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# Dell Technologies and Nutanix Reignite Their Partnership

Scott Sinclair, Practice Director

## Overview

Recently, Dell Technologies and Nutanix announced two new solutions: Dell XC Plus and Dell PowerFlex with Nutanix Cloud Platform. Available now, Dell XC Plus provides a turnkey hyperconverged infrastructure (HCI) appliance that integrates the Nutanix Cloud Platform software on Dell PowerEdge hardware. The Dell PowerFlex with Nutanix Cloud Platform announcement is a preview of an upcoming release, where Dell and Nutanix will integrate Dell PowerFlex storage to offer users an external storage option for Nutanix Cloud Platform.

## Hyperconverged Infrastructure Core to Data Center Modernization

Considering the important role that virtualization plays in contemporary application environments, HCI also plays a central role in data center modernization initiatives. According to research by TechTarget's Enterprise Strategy Group, 82% of organizations agree that HCI is core to their data center modernization plans. In addition, 91% of organizations agree that data center modernization is a strategic competitive advantage.<sup>1</sup>

Figure 1. Top 10 Benefits of Hyperconverged Infrastructure



Source: Enterprise Strategy Group, a division of TechTarget, Inc.

<sup>1</sup> Source: Enterprise Strategy Group Complete Survey Results, [Navigating the Cloud and AI Revolution: The State of Enterprise Storage and HCI](#), February 2024. All data in this brief is from this study.

As Figure 1 shows, when Enterprise Strategy Group asked users of HCI technology to identify the top benefits of the technology, the most common benefits they cited included improved scalability (42%), automation (41%), and productivity (39%). Ultimately, organizations invest in HCI technology to simplify their application infrastructure and make the lives of internal administrators easier. This need to simplify is often driven by a desire to simply keep pace with demands. Internal personnel are often overburdened—80% of administrators report that they have taken on added/new responsibilities to support their organization’s digital transformation goals and initiatives or they are under pressure to do so.

When it comes to making the life of IT administrators easier, HCI technology has been a significant help. Nearly every user of HCI (84%) identified that using HCI technology has helped them become more agile, and not just for lower-tier workloads: 90% of organizations agree that HCI is suitable for mission-critical workloads.

## Conclusion

The expanded partnership between Dell and Nutanix is a win for organizations. Given some of the recent shifts in the hypervisor market, there is an increased interest among organizations to diversify their options at the hypervisor level. In recent Enterprise Strategy Group research, 89% of respondents said the ability to use/evaluate multiple hypervisor/orchestration options is strategic to their organization.

At a strategic level, both Nutanix and Dell Technologies have established histories of delivering technologies that simplify IT environments. With Dell XC Plus, users can leverage the benefits of Nutanix Cloud Platform technology on Dell PowerEdge infrastructure with a turnkey buying and deployment experience along with a single point of contact for any support needs.

The preview of the integration of Nutanix Cloud Platform with Dell PowerFlex storage is particularly compelling. With this offer, both Dell and Nutanix are announcing that the relationship is much more than a reseller agreement. The two companies are applying additional development resources to improve product integration and user experience along with validating the solution’s capabilities. Integrating Dell’s external storage technology into the Nutanix Cloud Platform environment means that users will be able to leverage the functionality of Dell PowerFlex via the Nutanix management experience.

At a time when organizations are actively searching for ways to simplify their on-premises and hybrid cloud environments while also searching for new hypervisor options, Dell and Nutanix not only offer a joint solution, but a strengthened partnership that is poised to deliver additional innovation in the future.

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 [contact@esg-global.com](mailto:contact@esg-global.com)

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