time to your requested start date based on the selected product. Cisco may not be able to honor the requested start date (RSD). In some cases, our systems may require additional lead-time to provision your selected product. Cisco may not be able to honor the requested start date (RSD). In some cases, our systems may require additional lead-time to provision your selected start date with your implementation team that aligns with customer subscription billing issues. Verify the requested start date with your implementation team that aligns with customer subscription billing issues. Verify the requested start date with your implementation team that aligns with customer subscription billing issues. Verify the requested start date with your implementation team that aligns with customer subscription billing issues. Verify the requested start date with your implementation team that aligns with customer subscription subscription billing issues. Verify the requested start date with your implementation team that aligns with customer subscription subscription billing issues. Verify the requested start date with your implementation team that aligns with customer subscription subscription billing issues. Verify the requested Start Date   w tort Northow </th <th></th> <th>Cisco In</th> <th>ntersight</th> <th></th>		Cisco In	ntersight	
Note prevented Start Date     1-Oct-2023     1-Oct-2023 <th>Offer Configuration DC-MGT-SAAS( Part of HCI-M6-MLB)</th> <th></th> <th>PILS</th> <th></th>	Offer Configuration DC-MGT-SAAS( Part of HCI-M6-MLB)		PILS	
11-Oct-2023 36 Months From 01-Oct-2023 To 30-Sep-2026 12 Months On 01-Oct-2026 Prepaid Term   CecUESTED FOR 36 Months From 01-Oct-2023 To 30-Sep-2026 Recuested Start Date Oct 2023 and 26-Dec-2023 and 26-Dec-2023 Months For 01-Oct-2026 For 01-Oct-2026 For 01-Oct-2026 For 01-Oct-2026 For 01-Oct-2026 Months For 01-Oct-2026 For 01-Oct	Requested Terms and Billing			
Services. Submitting a RSD that is too early could cause customer subscription billing issues. Verify the requested start date with your implementation team that aligns with customer deployment readiness. (C0742)          REQUESTED FOR       36 Months       From       01-Oct-2023       76       30-Sep-2026         requested Start Date       End Date       Months       Discrete       Discrete       Di	Requested Start Date 01-Oct-2023			
regrested Start Date   v   ver   ver<	services. Submitting a RSD that is too early c	ould cause customer subscription billing issues. Verify the requeste	be able to honor the requested start date (RSD). In some cas d start date with your implementation team that aligns with cu	es, our systems may require additional lead-time to provision your ustomer deployment readiness. (C0742)
weath       Year         Oct       2023         iter any date up between 28-Sep-2023 and 26-Dec-2023         iter any date up between 28-Sep-2023 and 30-Sep-2031         iter any date up between 28-Sep-2023         iter any date up between 28-Sep-2023         iter any date up between 28-Sep-2023 and 30-Sep-2031         iter any date up between 28-Sep-2023		ram 01-Oct-2023 To 30-Sep-2026	Test Date	
Oct 2023				
Litomatically Renews For 0 12 Months On 01-Oct-2026 Day Month Vear 30 Sep 2026 Enter any date up between 29-Dec-2023 and 30-Sep-2031 Billing Frequency O Prepaid Term On Annual Billing Ouarterly Billing Ouarterly Billing Ouarterly Billing	Oct 2023	a		-
tomatically Renews For 12 Months On 01-Oct-2026 to Renewal 2  Months Day Month Day Mo	nter any date up between 28-Sep-2023 and 26-Dec-2	023		
tomatically Renews For 0 12 Months On 01-Oct-2026 Con 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0				
Annual Billing     On     01-Oct-2026     Billing Frequency O     Prepaid Term       Into Renewal O     Image: Constraint of the second				
uto Renewal <ul> <li>Prepaid Term</li> <li>Prepaid Term</li> <li>Prepaid Term</li> <li>Prepaid Term</li> <li>Quarterly Billing</li> <li>Quarterly Billing</li> <li>Monthly Billing</li> <li>Monthly</li></ul>			Enter any date up between 29-Dec-2023 and 30-Sep-20	031
uto Renewal <ul> <li>Prepaid Term</li> <li>Prepaid Term</li> <li>Prepaid Term</li> <li>Prepaid Term</li> <li>Quarterly Billing</li> <li>Quarterly Billing</li> <li>Monthly Billing</li> <li>Monthly</li></ul>	utomatically Renews For () 12 Months On	01-Oct-2026		
On     Con     Annual Billing       2     Months     Quarterly Billing       Monthy     Monthy Billing	2			
2 V Months O Monthly Billing			Annual Billing	
Monthly Billing	Months		O Quarterly Billing	
Cancel Save Changes			Monthly Billing	
				Cancel Save Changes

- a. **Requested Start Date (RSD)** is now dependent on HW Ship Date and will automatically starts when the HW ships. If you change the **RSD**, the Software will start either on the **RSD** you picked or the HW Ship Date whichever is later.
- b. End Date (duration in months) is defaulted to 36 Months, Auto Renewal (on/off) is defaulted to Off and Billing Frequency is defaulted to **Prepaid Term**. You can still change the setting accordingly.

Step 24.

Offer Configuration DC-MGT-SAAS( Part of HCI	-M6-MLB)	Estimated Lea	ad Time	Price List Global Price List (L	Total (USD) JSD) 1,260,00		
Requested Terms and Bi	lling 🥒				DC-MGT-SAAS		
Requested Start Date 01-Oct-2023		Requested Fo 36 Months Fro	r om 01-Oct-2023 To 30-Sep-20	Automatically Rene	Billing Frequency		
experience/support/sol				tersight 2.0 Infrastructure Services	cort. For complete details, please refer to the following URL: https://		
isco Intersight 2.0 Infrastruc	ture Services	I	Cisco Intersight 2.0 Infra	structure Services			
isco Intersight 2.0 Infrastruc SKU	ture Services Qty	List Price		structure Services			
		List Price \$35.00 Per Device/Month			Description	Unit List Price (USD)	Action
SKU DC-MGT-IS-SAAS-ES	Qty 1 Device	\$35.00	Cisco Intersight 2.0	Infrastructure Services	Description Infrastructure Services SaaSi/CVA - Essentials	Unit List Price (USD) \$35.00 Per Device/Month	Action
SKU DC-MGT-IS-SAAS-ES Sisco Intersight Workload Op	Qty 1 Device timizer (IWO) - SaaS	s35.00 Per Device/Month	Cisco Intersight 2.0 Device	Infrastructure Services SKU DC-MGT-IS-SAAS-ES		\$35.00	
SKU DC-MGT-IS-SAAS-ES	Qty 1 Device timizer (IWO) - SaaS Qty 1	S35.00 Per Device/Month	Cisco Intersight 2.0 Device	Infrastructure Services SKU DC-MGT-IS-SAAS-ES CO DC-MGT-IS-SAAS-AD	Infrastructure Services SaaS/CVA - Essentials	\$35.00 Per Device/Month Enter Qty to see List Price	
SKU DC-MGT-IS-SAAS-ES isco Intersight Workload Op Cisco Intersight Support SKU SVS-DCM-SUPT-BAS	Qty 1 Device timizer (IWO) - SaaS Qty	\$35.00 Per Device/Month	Cisco Intersight 2.0 Device	Infrastructure Services SKU DC-MGT4S-SAAS-ES DC-MGT4S-SAAS-AD CMGT4S-PVAPP-ES	Infrastructure Services SaaSiCVA - Essentials	\$35.00 Per Device/Month Enter Qty to see List Price Per Device/Month Enter Qty to see List Price	1 1
SKU DC-MGT-IS-SAAS-ES Sisco Intersight Workload Op isco Intersight Support SKU SVS-DCM-SUPT-BAS	Qty 1 Device timizer (IWO) - SaaS Qty 1	S35.00 Per Device/Month	Cisco Intersight 2.0 Device	Infrastructure Services  SKU  DC-MGT-IS-SAAS-AS  DC-MGT-IS-PVAPP-ES  DC-MGT-IS-PVAPP-AD	Infrastructure Services SaaSiCVA - Essentials Infrastructure Services SaaSiCVA - Advantage Infrastructure Services PVA - Essentials	\$35.00 Per Device/Month Enter Qty to see List Price Per Device/Month Enter Qty to see List Price Per Device/Month Enter Qty to see List Price	1
DC-MGT-IS-SAAS-ES Cisco Intersight Workload Op Cisco Intersight Support SKU SVS-DCM-SUPT-BAS Auto Expansion	aty 1 Device timizer (IWO) - SaaS aty 1 Each	\$35.00 Per Device/Month List Price \$0.00 Per Each/Month	Cisco Intersight 2.0 Device	Infrastructure Services  SKU  DC-MGT-IS-SAAS-AS  DC-MGT-IS-PVAPP-ES  DC-MGT-IS-PVAPP-AD	Infrastructure Services SaaSiCVA - Essentials Infrastructure Services SaaSiCVA - Advantage Infrastructure Services PVA - Essentials	\$35.00 Per Device/Month Enter Qty to see List Price Per Device/Month Enter Qty to see List Price Per Device/Month Enter Qty to see List Price	

a. The quantity of Cisco Intersight 2.0 Infrastructure Services License under Offer: DC-MGT-SAAS should be equal to the quantity of Server selected. Enter the quantity.

### Step 25.

Offer Configuration DC-MGT-SAAS( Part of HCI-	M6-MLB)	Estimated Lea NA	ad Time 🧧	Cisco Intersi	Total (USD	))	
Requested Terms and Bil	ling 🥒						
Requested Start Date 01-Oct-2023		Requested Fo 36 Months Fre	or om 01-Oct-2023 To 30-S	ep-2026 12 Monters of 1		rm	
Please note that Cisco r experience/support/solu			nich solves complex issu	es on average 44% faster than product su	pport. For complete details, please refer to the following	URL: https://www.cisco.com/c/m/en_us/cust	omer-
Configuration Summary			DC-MGT-SAAS > Cisc	o Intersight Support			
Cisco Intersight 2.0 Infrastruct	ure Services	1	Cisco Intersight Supp	ort			
SKU	Qty	List Price	Cisco Intersight	Support			
DC-MGT-IS-SAAS-ES	1 Device	\$35.00 Per Device/Mont/	Each	sku	Description	Unit List Price (USD)	Action
Cisco Intersight Workload Opti	mizer (IWO) - SaaS		Qty	SVS-SSTCS-DCMGMT	Solution Support for DC Mgmnt	Enter Qty to see List Price Per Each/Month	ŵ
Cisco Intersight Support		a	Qty	SVS-L1DCS-INTER	CXL1 for INTERSIGHT	Enter Qty to see List Price Per Each/Month	ŵ
SKU	Qty	List Price	Qty	SVS-L2DCS-INTER	CXL2 for INTERSIGHT	Enter Qty to see List Price Per Each/Month	-
SVS-DCM-SUPT-BAS	1 Each	\$0.00 Per Each/Month		SVS-DCM-SUPT-BAS	Basic Support for DCM	\$0.00	.8.
Auto Expansion		<u> </u>	1			Per Each/Month	<b>T</b>
SKU	Qty	List Price					
DC-MGT-UCSC-1S	1 Device	\$0.00 Per Device/Month					
		\$1,260.00					

a. The Cisco Intersight License comes with separate Support. Basic Embedded Support is the default selection. Customer may upgrade to Solution Support, CX Success Track L1 and L2 (supported only with SAAS) if needed.

Step 2	<b>:6.</b>
--------	------------

Bundle Configuration HCI-M8-MLB	Estimated Lead 1 14 days	Time	Price List Global Price List (USD)		Total 359,274.45		
it service preferences for this configuration $arphi$							Cancel Doo
Available Components	Unit List Price (USD)	CK SERVER > 1 Selected (Min 0, Max 999995	)				
) HCI RACK SERVER		Product		Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (USD
CIAF220C-M65 Cisco Compute Hyperconverged HCIAF220cM6 All Flash Node Estimated Lead Time:	6,622.97	HCIAF220C-M65 Valid      A     Cisco Compute Hyperconverged HCIAF228cM     Add Custom Name   Edit Options   Edit Serv			43,161.99	1	155,704.02
ICIAF220C-M6SN	7,096.12			Add a HCI RACK SERVER from the	left panol		
Cisco Compute Hyperconverged HCIAF220cM6 All Flash NVMe Node	7,090.12	FABRIC INTERCONNECT > 2 Selected (Min 0, Max 9	99999)				
Estimated Lead Time:	_	% Product		Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (USD)
HCIAF240C-M65X Sicc Compute Hyperconverged HCIAF240cM6 All Flesh Node Estimated Lead Time:	7,332.70	HCI-FI-8454-M6 Valid      Add     Cisco Compute Hyperconverged Fabric Interce     Add Custom Name   Edit Options   Edit Serv			58,299,79	2	119,911.6
				d a FABRIC INTERCONNECT from	the loft panel		
		NUTANIX SOFTWARE > 1 Selected (Min 0, Max 1					
FABRIC INTERCONNECT		% Product		Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (USD
NUTANIX SOFTWARE		● NTX-SW Valid      △     ▲	а		27.54	1	55,516.2
NUTANIX PROF SERVICE		Nutanix Software 3Y and above Add Custom Name   Edit Options   Remove	Line				
CISCO INTERSIGHT							
		Requested Start Date 01-Oct-2023	Requested For 36 Months From 01-Oct-2023 To 30-Sep-2026		Automatically Renews For  No Auto Renewal		Billing Frequency Prepaid Term
		NUTANIX PROF SERVICE > 1 Selected (Min 0, Max 1	)				
		% Product		Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (USD
		NTX-SW-PS Valid      Nutarix Professional Service			26,882.57	1	26,882.5
		Add Custom Name   Edit Options   Remove	Line				
		Requested Start Date 01-Oct-2023	Requested For 1 Months From 01-Oct-2023 To 31-Oct-2023		Automatically Renews For  No Auto Renewal		Billing Frequency Prepaid Term
		CISCO INTERSIGHT > 1 Selected (Min 1, Max 1)					
		% Product		Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (USD
		DG-MGT-SAAS Valid      Caso Intersight SeaS     Add Custom Name   Edit Options   Remove	Line		35.00	1	1,260.00
		Requested Start Date	Requested For		Automatically Renews For ()		Billing Frequency

- a. Configuration for MLB is completed when status of each Product is Valid and warning messages are cleared.
- b. Click on the "PLUS" to expand and view the selections made for each Product.
- c. Click on "Done" to complete MLB configuration.

Step 27.

Available Components Unit List Price (USI	HCI RACK SERVER > 1 Selected (Min 0,	Max 999999)		
HCI RACK SERVER	Co Product			Extended List Price (USD
FABRIC INTERCONNECT	HCIAF220C-M6S Valid Q A		SELECT	155,704.0
NUTANIX SOFTWARE	Cisco Compute Hyperconverged H Add Custom Name   Edit Options	HCIAF220cM6 All Flash Node Edit Services/Subscriptions Remove Line		
NUTANIX PROF SERVICE		Add a HCI RACK SERVER fm	m the left panel	
	FABRIC INTERCONNECT > 2 Selected (7	Min 0, Max 999999)		
DC-MQT-SAAS	Product	Unit List Price (USD)	Adjusted List Price (USD) Qty	Extended List Price (USC
Cisco Intersight SasS	HCI-FI-5454-M6 Valid Q A     Cisco Compute Hyperconverged F     Add Custom Name   Edit Options	Fabric Interconnect 6454 Edit Services/Subscriptions Remove Line	58,299.79 2	119,911.6
CNDL-DESELECT 0,6 Conditional Deselect	10	Add a FABRIC INTERCONNECT	from the left panel	
Estimated Lead Time: 7 days	NUTANIX SOFTWARE > 1 Selected (Min	0, Max 1)		
	Co Product	Unit List Price (USD)	Adjusted List Price (USD) Qty	Extended List Price (USI
	NTX-SW Valid Q     Nutanix Software 3Y and above     Add Custom Name   Edit Options	Remove Line	27.54 1	55,516.2
	Requested Start Date 01-Oct-2023	Requested For 36 Months Fram 01-Oct-2023 To 30-Sep-2026	Automatically Renews For No Auto Renewal	Billing Frequency Prepald Term
	NUTANIX PROF SERVICE > 1 Selected (I	Min 0, Max 1)		
	Product	Unit List Price (USD)	Adjusted List Price (USD) Qty	Extended List Price (USD
	NTX-SW-PS Valid      Nutanix Professional Service     Add Custom Name Edit Options	Remove Line	26,882.57 1	26,882.5
	Requested Start Date 01-Oct-2023	Requested For 1 Months From 01-Oct-2023 To 31-Oct-2023	Automatically Renews For () No Auto Renewal	Billing Frequency Prepaid Term
	CISCO INTERSIGHT > 1 Selected (Min 1,	Max 1)		
	% Product	Unit List Price (USD)	Adjusted List Price (USD) Qty	Extended List Price (USD
	CNDL-DESELECT Invalid Conditional Deselect Add Custom Name   Select Option	<mark>o</mark>	0.00 1	0.0

- a. CNDL-DESELECT is meant to select only if Customer has already purchased Cisco Intersight License via EA Contract or order is for Disti Fulfillment. Please make selection by clicking "PLUS".
- b. Please note that Intersight is required selection and needed for the Server to function. Click on Select Options to configure.

				Cisco Intersi	ght CNDL-DES	ELECT	<b>_</b>	
Product Configuration CNDL-DESELECT part of HCI-M6	-MLB	Estimated L 7 days	ead Time	Price List Global Price List	t in US Dollars (USD)	0.0	SD) 00	
CNDL-DESELECT quantity 1	requires a minir	mum quantity of 1 from Re	eason Codes (CE100012) Option Search ①	Multiple Options Search <b>①</b>				~
Category 0	Qty	Extended List Price (USD)	CNDL-DESELECT > Reaso	on Codes				
Reason Codes 🔒			Reason Codes 🛕					
			SKU			Qty	Estimated Lead Time ()	Unit List Price (USD)
			O OPTOUT-OWN-E License not need	EA ded: Customer already owns Licenses in ar	n EA	1	3 days	0.00
			O OPTOUT-OWN-L License not need	LIC ded: Customer already owns License		1	3 days	0.00
			O OPTOUT-DISTI-O For Disti when or	ONLY rdering mandatory licenses separately		1	3 days	0.00
			Show Incompatible SKUs					
otal		0.00						
etimated Load Time		7 days						
stimated Lead Time		Cancel Done						

a. Please select appropriate Reason Code

Step 29.

Bundle Configuration HCI-M6-MLB 0	Estimated Lead 14 days	Time	Price List Global Price List (USD)		Total 358,014.45		
service preferences for this configuration $\checkmark$							Cancel Do
Please note that Intersight is required selection, if you have not valiable Components	Unit List Price (USD)	K SERVER > 1 Selected (Min 0, Max 96	10000)				
	Unit List Price (050)	Product		Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (US
I HCI RACK SERVER	6,622.97	HCIAF220C-M65 Valid      A     Cisco Compute Hyperconverged HCIAF2	20-340 All Elash Mode		43,161.99	1	155,704 0
isco Compute Hyperconverged HCIAF220cM6 All Flash Node stimated Lead Time;		Add Custom Name   Edit Options   Edit					
14F220C-M6SN	7,096.12			Add a HCI RACK SERVER from th	a left panel		
sco Compute Hyperconverged HCIAF220cM6 All Flash NVMe Node stimated Lead Time:	+	FABRIC INTERCONNECT > 2 Selected (Min 0 M	Аак 999999)	Harder Date Default of States	Automatical End Robert Control		Protocol of the Polyne and
		Product		Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (US
IAF248C-M6SX co Compute Hyperconverged HCIAF240cM6 All Flash Node timated Lead Time:	7,332.70	HCI-FI-6454-M5 Valid Q A     Cisco Compute Hyperconverged Fabric II     Add Custom Name   Edit Options   Edit			58,299.79	2	119,911
				Add a FABRIC INTERCONNECT from	the left panel		
		NUTANIX SOF TWARE > 1 Selected (Min 0, Max	1)				
FABRIC INTERCONNECT		% Product		Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (US
NUTANIX SOFTWARE		NTX-SW Valid      Nutanix Software 3Y and above	t a		27.54	1	55,516
NUTANIX PROF SERVICE		Add Custom Name   Edit Options   Ren	nove Line				
CISCO INTERSIGHT		Requested Start Date 01-Oct-2023	Requested For 36 Months From 01-Oct-2023 To 30-Se	0-2026	Automatically Renews For No Auto Renewal	0	Billing Frequency Prepaid Term
		NUTANIX PROF SERVICE > 1 Selected (Min 0 )	Max 1)				
		% Product		Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (US
		NTX-SW-PS Valid      Nutanix Professional Service     Add Custom Name   Edit Options   Ren	nove Line		26,882.57	1	26,882
		Requested Start Date 01-Oct-2023	Requested For 1 Months From 01-Oct-2023 To 31-Oct-	2023	Automatically Renews For No Auto Renewal	0	Billing Frequency Prepaid Term
		CISCO INTERSIGHT > 1 Selected (Min 1, Max 1)	)				
		% Product		Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (US
		⊕ CNDL-DESELECT Valid Q			0.00	1	0.
		Conditional Deselect Add Custom Name   Edit Options   Ren					

- a. Configuration for MLB is completed when status of each Product is Valid and warning messages are cleared.
- b. Click on the "PLUS" to expand and view the selections made for each Product.
- c. Click on "Done" to complete MLB configuration.

### **Nutanix Software Provisioning Details**

Enter the provision details in the below fields.

٥	Catalog	Estimates De	als & Quotes	Orders	Subscriptions & S	ervices Softwar	e
					orites 🕻 Export	Print I Email <	Share 🛱 Delete More 👻
ORDER NAME * / NTX-SW Offer - Test Order #2	WEB ORDER ID 95548156	PURCHASE ORDER NTX-SW Offer - T		PRICE LIST Global Price List in US I	Oollars (USD)	END CUSTOMER SMA amcgoho.com (SA)	RT ACCOUNT / T
STATUS Unsubmitted	INTENDED USE NPI Test	CREATED BY Dan Dhanota 1 On 13-Sep-2023		LAST UPDATED BY Dan Dhanota 1 On 26-Sep-2023		HOLDING SMART AC	COUNT / 👕
LABEL.TABS.ITEMS	Discounts	Shipping and Install	Billing	Review and Submi	i.		
Set preferences for this order	~				Check Local Val	idations Save	Save and Continue
	and for this order	vill not be reflected in the o					
Pederal preferences des	med for this order i	will not be resected in the c	corresponding q	uoves or essimates.			~
Use the filter options to s	show errors.						
					Add F	nd Products and Solutio	
						no Products and Solute	More Actions
	lidate Edit S	ervices Apply Succe	ss Track	More 🛩		Filter By Show Al	Items 🗸
Remove from Order Va							
Remove Hom Grow Va	re and Services		P.O.	Line Reference	Estimated Lead Time 🛈	Unit List Price (USD)	ty Ext. List Price
Hardware, Software			P.O.	Line Reference 🚽		(USD) 27.54	(USD) 1 991.36
Hardware, Software     Hardware, Software     1.0 NTX-SW     Nutanix Software	ware 3Y and above us of 26-Sep-2023	more <b>0</b>	P:0.	-0	Lead Time	(USD)	(USD)
Hardware, Software     Hardware, Software     Software     Software     Software     Nutanix Software     Valid a	ware 3Y and above	more <b>0</b>	PO.	-0	Lead Time	(USD) 27.54	(USD) 1 991.36
Hardware, Software     Hardware, Software     1.0 NTX-SW     Nutanix Software	ware 3Y and above	moreO	P.O.	-0	Lead Time	(USD) 27.54	(USD) 1 991.36
Hardware, Software     Hardware, Software     Midanic Software     Valid a     ECCN 0	ware 3Y and above	moreØ	P.O.	-0	Lead Time	(USD) 27.54	(USD) 1 991.36
Hardware, Software     Hardware, Software     Nutanix Software     Valid a     ECCN ©     SD002.C.1      Requested St	ware 3Y and above is of 26-Sep-2023	more_0	Au	-0	Lead Time () Not Applicable	(USD) 27.54 O MRC equency Provision	(USD) 1 991.36 Total of MRC
Hardware, Software     Hardware, Software     Hardware, Software     Nutanic Software     Valid a     ECCN 0     SD002.C.1      Requested St     29-Sep-2023	ware 3Y and above is of 26-Sep-2023 tart Date	bequested For forms rom 29-Sep-2023 to 28-Se	Au	tomatically Renews For	Lead Time () Not Applicable () Billing Fr	(USD) 27.54 O MRC equency Provision	(USD) 1 991.36 Total of MRC Details
Hardware, Software     Hardware, Software     Hardware, Software     Nutanix Software     Nutanix Software     Valid a     ECCN ©     SD002.C.1      Requested St     29-Sep-2023     Provisioning (	ware 3Y and above is of 26-Sep-2023 tart Date / R	bequested For forms rom 29-Sep-2023 to 28-Se	Au	tomatically Renews For	Lead Time () Not Applicable () Billing Fr	(USD) 27.54 O MRC equency Provision	(USD) 1 991.36 Total of MRC Details
Hardware, Software     Hardware, Software     Hardware, Software     Nutanix Software     Nutanix Software     Valid a     ECCN ©     SD002.C.1      Requested St     29-Sep-2023     Provisioning (	tart Date / R	bequested For forms rom 29-Sep-2023 to 28-Se	Au	tomatically Renews For	Lead Time () Not Applicable () Billing Fr	(USD) 27.54 O MRC equency Provision	(USD) 1 991.36 Total of MRC Details

Enter the end user's Information In the below fields

NTX-SW			
	End Customer Info	*= Mandatory for Ordering. *= Mandatory for Provisioning.	
End Customer Info	END CUSTOMER NAME *	END CUSTOMER COMPANY NAME *	
	END CUSTOMER ADDR 1 *	END CUSTOMER ADDR 2	
	END CUSTOMER CITY *	END CUSTOMER ZIP CODE *	
	END CUSTOMER STATE *	END CUSTOMER COUNTRY *	
	END CUSTOMER EMAIL ADDR *	END CUSTOMER PHONE NUMBER *	
		Exit & Return Save & Costinue >	
Contacts   -] Feedback   Help   Site Map   T	Terms & Conditions   Privacy Statement   Cookie Policy   Trademarks		

Find the below filled out form for the reference/example.

	End Customer Info	*= Required Field	
End Customer Info	END CUSTOMER NAME *	END CUSTOMER COMPANY NAME *	
	Dan Dhanota	Cisco Systems, Inc	
	END CUSTOMER ADDR 1 *	END CUSTOMER ADDR 2	
	3800 Zanker Road	Building 2	
	END CUSTOMER CITY *	END CUSTOMER ZIP CODE *	
	San Jose	95134	
	END CUSTOMER STATE *	END CUSTOMER COUNTRY *	
	CA	UNITED STATES	
	END CUSTOMER EMAIL ADDR *	END CUSTOMER PHONE NUMBER *	
	ddhanota@cisco.com	408-468-3033	
		Exit & Return Save & Continue >	

# Use cases for ordering Nutanix Software with Professional Services

# Use Case - 1 (Nutanix Cloud Infrastructure (NCI) Software and Professional Services)

### **HW Configuration:**

- QTY of Server: HCIAF220C-M6S = 3.
- QTY of Processor: HCI-CPU-I6330 = 2 per Server i.e., 6 CPUs. Each CPU has 28 cores, total cores = 168. Hence, QTY of Nutanix Software License require = 168.

### SW Configuration:

1)

- Nutanix Cloud Infrastructure (NCI) Software License for 1 Year:
  - Select 1 Year Subscription Term SKU: NTX-SW-1Y.
  - Select SKU: NT-NCI-PRO-PR (NCI Pro SW LIC & Production SW Supp per Core) with 168 QTY.
  - Since we selected 1 Year SKU, Nutanix Professional Service selection is mandatory.

2)

- Nutanix Professional Service SKU: NTX-SW-PS.
  - Here, we have selected NCI PRO Software License. For Professional Service, selection of at least one NCI Design Workshop and a pair (Base + Variable) of NCI Cluster Deployment or Expansion is required.

- It is recommended that User consider selecting the Tier of Profession Service same as Software License selected. In this example, PRO tier of Software is selected, hence, we will select PRO tier of Professional Service.
- Required Selections:
  - NTX-DS-PRO-SD (NCI Design Workshop Pro Standard Doc)
  - Base SKU: NT-S-DP-PRO-AV-PB (NCI Cluster Deployment or Expansion Pro AHV -Base)
  - Variable SKU: NT-S-DP-PRO-AV-PV (NCI Cluster Deployment or Expansion Pro AHV Variable)

Offer Configuration NTX-SW-1Y( Part of HCI-	-M6-MLB)	Estimated L NA	ead Time	Nutanix So		Total (USD) 72,820.34		
Requested Terms and	Billing 🥒					-SW-1Y		
Requested Start Date  02-Nov-2023		Requested 12 Months	For From 02-Nov-2023 To 0		tomatically Renews For ① Auto Renewal	Billing Frequency Prepaid Term		
		ervices: NCI Design Wo ecommended user revie			from NTX-SW-PS is require	d. Please adjust the selections. (CE606040)		
		le to be invoiced: i) 30 da co, whichever of the two			tisco notifies you that any p	ortion of the subscription is ready for you to pro-	vision OR, ii) the day any p	portion ×
Configuration Summar	ry		NTX-SW-1Y > Nutan	ix Cloud Infrastructure (N	CI)			
lutanix Cloud Infrastructu	re (NCI)	I	Nutanix Cloud Infra	structure (NCI)				
sku	Qty	List Price	Core	SKU	Descr	iption	Unit List Price (USD)	Action
NT-NCI-PRO-PR	168 Core	\$36.1212 Per Core/Month	168	NT-NCI-PRO-PR	NCI P	ro SW LIC & Production SW Supp per Core	\$36.1212 Per Core/Month	-
utanix Cloud Infrastructu	re Data (NCI-D)							
utanix Cloud Manager (N	CM)		Core	SKU	Descr	iption	Unit List Price (USD)	Action
lutanix Cloud Platform (NG			Qty	NT-A-NCI-ADR-PI	NCI A	dv Rep add-on SW LIC & Production SW Supp re	Enter Qty to see List Price Per Core/Month	1
ULA			Core	SKU	Descr	intion	Unit List Price (USD)	Action
lutanix Support				NT-A-NCI-NKS-PF				
Restore Configuration	Cancel	\$72,820.34 Review Changes	Qty	NI-A-NCI-NKS-Ph	er Co	ub Eng add-on SW LIC & Production SW Supp re	Enter Qty to see List Price Per Core/Month	<u> </u>
r tootor o oorniguruuon	Cuntor	remain sindinges	Core	SKU	Descr	iption	Unit List Price (USD)	
				NT-A-NCI-SEC-PF		ecurity add-on SW LIC & Production SW Supp	Enter Qty to see List	一

The Quantity of Nutanix Cloud Infrastructure (NCI) License must match with the Processor Core selected under Servers. i.e., 168 QTY.

Offer Configuration NTX-SW-PS( Part of HCI-M	/I6-MLB)	Estimated NA	Lead Time	Global Price		V-PS ptal (USD) 28,333.37		
Requested Terms and E	Billing 🥒							
Requested Start Date () 02-Nov-2023		Requested 1 Months F	For From 02-Nov-2023 To 01-		lly Renews For 🚺 newal	Billing Frequency Prepaid Term		
			corresponding Ordering					
of the subscription is p	rovisioned by Cisco	to be involced: i) 30 c	o events happens first. (C	01007)		subscription is ready for you to pro	wision OR, ii) the day any p	ortion
onfiguration Summary				Cloud Infrastructure (NCI) Servi	ces			
utanix Cloud Infrastructure	(NCI) Services Qty	List Price	NCI Design Work	. ,				
NT-W-DS-PRO-SD	1	\$115,500.0000	Units	sku	Description		Unit List Price (USD)	Action
NT-S-DP-PRO-EX-PB	Sites 1 Units	Per Sites/Month \$9,570.0000 Per Units/Month	Qty	NT-W-DS-STR		op - Starter - Workshop Only	Enter Qty to see List Price Per Units/Month	
	3 Node	\$1,087.7900 Per Node/Month	Qty	NT-W-DS-STR-SD	NCI Design Worksh	op - Starter - Standard Doc	Enter Qty to see List Price Per License/Month	-
NT-S-DP-PRO-EX-PV			Qty	NT-W-DS-STR-ED	NCI Design Worksh	op - Starter - Enhanced Doc	Enter Qty to see List Price Per License/Month	1
utanix Cloud Management utanix Services Flexible Cr	. ,							
utanix Cloud Management utanix Services Flexible Cr nu.a otal	edits	\$128,333.37	Qty	NT-W-DS-PRO	NCI Design Worksh	op - Pro - Workshop Only	Enter Qty to see List Price Per Sites/Month	1
NT-S-DP-PRO-EX-PV Iutanix Cloud Management Iutanix Services Flexible Cr Iutani Fotal Restore Configuration	. ,	\$128,333.37 Review Changes	Oty 1	NT-W-DS-PRO NT-W-DS-PRO-SD		op - Pro - Workshop Only op - Pro - Standard Doc	Price	1 1 1

QTY of NCI Design Workshop SKU selected must be equal to No. of Install Sites. 1 QTY of SKU supports up to 64 Node Cluster. If customer has multiple Install Site or Number of Nodes more than 64 in a Cluster, then SKUs QTY must be selected accordingly.

			NUTAN	NIX PROF SERVI	CE		
Before placing the ord	ler, it is highly rec	commended user review corre	responding Ordering	Guide (CE606514)	NTX-SW-PS	Dar blada/blanth	
		ble to be invoiced: i) 30 days sco, whichever of the two eve			Prese you that any portion of the subscription is ready for you to provis	ision OR, ii) the day any po	ortion >
			wiy		Var	Price Per Node/Month	ш
Configuration Summary Nutanix Cloud Infrastructure			Qty	NT-S-DP-PRO-EX-SB	NCI Cluster Deployment or Expansion - Starter - ESX - Base	Enter Qty to see List Price Per Units/Month	
SKU NT-W-DS-PRO-SD	Qty 1 Sites	List Price \$115,500.0000 Per Sites/Month	Qty	NT-S-DP-PRO-EX-SV	NCI Cluster Deployment or Expansion - Starter - ESX - Var	Enter Qty to see List Price Per Node/Month	Ť
NT-S-DP-PRO-EX-PB	1 Units	\$9,570.0000 Per Units/Month	Qty	NT-S-DP-PRO-AV-PB	NCI Cluster Deployment or Expansion - Pro - AHV - Base	Enter Qty to see List Price Per Units/Month	-
NT-S-DP-PRO-EX-PV	3 Node	\$1,087.7900 Per Node/Month	Qty	NT-S-DP-PRO-AV-PV	NCI Cluster Deployment or Expansion - Pro - AHV - Var	Enter Qty to see List Price Per Node/Month	Ť
Nutanix Cloud Management ( Nutanix Services Flexible Cre			1	NT-S-DP-PRO-EX-PB	NCI Cluster Deployment or Expansion - Pro - ESX - Base	<b>\$9,570.0000</b> Per Units/Month	-
Total		\$128,333.37	3	NT-S-DP-PRO-EX-PV	NCI Cluster Deployment or Expansion - Pro - ESX - Var	\$1,087.7900 Per Node/Month	-
Restore Configuration	Cancel	Review Changes	Qty	NT-S-DP-ULT-AV-SB	NCI Cluster Deployment or Expansion - Starter - AHV - Base	Enter Qty to see List Price Per Units/Month	1

• QTY of NCI Cluster Deployment or Expansion Base SKU selected must be equal to No. of Install Sites. 1 QTY of SKU supports up to 64 Node Cluster. If customer has multiple Install Site or Number of Nodes more than 64 in a Cluster, then SKU QTY must be selected accordingly.

• QTY of NCI Cluster Deployment or Expansion Variable SKU must be equal to Server QTY.

# Use Case - 2 (Nutanix Cloud Manager (NCM) Software and Professional Services)

### **HW Configuration:**

- QTY of Server: HCIAF220C-M6S = 3.
- QTY of Processor: HCI-CPU-I6330 = 2 per Server i.e., 6 CPUs. Each CPU has 28 cores, total cores = 168. Hence, QTY of Nutanix Software License require = 168.

### SW Configuration:

### 1)

- Nutanix Cloud Manager (NCM) Software License for 1 Year:
  - Select 1 Year Subscription Term SKU: NTX-SW-1Y.
  - Select SKU: NT-NCM-PRO-PR (NCM Pro SW LIC & Production SW Supp per Core) with 168 QTY.
  - Since we selected 1 Year SKU, Nutanix Professional Service selection is mandatory.

### OR

- Nutanix Cloud Manager (NCM) PRO/ULT Software License for 3 Year and above.
  - Select 3 Year and above Subscription Term SKU: NTX-SW.
  - Select SKU: NT-NCM-PRO-PR (NCM Pro SW LIC & Production SW Supp per Core) with 168 QTY.
  - For NCM PRO or ULTIMATE Software License, Nutanix Professional Service selection is mandatory.

### 2)

- Nutanix Professional Service SKU: NTX-SW-PS.
  - Here, we have selected NCM PRO Software License. For Professional Service, selection of NCM Self-Service Design Workshop + NCM Intelligent Operations Design + NCM Intelligent Operations
     Deployment + FastTrack for NCM Cost Governance + FastTrack for NCM Self-Service is required.
  - It is recommended that User consider selecting the Tier of Profession Service same as Software License selected. In this example, PRO tier of Software is selected, hence, we will select PRO tier of Professional Service.
  - Required Selections:
    - NT-W-SSD-PRO-SD-P (NCM Self-Service Design Workshop Pro Standard Doc)
    - NT-W-OD-PRO-SD (NCM Intelligent Operations Design Workshop Standard Doc)
    - NT-S-OP-PRO (NCM Intelligent Operations Deployment)
    - NT-F-PRO-SS (FastTrack for NCM Self-Service)
    - NT-F-PRO-CG (FastTrack for NCM Cost Governance)

			N	Iutanix Softwar	e		
					NTX-SW-1Y		
Offer Configuration NTX-SW-1Y( Part of HCI-M6-ML	LB)	Estimated Lead Tir NA	ne	Price List Global Price List (USD)	Total (USD) 24,324,25		
Requested Terms and Billing	iq 🥒						
Requested Start Date  0 2-Nov-2023		Requested For 12 Months From 02	2-Nov-2023 To 01-Nov-2024	Automatically Renews No Auto Renewal	For O Billing Frequency Prepaid Term		
adjust the selections. (CE60 2: Before placing the order,	306040) r, it is highly recommended u and be eligible to be invoiced	ser review corresponding Ord	dering Guide (CE606514)		yment + FastTrack for NCM Cost Governance + FastTrack for NCM Self-Si iption is ready for you to provision OR, ii) the day any portion of the subsc		
onfiguration Summary			NTX-SW-1Y > Nutanix Clou	ud Manager (NCM)			
tanix Cloud Infrastructure (NCI)	1)		Nutanix Cloud Manager (N	CM)			
utanix Cloud Infrastructure Data	a (NCI-D)		Core	SKU	Description	Unit List Price (USD)	Action
	Qty	List Price	168	NT-NCM-PRO-PR	NCM Pro SW LIC & Production SW Supp per Core	\$12.0656 Per Core/Month	曲
sku	Qty 168 Core	List Price \$12.0656 Per Core/Month	168 Virtual Machines	NT-NCM-PRO-PR	NCM Pro SW LIC & Production SW Supp per Core		_
SKU NT-NCM-PRO-PR utanix Cloud Platform (NCP)	168	\$12.0656				Per Core/Month	_
SKU NT-NCM-PRO-PR utanix Cloud Platform (NCP) nd User Computing (EUC)	168	\$12.0656	Virtual Machines	sku	Description	Per Core/Month Unit List Price (USD) Enter Qty to see List Price	Action
SKU NT-NCM-PRO-PR Itlanix Cloud Platform (NCP) Id User Computing (EUC) JLA Itlanix Support	168	\$12.0656 Per Core/Month	Virtual Machines Oty Oty Oty	SKU NT-NCM-CM-OV-PR NT-NCM-CM-PR	Description Org NCM Cost Gov as a Service ind Prod Supp per VM NCM Cost Governance as a Service ind Prod Supp for 1 VM	Per Constituent Unit List Price (USD) Enter Oly to see List Price Per Visual MachinearMonth Enter Oly to see List Price Per Visual MachinearMonth	Action
utanix Cloud Manager (NCM) SKU NT-NCM-PRO-PR utanix Cloud Platform (NCP) nd User Computing (EUC) ULA utanix Support otal Restore Configuration	168	\$12.0656	Virtual Machines Qty	SKU NT-NCM-CM-OV-PR	Description Ovg NCM Cost Gov as a Service ind Prod Supp per VM	Per Corelitionth Unit List Price (USD) Enter Qty to see List Price Per Virtual Machines/florth Enter Qty to see List Price	Action
SKU NT-NCM-PRO-PR utanix Cloud Platform (NCP) nd User Computing (EUC) ULA utanix Support otal	168 Core	\$12.0656 Per Cons/Month \$24,324.25	Virtual Machines           Qty           Qty           Virtual Machines	SKU NT-NCM-CM-OV-PR NT-NCM-CM-PR SKU	Description Ovg NCM Cost Gov as a Service ind Prod Supp per VM NCM Cost Governance as a Service ind Prod Supp for 1 VM Description	Per Constituint Unit List Price (USD) Enter Oly to see List Price Per Visual Machineshform Enter Oly to see List Price Per Visual Machineshform Unit List Price (USD) Enter Oly to see List Price	Action
SKU NT-NCM-PRO-PR utanix Cloud Platform (NCP) Id User Computing (EUC) JLA utanix Support tal	168 Core	\$12.0656 Per Cons/Month \$24,324.25	Virtual Machines       Qty       Qty       Virtual Machines       Qty	SKU NT-NCM-CM-OV-PR NT-NCM-CM-PR SKU NT-NCM-SC-OV-PR	Description           Org NCM Cost Gov as a Service ind Prod Supp per VM           NCM Cost Governance as a Service ind Prod Supp for 1 VM           Description           Org NCM Sec Centr as a Service ind Prod Supp per VM	Per Constitución Unit List Price (USO) Enter Oly to see List Price Per Vistual Adentineationen Enter Oly to see List Price Per Vistual Adentineationen Unit List Price (USO) Enter Oly to see List Price Per Vistual Adentineation Enter Oly to see List Price Per Vistual Adentineationen Enter Oly to see List Price Per Vistual Adentineationen Enter Oly to see List Price	Action Action
SKU NT-NCM-PRO-PR utanix Cloud Platform (NCP) nd User Computing (EUC) ULA utanix Support otal	168 Core	\$12.0656 Per Cons/Month \$24,324.25	Virtual Machines       Oty       Oty       Urtual Machines       Oty       Oty       Oty       Oty	SKU NT-NCM-CM-DY-PR NT-NCM-CM-PR SKU SKU NT-NCM-SC-OV-PR NT-NCM-SC-PR		Per Constitución Unit List Price (USD) Enter Qty to see List Price Per Visual Machines/Month Enter Qty to see List Price Per Visual Machines/Month Enter Qty to see List Price Per Visual Machines/Month Enter Qty to see List Price Per Visual Machines/Month Enter Qty to see List Price Per Visual Machines/Month Enter Qty to see List Price Per Visual Machines/Month	Action Action

The Quantity of Nutanix Cloud Manager (NCM) License must match with the Processor Core selected under Servers. i.e., 168 QTY.

Offer Configuration NTX-SW-PS( Part of HCI-M6-N	tt of HCI-M6-MLB) NA ms and Billing  Tequested For 1 Months From 02-1 Ing the order, it is highly recommended user review corresponding Order ption will start and be eligible to be invoiced: i) 30 days or less (7 days fo its happens first. (C01007) itummary itagement (NCM) Services		Time	Pric	NTX-SW-PS		
Requested Terms and Billin	ng 🧪			,			
Requested Start Date 0 02-Nov-2023			2-Nov-2023 To 01-Dec-2023	Automatically Renews For <b>()</b> No Auto Renewal	Billing Frequency Prepaid Term		
A Before placing the order, i	t is highly recommended u	ser review corresponding Orc	ering Guide (CE606514)				
		ced: i) 30 days or less (7 days	for A-FLEX/A-FLEX-3) after Cit	ico notifies you that any portion of the subscription is	ready for you to provision OR, ii) the day any portion of the subscrip	ion is provisioned by Cisco, whichev	ver of
onfiguration Summary			NTX-SW-PS > Nutanix Clou	d Management (NCM) Services			
utanix Cloud Management (NCI	M) Services		Nutanix Cloud Managemen	(NCM) Services			
SKU	Qty	List Price	NCM Self-Service Des	ign Workshop			
NT-W-SSD-PRO-SD-P	1 Units	\$52,899.0000 Per Units/Month	Units	SKU	Description	Unit List Price (USD)	Actio
NT-W-OD-PRO-SD	1 Units	\$17,424.0000 Per Units/Month	Qty	NT-W-SSD-PRO-SD-S	NCM Self-Service Design Workshop - Starter - Standard Doc	Enter Qty to see List Price Per Units/Month	Ť
NT-S-OP-PRO	1 Units	\$7,040.0000 Per Units/Month	Qty	NT-W-SSD-PRO-ED-S	NCM Self-Service Design Workshop - Starter - Enhanced Doc	Enter Qty to see List Price Per Units/Month	Ť
NT-F-PRO-SS	1 Units	\$17,930.0000 Per Units/Month	1	NT-W-SSD-PRO-SD-P	NCM Self-Service Design Workshop - Pro - Standard Doc	\$52,899.0000 Per Units/Month	Ť
	1 Units	\$3,850.0000 Per Units/Month	Qty	NT-W-SSD-PRO-ED-P	NCM Self-Service Design Workshop - Pro - Enhanced Doc	Enter Qty to see List Price Per Units/Month	Ť
NT-F-PRO-CG		\$99,143.00	Qty	NT-W-SSD-ULT-SD-S	NCM Self-Service Design Workshop - Starter - Standard Doc	Enter Qty to see List Price Per Units/Month	Ť
Total	(0)	Review Changes	Qty	NT-W-SSD-ULT-ED-S	NCM Self-Service Design Workshop - Starter - Enhanced Doc	Enter Qty to see List Price Per Units/Month	Ť
	Cance				NCM Self-Service Design Workshop - Pro - Standard Doc	Enter Qty to see List Price	-
Total	Cance		Qty	NT-W-SSD-ULT-SD-P	Now denote You brand Workardp - Pro - Standard 500	Per Units/Month	

1 QTY of NCM Self-Service Design Workshop is required to support this configuration.

				TANIX PROF S	ERVICE		
A Before placing the order, it is	s highly recommended use	r review corresponding Ordering	Guide (CE606514)		NTX-SW-PS		
Your subscription will start an happens first. (C01007)	nd be eligible to be invoice	d: i) 30 days or less (7 days for A-	FLEX/A-FLEX-3) after Cisco r	notifies you that any portion of the subscription	s ready for you to provision. UR; it) the day any portion of the subscription is provision	ed by Cisco, whichever of the two events	s >
			NCM Intelligent Ope	rations Design			
Configuration Summary			Units	sku	Description	Unit List Price (USD)	Action
lutanix Cloud Management (NCM)		1	Qty	NT-W-OD-STR-SD	NCM Intelligent Operations Design Workshop - Standard Doc	Enter Qty to see List Price	
SKU NT-W-SSD-PRO-SD-P	Qty 1 Linite	List Price \$52,899.0000 Per Units/Month	Qty	NT-W-OD-STR-ED	NCM Intelligent Operations Design Workshop - Enhanced Doc	Enter Qty to see List Price Per Units/Month	
NT-W-OD-PRO-SD	1 Linda	\$17,424.0000 Per Unitediation	1	NT-W-OD-PRO-SD	NCM Intelligent Operations Design Workshop - Standard Doc	\$17,424.0000 Per Units/Month	-
NT-S-OP-PRO	1 Units	\$7,040.0000 Per Units/Manth	Qty	NT-W-OD-PRO-ED	NCM Intelligent Operations Design Workshop - Enhanced Doc	Enter Qty to see List Price Per Units/Month	
NT-F-PRO-SS	1 Units	\$17,930.0000 Per Units/Month	Qty	NT-W-OD-ULT-SD	NCM Intelligent Operations Design Workshop - Standard Doc	Enter Qty to see List Price Per Units/Month	
NT-F-PRO-CG	1 Linksi	\$3,850.0000 Per Unite/Month	Qty	NT-W-OD-ULT-ED	NCM Intelligent Operations Design Workshop - Enhanced Doc	Enter Qty to see List Price Per Units/Month	10
Total		\$99,143.00	NCM Intelligent Ope	rations Deployment			
Restore Configuration	( )	Review Changes	Units	sku	Description	Unit List Price (USD)	Action
			Qty	NT-S-OP-STR	NCM Intelligent Operations Deployment	Enter Qty to see List Price Per UnitelMonth	1
			1	NT-S-OP-PRO	NCM Intelligent Operations Deployment	\$7,040.0000 Per Uniteflitorith	÷
			Qty	NT-S-OP-ULT	NCM Intelligent Operations Deployment	Enter Qty to see List Price Per Units/Month	
			FastTrack for NCM S	ielf-Service			
			Units	SKU	Description	Unit List Price (USD)	Action
			1	NT-F-PRO-SS	FastTrack for NCM Self-Service	\$17,930.0000 Per Units/Month	盲
			Qty	NT-F-ULT-SS	FastTrack for NCM Self-Service	Enter Qty to see List Price Per Units/Month	8
			FastTrack for NCM C	Cost Governance			
			Units	sku	Description	Unit List Price (USD)	Action
			1	NT-F-PRO-CG	FastTrack for NCM Cost Governance	\$3,850.0000 Per Units/Month	*
			Qty	NT-F-ULT-CG	FastTrack for NCM Cost Governance	Enter Qty to see List Price	

QTY of NCM Intelligent Operations Design and NCM Intelligent Operations Deployment SKUs selected must be equal to No. of Install Site. 1 QTY of FastTrack for NCM Cost Governance and FastTrack for NCM Self-Service is required to support this configuration.

# Use Case - 3 (Nutanix Cloud Platform (NCP) {Nutanix Cloud Infrastructure (NCI) Software + Nutanix Cloud Manager (NCM) Software} and Professional Services)

### **HW Configuration:**

- QTY of Server: HCIAF220C-M6S = 3.
- QTY of Processor: HCI-CPU-I6330 = 2 per Server i.e., 6 CPUs. Each CPU has 28 cores, total cores = 168. Hence, QTY of Nutanix Software License require = 168.

### SW Configuration:

1)

- Nutanix Cloud Platform (NCP) Software License for 1 Year:
  - Select 1 Year Subscription Term SKU: NTX-SW-1Y.
  - Select SKU: NT-NCP-PRO-PR (NCP Pro SW LIC & Production SW Supp per Core) with 168 QTY.
  - Select SKU: NT-NCI-PRO-PR (NCI Pro SW LIC & Production SW Supp per Core) with 168 QTY.
  - Select SKU: NT-NCM-PRO-PR (NCM Pro SW LIC & Production SW Supp per Core) with 168 QTY.
  - Since we selected 1 Year SKU, Nutanix Professional Service selection is mandatory.

### OR

- Nutanix Cloud Platform (NCP) Software License for 3 Year and above.
  - Select 3 Year and above Subscription Term SKU: NTX-SW.

- Select SKU: NT-NCP-PRO-PR (NCP Pro SW LIC & Production SW Supp per Core) with 168 QTY.
- Select SKU: NT-NCI-PRO-PR (NCI Pro SW LIC & Production SW Supp per Core) with 168 QTY.
- Select SKU: NT-NCM-PRO-PR (NCM Pro SW LIC & Production SW Supp per Core) with 168 QTY.
- For NCM PRO or ULTIMATE Software License, Nutanix Professional Service selection is mandatory.
- For NCI Software License, Nutanix Professional Service is Recommended.

### 2)

- Nutanix Professional Service SKU: NTX-SW-PS.
  - For NCI PRO Software License only under NTX-SW-1Y. For Professional Service, selection of at least one NCI Design Workshop and a pair (Base + Variable) of NCI Cluster Deployment or Expansion is required.
  - It is recommended that User consider selecting the Tier of Profession Service same as Software License selected. In this example, PRO tier of Software is selected, hence, we will select PRO tier of Professional Service.
  - Required Selections:
    - NTX-DS-PRO-SD (NCI Design Workshop Pro Standard Doc)
    - Base SKU: NT-S-DP-PRO-AV-PB (NCI Cluster Deployment or Expansion Pro AHV Base)
    - Variable SKU: NT-S-DP-PRO-AV-PV (NCI Cluster Deployment or Expansion Pro AHV -Variable)

### AND

- For NCM PRO Software License. For Professional Service, selection of NCM Self-Service Design Workshop + NCM Intelligent Operations Design + NCM Intelligent Operations Deployment + FastTrack for NCM Cost Governance + FastTrack for NCM Self-Service is required.
- It is recommended that User consider selecting the Tier of Profession Service same as Software License selected. In this example, PRO tier of Software is selected, hence, we will select PRO tier of Professional Service.
- Required Selections:
  - NT-W-SSD-PRO-SD-P (NCM Self-Service Design Workshop Pro Standard Doc)
  - NT-W-OD-PRO-SD (NCM Intelligent Operations Design Workshop Standard Doc)
  - NT-S-OP-PRO (NCM Intelligent Operations Deployment)
  - NT-F-PRO-SS (FastTrack for NCM Self-Service)
  - NT-F-PRO-CG (FastTrack for NCM Cost Governance)

Offer Configuration NTX-SW-1Y( Part of HCI-M6-	MLB)	Estimated L NA	ead Time	Global Price	List (USD)	V-1Y al (USD)		
Requested Terms and Bill	ling 🥒							
Requested Start Date  02-Nov-2023			uested For Aonths From 02-Nov-2023 To 01-Nov-2024		Ily Renews For  Billing Frequency newal Prepaid Term			
3: Before placing the ord     Your subscription will star					ies you that any portion of the s	ubscription is ready for you to provi	ision OR, ii) the day any p	ortion >
<ul> <li>of the subscription is prov</li> </ul>	visioned by Cis	co, whichever of the two	events happens first. (	C01007) ix Cloud Platform (NCP)	,, j			
of the subscription is prov	visioned by Cis	cco, whichever of the two	events happens first. (	C01007) ix Cloud Platform (NCP)				
of the subscription is prov	Qty	List Price	events happens first. (0 NTX-SW-1Y > Nutan	C01007) ix Cloud Platform (NCP)	Description		Unit List Price (USD)	Action
of the subscription is prov Configuration Summary Iutanix Cloud Platform (NCP) SKU	visioned by Cis	ico, whichever of the two	events happens first. (( NTX-SW-1Y > Nutani Nutanix Cloud Platfo	C01007) Ix Cloud Platform (NCP) orm (NCP)	Description	roduction SW Supp per Core	Unit List Price (USD) \$0.0000 Per Core/Month	Action
of the subscription is prov configuration Summary utanix Cloud Platform (NCP) SKU NT-NCP-PRO-PR	Qty 168	List Price	events happens first. (( NTX-SW-1Y > Nutani Nutanix Cloud Platfo Core	C01007) ix Cloud Platform (NCP) orm (NCP) SKU	Description		\$0.0000	
of the subscription is prov Configuration Summary utanix Cloud Platform (NCP) SKU NT-NCP-PRO-PR NT-NCP-NCI-ULT-PR	Qty 168 2019	List Price S0 0000 Per Corefilianti \$43 3156	events happens first. (( NTX-SW-1Y > Nutani Nutanix Cloud Platfo Core	C01007) ix Cloud Platform (NCP) orm (NCP) SKU	Description		\$0.0000	Ť
of the subscription is prov Configuration Summary Iutanix Cloud Platform (NCP) SKU NT-NCP-PRO-PR NT-NCP-NCI-ULT-PR NT-NCP-NCI-ULT-PR NT-NCP-NCI-PRO-PR	Aty 168 Core 168 Core	List Price S0 0000 Per CoreManth Ser CoreManth Per CoreManth	events happens first. (( NTX-SW-1Y > Nutani Nutanix Cloud Platfe Core 168	IX Cloud Platform (NCP)  SKU NT-NCP-PRO-PR	Description NCP Pro SW LIC &P Description		\$0.0000 Per Core/Month	Ť
of the subscription is prov Configuration Summary Iutanix Cloud Platform (NCP)	Aty 168 Core 168 Core 168	List Price S0.0000 Per Corefilianth S43.3156 Per Corefilianth \$11.4823	events happens first. (( NTX-SW-1Y > Nutani Nutanix Cloud Platfo Core 168 Core	IX Cloud Platform (NCP)  SKU  SKU  SKU  SKU  SKU	Description NCP Pro SW LIC &P Description NCP-NCI Ultimate S'	roduction SW Supp per Core	\$0.0000 Per Core/Month Unit List Price (USD) \$43.3156	1 Action

The Quantity of Nutanix Cloud Infrastructure (NCI) and Nutanix Cloud Manager (NCM) License under Nutanix Cloud Platform (NCP) must match with the Processor Core selected under Servers. i.e., 168 QTY.

			NU	TANIX PROF S	ERVICE		
Offer Configuration NTX-SW-PS( Part of HCI-M	6-MLB)	Estimated Lea NA	ad Time	P List G al Price Lis			
Requested Terms and B	illing 🧪				NTX-SW-PS		
Requested Start Date  02-Nov-2023		Requested Fo 1 Months From	ਸ m 02-Nov-2023 To 01-Dec	-2023 Automatically R No Auto Renew		1	
A Before placing the order	er, it is highly recomme	anded user review correspo	onding Ordering Guide (Cl	E606514)			
		be invoiced: i) 30 days or le vents happens first. (C0100		ELEX-3) after Cisco notifies you that an	y portion of the subscription is ready for you to provision OR, ii)	the day any portion of the subscription	is ×
Configuration Summary			NTX-SW-PS > Nutania	Cloud Infrastructure (NCI) Services			
Nutanix Cloud Infrastructure	(NCI) Services	1	Nutanix Cloud Infrast	ructure (NCI) Services			
SKU	Qty	List Price	NCI Design Work	shop			
NT-W-DS-PRO-SD	1 Sites	\$115,500.0000 Per Sites/Month	Units	SKU	Description	Unit List Price (USD)	Action
NT-S-DP-PRO-AV-PB	1 Units	\$9,570.0000 Per Units/Month	Qty	NT-W-DS-STR	NCI Design Workshop - Starter - Workshop Only	Enter Qty to see List Price Per Units/Month	莭
NT-S-DP-PRO-AV-PV	3 Node	\$775.1700 Per Node/Month	Qty	NT-W-DS-STR-SD	NCI Design Workshop - Starter - Standard Doc	Enter Qty to see List Price Per License/Month	童
Nutanix Cloud Management (	NCM) Services		Qty	NT-W-DS-STR-ED	NCI Design Workshop - Starter - Enhanced Doc	Enter Qty to see List Price Per License/Month	莭
SKU	Qty	List Price	Qty	NT-W-DS-PRO	NCI Design Workshop - Pro - Workshop Only	Enter Qty to see List Price Per Sites/Month	Ť
Total		\$226,538.51	1	NT-W-DS-PRO-SD	NCI Design Workshop - Pro - Standard Doc	\$115,500.0000 Per Sites/Month	丗
	Cancel	\$226,538.51 Review Changes	1 Qty	NT-W-DS-PRO-SD	NCI Design Workshop - Pro - Standard Doc NCI Design Workshop - Pro - Enhanced Doc		-02-
Total	Cancel		1 Qty Qty			Ing Frequency paid Term vision OR, ii) the day any portion of the subscription is Unit List Price (USD) And Doc Enter City to see List Price Per LisenseMonth Conly Enter City to see List Price Per LisenseMonth Doc Enter City to see List Price Per StassMonth Enter City to see List Price Per StassMonth	-02-

QTY of NCI Design Workshop SKU selected must be equal to No. of Install Sites. 1 QTY of SKU supports up to 64 Node Cluster. If customer has multiple Install Site or Number of Nodes more than 64 in a Cluster, then SKUs QTY must be selected accordingly.

			NUT	ANIX PROF SE	NTX-SW-PS		
A Before placing the order	, it is highly recomm	ended user review correspo	nding Ordering Guide (Cl	E606514)		Dar Caaensonn	_
		be invoiced: i) 30 days or leavents happens first. (C0100		FLEX-3) after Cisco notifies you that any	portion of the subscription is ready for you to provision OR, ii) the day a	Per Stes/Month any portion of the subscription i	s ×
Configuration Summary			NCI Cluster Deplo	oyment or Expansion			
Nutanix Cloud Infrastructure (N	ICI) Services		Units	SKU	Description	Unit List Price (USD)	Action
SKU	Qty	List Price	Qty	NT-S-DP-STR-AVB	NCI Cluster Deployment or Expansion - Starter - AHV - Base	Enter Qty to see List Price Per Units/Month	Ť
NT-W-DS-PRO-SD	1 Sites	\$115,500.0000 Per Sites/Month	Qty	NT-S-DP-STR-AVV	NCI Cluster Deployment or Expansion - Starter - AHV - Var	Enter Qty to see List Price Per Node/Month	1
NT-S-DP-PRO-AV-PB	1 Units	\$9,570.0000 Per Units/Month	Qty	NT-S-DP-STR-EXB	NCI Cluster Deployment or Expansion - Starter - ESX - Base	Enter Qty to see List Price Per Units/Month	÷
NT-S-DP-PRO-AV-PV	3 Node	\$775.1700 Per Node/Month	Qty	NT-S-DP-STR-EXV	NCI Cluster Deployment or Expansion - Starter - ESX - Var	Enter Qty to see List Price Per Node/Month	Ť
Nutanix Cloud Management (N			Qty	NT-S-DP-PRO-AV-SB	NCI Cluster Deployment or Expansion - Starter - AHV - Base	Enter Qty to see List Price Per Units/Month	
SKU	Qty	List Price \$226,538,51	Qty	NT-S-DP-PRO-AV-SV	NCI Cluster Deployment or Expansion - Starter - AHV - Var	Enter Qty to see List Price Per Node/Month	Ť
Restore Configuration	Cancel		Qty	NT-S-DP-PRO-EX-SB	NCI Cluster Deployment or Expansion - Starter - ESX - Base	Enter Qty to see List Price Per Units/Month	Ť
			Qty	NT-S-DP-PRO-EX-SV	NCI Cluster Deployment or Expansion - Starter - ESX - Var	Enter Qty to see List Price Per Node/Month	Ť
			1	NT-S-DP-PRO-AV-PB	NCI Cluster Deployment or Expansion - Pro - AHV - Base	\$9,570.0000 Per Units/Month	<b></b>
			3	NT-S-DP-PRO-AV-PV	NCI Cluster Deployment or Expansion - Pro - AHV - Var	\$775.1700 Per Node/Month	<b></b>
			Qty	NT-S-DP-PRO-EX-PB	NCI Cluster Deployment or Expansion - Pro - ESX - Base	Enter Qty to see List Price Per Units/Month	Ť
			Qty	NT-S-DP-PRO-EX-PV	NCI Cluster Deployment or Expansion - Pro - ESX - Var	Enter Qty to see List Price Per Node/Month	-

- QTY of NCI Cluster Deployment or Expansion **Base** SKU selected must be equal to No. of Install Sites. 1 QTY of SKU supports up to 64 Node Cluster. If customer has multiple Install Site or Number of Nodes more than 64 in a Cluster, then SKU QTY must be selected accordingly.
- QTY of NCI Cluster Deployment or Expansion Variable SKU must be equal to Server QTY.

			NUTAN	IIX PROF SEF	RVICE		
Offer Configuration Estimated Lea NTX-SW-PS( Part of HCI-M6-MLB) NA		ad Time	e List pal Price Litt (U	NTX-SW-PS			
Requested Terms and Bill	ing 🥒				NIX OW I O		
Requested Start Date  Requested For D2-Nov-2023 1 Months From		or m 02-Nov-2023 To 01-Dec-2023	Automatically Rene No Auto Renewal	ws For D Billing Frequency Prepaid Term			
Before placing the order,	it is highly recommen	nded user review correspo	onding Ordering Guide (CE606514	4)			
		e invoiced: i) 30 days or le ents happens first. (C0100		after Cisco notifies you that any po	ortion of the subscription is ready for you to provision OR, ii) the d	ay any portion of the subscription	is 2
onfiguration Summary			NTX-SW-PS > Nutanix Cloud I	Management (NCM) Services			
utanix Cloud Management (NG	CM) Services		Nutanix Cloud Management (	NCM) Services			
SKU	Qty	List Price	NCM Self-Service Desig	jn Workshop			
NT-W-SSD-PRO-SD-P	1 Units	\$52,899.0000 Per Units/Month	Units	SKU	Description	Unit List Price (USD)	Action
NT-W-OD-PRO-SD	1 Units	\$17,424.0000 Per Units/Month	Qty	NT-W-SSD-PRO-SD-S	NCM Self-Service Design Workshop - Starter - Standard Doo	Enter Qty to see List Price Per Units/Month	-
NT-S-OP-PRO	1 Units	\$7,040.0000 Per Units/Month	Qty	NT-W-SSD-PRO-ED-S	NCM Self-Service Design Workshop - Starter - Enhanced Do	c Enter Qty to see List Price Per Units/Month	-
NT-F-PRO-SS	1 Units	\$17,930.0000 Per Units/Month	1	NT-W-SSD-PRO-SD-P	NCM Self-Service Design Workshop - Pro - Standard Doc	\$52,899.0000 Per Units/Month	贡
NT-F-PRO-CG	1 Units	\$3,850.0000 Per Units/Month	Qty	NT-W-SSD-PRO-ED-P	NCM Self-Service Design Workshop - Pro - Enhanced Doc	Enter Qty to see List Price Per Units/Month	Ť
iotal		\$226,538.51	Qty	NT-W-SSD-ULT-SD-S	NCM Self-Service Design Workshop - Starter - Standard Doo	Enter Qty to see List Price Per Units/Month	÷
Restore Configuration	Cancel	Review Changes	Qty	NT-W-SSD-ULT-ED-S	NCM Self-Service Design Workshop - Starter - Enhanced Do	c Enter Qty to see List Price Per Units/Month	-
			Qty	NT-W-SSD-ULT-SD-P	NCM Self-Service Design Workshop - Pro - Standard Doc	Enter Qty to see List Price Per Units/Month	1

Your subscription will start ar happens first. (C01007)	nd be eligible to be invoice	d: i) 30 days or less (7 days for A	FLEX/A-FLEX-3) after Cisco n	otifies you that any tion of the subscription	s ready for you to provision OR, ii) the day any portion of the subscription is provision	ed by Cisco, whichever of the two event	ts ×
Configuration Summary			NCM Intelligent Oper	rations Design	NTX-3VV-P3		
lutanix Cloud Management (NCM)	Services		Units	SKU	Description	Unit List Price (USD)	Action
sku	Qty	List Price	Qty	NT-W-OD-STR-SD	NCM Intelligent Operations Design Workshop - Standard Doc	Enter Qty to see List Price Per Units/Month	1
NT-W-SSD-PRO-SD-P	1 Units	\$52,899.0000 Per Units/Month	Qty	NT-W-OD-STR-ED	NCM Intelligent Operations Design Workshop - Enhanced Doc	Enter Qty to see List Price Per Units/Month	÷
NT-W-OD-PRO-SD	1 Units	\$17,424.0000 Per Units/Month	1	NT-W-OD-PRO-SD	NCM Intelligent Operations Design Workshop - Standard Doc	\$17,424.0000 Per Units/Month	÷
NT-S-OP-PRO	1 Units	\$7,040.0000 Per Units/Month	Qty	NT-W-OD-PRO-ED	NCM Intelligent Operations Design Workshop - Enhanced Doc	Enter Qty to see List Price Per Units/Month	1
NT-F-PRO-SS	1 Units	\$17,930.0000 Per Units/Month	Qty	NT-W-OD-ULT-SD	NCM Intelligent Operations Design Workshop - Standard Doc	Enter Qty to see List Price Per Units/Month	÷
NT-F-PRO-CG	1 Units	\$3,850.0000 Per Units/Month	Qty	NT-W-OD-ULT-ED	NCM Intelligent Operations Design Workshop - Enhanced Doc	Enter Qty to see List Price Per Units/Month	÷
tal Restore Configuration	(	\$226,538.51	NCM Intelligent Oper	rations Deployment			
Reside Comguration	C	Review Citaliges	Units	SKU	Description	Unit List Price (USD)	Action
			Qty	NT-S-OP-STR	NCM Intelligent Operations Deployment	Enter Qty to see List Price Per Units/Month	1
			1	NT-S-OP-PRO	NCM Intelligent Operations Deployment	\$7,040.0000 Per Units/Month	1
			Qty	NT-S-OP-ULT	NCM Intelligent Operations Deployment	Enter Qty to see List Price Per Units/Month	<b>±</b>
			FastTrack for NCM S	elf-Service			
			Units	SKU	Description	Unit List Price (USD)	Action
			1	NT-F-PRO-SS	FastTrack for NCM Self-Service	\$17,930.0000 Per Units/Month	曲
			Qty	NT-F-ULT-SS	FastTrack for NCM Self-Service	Enter Qty to see List Price Per Units/Month	1
			FastTrack for NCM C	ost Governance			
			Units	SKU	Description	Unit List Price (USD)	Action
			1	NT-F-PRO-CG	FastTrack for NCM Cost Governance	\$3,850.0000 Per Units/Month	1
			Qty	NT-F-ULT-CG	FastTrack for NCM Cost Governance	Enter Qty to see List Price Per Units/Month	-

QTY of NCM Self-Service Design Workshop is required to support this configuration.

QTY of NCM Intelligent Operations Design and NCM Intelligent Operations Deployment SKUs selected must be equal to No. of Install Site. 1 QTY of FastTrack for NCM Cost Governance and FastTrack for NCM Self-Service is required to support this configuration.

# Additional Resources

Spec sheets:

Cisco Compute Hyperconverged with Nutanix-HCIAF220 M6 All-NVMe/All-Flash Server

Cisco Compute Hyperconverged with Nutanix-HCIAF240 M6 All-Flash Server

Nutanix Sizer Tool

Sizer user guide: <u>https://portal.nutanix.com/page/documents/details?targetId=Sizer-User-Guide:Sizer-User-Guide</u>

Nutanix Professional Services:

https://www.nutanix.com/content/dam/nutanix/resources/datasheets/professional-services-servicedescriptions.pdf

Nutanix SW Options: https://www.nutanix.com/products/cloud-platform/software-options