

**NUTANIX™**

## **NUTANIX HELPS COMPANIES ACCELERATE THEIR BUSINESSES**

OEM partnership aids customer missions by fostering efficient, economical platforms

### **Industry**

Technology

### **Objective**

Help companies modernize and deploy their applications in a hybrid, multicloud world

### **Approach**

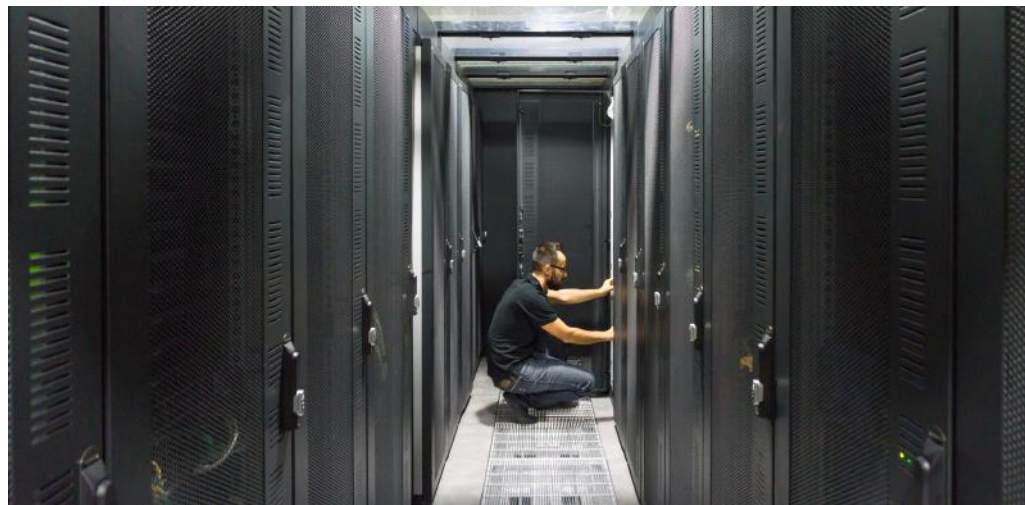
A strategic partnership with HPE delivers solutions to accelerate customers' digital transformation and business outcomes

### **IT matters**

- Enables deployment of applications and databases in minutes with consumption-based model for improved visibility into usage and costs
- Simplifies infrastructure management, freeing IT staff to focus on strategic initiatives
- Adapts to customer needs by providing a wide range of appliances and services that scale performance, capacity, and manageability

### **Business matters**

- Optimizes IT portfolio management fluidly between CAPEX and OPEX consumption models
- Enhances business continuity with flexible, managed cloud services and responsive global support
- Accelerates deployment of technology services, time-to-market, and time-to-value with partner-unified solution engineering



**It's been more than two years since HPE and Nutanix recognized the value that partnership could bring to the marketplace. With so many organizations across industries relying on both Nutanix software and HPE hardware, there was an opportunity to deliver a joint solution for customers. Leveraging the strengths and expertise of Nutanix and HPE greatly accelerates customer outcomes. The partners have developed solutions that are already optimized for different workloads, such as virtual desktop infrastructure, private cloud, and database management. These workloads run on-premises—at the edge, in the data center, or in a co-location—further enhancing customer agility. Furthermore, HPE GreenLake cloud services can also eliminate the expense of overprovisioned infrastructure through a pay-per-use consumption model. Customers pay for what they use with the added benefit of easily scaling services up or down at any time to match their business needs.**

**“We continue to see tremendous success in the evolution and expansion of our strategic partnership, as well as more opportunity to strengthen our joint offerings to further serve customers. HPE and Nutanix deliver robust, integrated solutions with the performance, control, and security needed to help customers on their journey to the cloud—whether as an appliance form factor for private cloud or on HPE GreenLake cloud services.”**

– Jeff Echols, VP OEM Sales, Nutanix

## **POSITIONED FOR THE CLOUD ERA**

San Jose, California-based Nutanix is a global leader in cloud software and a pioneer in hyperconverged infrastructure solutions, making clouds invisible, freeing customers to focus on their business outcomes. Nutanix technology is used in more than 20,000 of the world’s data centers to leverage a single platform to manage any app at any location for their hybrid multicloud environments. The company has achieved an average net promoter score (NPS) of 90 for customer experience over the past seven years. In fiscal year 2021, Nutanix generated \$1.39 billion in revenue.

Five years ago, Nutanix engineers began porting their software onto HPE ProLiant DL servers to enable integrated hybrid cloud solutions. Fast forward to today, the joint solutions combine compute, storage, and networking proficiencies through one management tool, with simplified infrastructure management and deployment of applications and databases in minutes. Nutanix and HPE share access to a wide range of resources. This includes early access to updates and management capabilities, which enable both companies to refine lifecycle management tasks, lower the total cost of ownership, and go to market faster globally.

“We had several large companies that were HPE-centric and wanted our software to run

on their systems,” says Scott Ellis, solution architect for OEM Alliances at Nutanix.

The initial relationship has now evolved into a true strategic alliance. HPE and Nutanix have expanded the relationship to offer customers an extensive product portfolio. The portfolio includes HPE ProLiant DX platforms and HPE GreenLake Cloud Services optimized to run Nutanix Enterprise Cloud Software. Additionally, Nutanix and HPE recently extended the collaboration with the Nutanix Database Era solution available through HPE GreenLake.

## **SHARED EFFORTS AND SEAMLESS TEAMS**

Nutanix and HPE work closely to select and certify the product offering for our customers. The alliance provides Nutanix access to a wide variety of HPE ProLiant DX platforms. “The ProLiant DX offering leverages the technology and performance of the ProLiant, Apollo, and Edgeline products,” Ellis notes. As a result, customers have access to a robust portfolio of HPE platforms that address a wide variety of business and workload requirements.

To enable an elevated customer experience, the two companies have a cooperative support model. HPE delivers support for hardware and Nutanix provides support for software, while joint service resources collaborate to resolve any solution-level issues quickly.



## Customer at a glance

### Solution

- HPE platforms and cloud services offerings are optimized for Nutanix software, to enable the most demanding workloads for small, medium, and large enterprises

### Hardware

- HPE ProLiant DX servers

### Software

- Nutanix Enterprise Cloud OS software

### Cloud services

- HPE GreenLake

## TRUE COLLABORATION

Nutanix and HPE combine global reach and support capabilities, which enhances business outcomes for customers. The joint solution is available in 75 countries. “With HPE’s global distribution capabilities, customers can centrally place an order in the United States and have the products shipped in another country. That’s an incredible benefit for our customers,” Ellis acknowledges.

The relationship goes further. Both companies collaborate on marketing efforts, helping customers understand the latest technologies and solutions for their private, hybrid, and multicloud environments. For example,

HPE product managers regularly share their knowledge on Nutanix’s “Punch In/Out” webinar series ([punchinseries.com](https://punchinseries.com)) hosted by Ellis. In addition, the [Power Hour](#) enablement series are dedicated for channel partners, whereas the [Power Hour Plus](#) is extended to end users, as well. Nutanix product managers have participated in the HPE Discover and HPE Aspire events for the past three years, which is reciprocated by HPE sponsorship in the .NEXT conference hosted by Nutanix. “Overall, the partnership has been one of great synergy,” Ellis concludes.

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