



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® 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

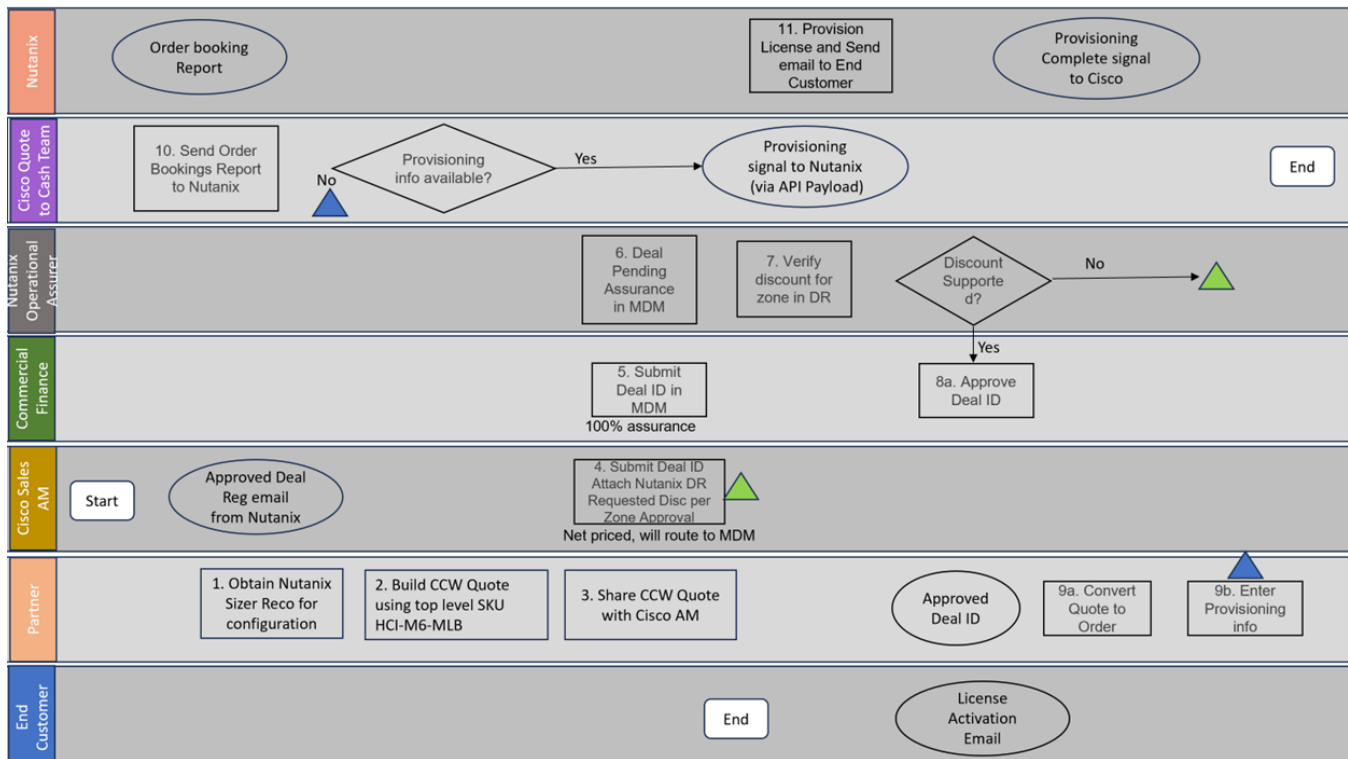
This ordering guide describes the information for:

- 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

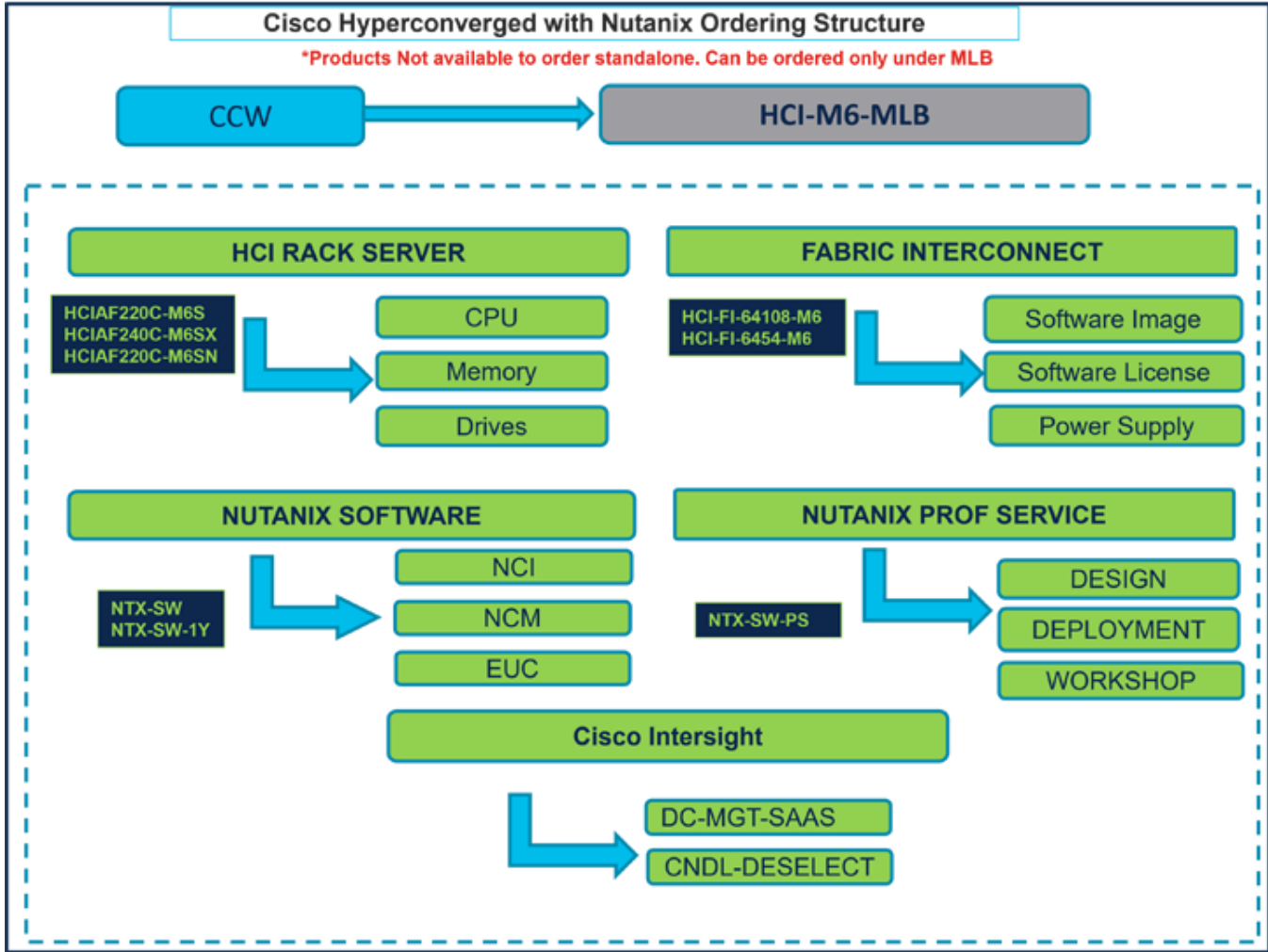
### Audience

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 ([Nutanix Sizer](#)) 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 [Cisco Compute Hyperconverged with Nutanix-HClAF220 M6 All-NVMe/All-Flash Server and Cisco Compute Hyperconverged with Nutanix-HClAF240 M6 All-Flash Server](#)

**Table 1.** PID of Major Line Bundle (MLB)

Product ID (PID)	Description
HCl-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
HCI AF220C-M6SN (All NVMe)	Cisco Compute Hyperconverged HCI AF220cM6 All-NVMe server
HCI AF220C-M6S (All Flash)	Cisco Compute Hyperconverged HCI AF220cM6 All-Flash server
HCI AF240C-M6SX (All Flash)	Cisco Compute Hyperconverged HCI AF240cM6 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 [Cisco Compute Hyperconverged with Nutanix-HCIAF220 M6 All-NVMe/All-Flash Server and Cisco Compute Hyperconverged with Nutanix-HCIAF240 M6 All-Flash Server](#)
- Refer to Nutanix Sizer Tool: <https://sizer.nutanix.com/#/home> before you proceed to do the Product Configuration.

## Configuring the Hardware Components

### Step 4.

The screenshot shows the Cisco Sizer tool interface. At the top, there is a search bar with the text "Search by Sku , Program ID , Description and Product Family" and a search button labeled "Add". To the right of the search bar, there are buttons for "Find Products & Solutions" and "Actions". Below the search bar, there is a message: "The product discounts are cascaded to subscription items, however subscription items may only be eligible for lower discounts. To apply the proper discount to subscription items, click on 'MORE' and then, 'Apply Discount'". Below the message, there are buttons for "Remove Selected Lines", "Apply Success Track", and "More". To the right of these buttons, there is a "Filter By" dropdown menu set to "All Items". Below the filter menu, there is a table with the following columns: "Hardware, Software and Services", "Estimated Lead Time", "Unit List Price (USD)", "Qty", "Unit Net Price (USD)", "Discount (%)", and "Extended Net Price (USD)". The table contains one row for "1.0 HCI-M6-MLB" with a quantity of 1, a unit list price of 0.00, a unit net price of 0.00, and an extended net price of 0.00. Below the table, there is a warning icon and the text "Invalid as of 25-Sep-2023 09:40:27 PDT". At the bottom of the table, there are buttons for "Select Options", "Validate", "Recommended Content", "Add Note", and "More Actions".

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

### Step 5.

**Products Not available to order standalone. Can be ordered only under MLB**

**HCI RACK SERVER**

Bundle Configuration: HCI-M6-MLB | Estimated Lead Time: 14 days | Total: 12,903.84

It is recommended that the user purchase Nutanix Software SKU: NTX-SW or NTX-SW-1Y. (CE202155)

HClAF220C-M6S has been added to the bundle category HCI RACK SERVER.

Available Components	Unit List Price (USD)
HCI RACK SERVER	
HClAF220C-M6S Cisco Compute Hyperconverged HClAF220cM6 All Flash Node	6,422.97
HClAF220C-M6SN Cisco Compute Hyperconverged HClAF220cM6 All Flash NVMe Node	7,096.12
HClAF240C-M6SX Cisco Compute Hyperconverged HClAF240cM6 All Flash Node	7,332.70

Product	Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (USD)
HClAF220C-M6S Cisco Compute Hyperconverged HClAF220cM6 All Flash Node	Invalid	12,102.35	1	12,903.84

- Select HClAF220C-M6S ATO from under MLB by clicking the “PLUS”.
- Notice the HClAF220C-M6S ATO Status is now Invalid as further configuration needed.
- Click on “Edit Options” to enter the configurator.

**Step 6.**

**HCI RACK SERVER**

**HClAF220C-M6S**

Product Configuration: HClAF220C-M6S part of HCI-M6-MLB | Estimated Lead Time: 14 days | Total (USD): 13,583.52

1: A selection of Power Cables and PSU-Input High Line 220VAC or PSU-Input Low Line 110VAC is required. Please adjust the selections. (CE606040)

2: A selection of minimum 2 QTY from Front Capacity or from Front SED Capacity Drive Option is required. Please adjust the selections. (CE606040)

3: HCI-M2-HWRAID-M6 is defaulted under Boot Drives. (CE100033)

4: HCI-TPM-002C-M6 is defaulted under Security. (CE100033)

5: HCI-DAL-M6 is defaulted under Accessory. (CE100033)

Category	Qty	Extended List Price (USD)
Deployment Mode		
HCI-FI-MANAGED-M6	1	0.00
Processor		
Memory		
Drive Controller		
HCI-SAS-220M6		1,708.68
Full Height GPU Riser Kit		
Front Capacity Drives		
Front SED Capacity Drives		
Boot Drive		
<b>Total</b>		<b>13,583.52</b>
Estimated Lead Time		14 days

Option Search	Multiple Options Search		
HClAF220C-M6S > Processor			
8000 Processor   6000 Processor   5000 Processor   4000 Processor			
SKU	Qty	Estimated Lead Time	Unit List Price (USD)
HCI-CPU-I8380 Intel 8380 2.3GHz/270W 40C/60MB DDR4 3200MHz	Qty	--	40,092.71
HCI-CPU-I8368 Intel 8368 2.4GHz/270W 38C/57MB DDR4 3200MHz	Qty	--	31,080.31
HCI-CPU-I8362 Intel 8362 2.8GHz/265W 32C/48MB DDR4 3200MHz	Qty	--	26,974.51
HCI-CPU-I8360Y Intel 8360Y 2.4GHz/250W 36C/54MB DDR4 3200MHz	Qty	--	23,282.72
HCI-CPU-I8358P Intel 8358P 2.6GHz/240W 32C/48MB DDR4 3200MHz	Qty	--	20,534.88
HCI-CPU-I8358 Intel 8358 2.6GHz/240W 32C/48MB DDR4 3200MHz	Qty	--	19,453.72

- Configure HClAF220C-M6S by selecting peripherals from category window on the left.
- 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.
- Follow warning messages to configure the minimum required option PIDs.
- Click on “Done” when completed.

### Step 7.

**HCI RACK SERVER**

**HClAF220C-M6S**

**CPU**

**Memory**

**Drives**

Bundle Configuration: HCl-M6-MLB  
Estimated Lead Time: 14 days  
Total: 152,630.72

Set service preferences for this configuration

It is recommended that the user purchase Nutanix Software SKU: NTX-SW or NTX-SW-1Y. (CE202155)

Available Components	Unit List Price (USD)	HCI RACK SERVER > 1 Selected (Min 0, Max 999999)			
Product	Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (USD)	Status
HClAF220C-M6S Cisco Compute Hyperconverged HClAF220cM6 All Flash Node Estimated Lead Time: --	6,622.97	40,596.34	1	152,630.72	Valid
HClAF220C-M6SN Cisco Compute Hyperconverged HClAF220cM6 All Flash NVMe Node Estimated Lead Time: --	7,096.12				
HClAF240C-M6SX Cisco Compute Hyperconverged HClAF240cM6 All Flash Node Estimated Lead Time: --	7,332.70				

Configuration Summary All prices shown in USD

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

### Step 8.

**HCI RACK SERVER**

**HClAF220C-M6S** → **Services/Subscriptions**

Bundle Configuration: HCI-M6-MLB  
 Estimated Lead Time: 14 days  
 Price List: Global Price List (USD)  
 Total: 152,630.72

Set service preferences for this configuration

It is recommended that the user purchase Nutanix Software SKU: NTX-SW or NTX-SW-1Y. (CE202155)

Available Components	Unit List Price (USD)
<b>HCI RACK SERVER</b>	
HClAF220C-M6S Cisco Compute Hyperconverged HClAF220cM6 All Flash Node Estimated Lead Time: --	6,622.97
HClAF220C-M6SN Cisco Compute Hyperconverged HClAF220cM6 All Flash NVMe Node Estimated Lead Time: --	7,096.12
HClAF240C-M6SX Cisco Compute Hyperconverged HClAF240cM6 All Flash Node Estimated Lead Time: --	7,332.70
FABRIC INTERCONNECT	
NUTANIX SOFTWARE	
NUTANIX PROF SERVICE	
CISCO INTERSIGHT	

Product	Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (USD)
HClAF220C-M6S Valid Cisco Compute Hyperconverged HClAF220cM6 All Flash Node Add Custom Name   Edit Options   Edit Services/Subscriptions   Remove Line	40,596.34		1	152,630.72

Configuration 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 SERVER**

**HClAF220C-M6S** → **Services/Subscriptions**

Service Subscription: HClAF220C-M6S  
 Price List: Global Price List in US  
 Service Price: 3,087.00

You may receive additional discounts because you selected two or more years of service. To review your discounts you can go to the Order or Quoting discount pages. (C0124)

The duration that you entered has been successfully applied to all the services. (C0329)

**Service Options**

Choose Service Level from: All Service Programs

Search by Name & Description

Note: Cisco may still install another compatible service if required. Compatible services are the services that come with primary service and are based on products.

Time Duration:  Duration (36)  Delay service start to  Co-Term service to

Reset Apply

Service SKU	Product SKU	Unit List Price (USD)	Qty	Total List Price (USD)
SMART NET TOTAL CARE (1 ITEM) C4P (SNTC 24X7X4OS) SUMMARY Duration 36 Months				
CON-OSP-HClAFM6S SNTC-24X7X4OS Cisco Compute Hyperconverged HCl...	HClAF220C-M6S Cisco Compute Hyperconverged HClAF220cM6 All Flas...	3,087.00	1	3,087.00

Remove All Services Remove All Additional Services

Configuration Summary All prices shown in USD  
 Services 3,087.00

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/cisco-success-tracks.pdf](https://www.cisco.com/c/dam/en_us/about/doing_business/legal/service_descriptions/docs/cisco-success-tracks.pdf) for more information.

**Step 10.**

The screenshot shows a configuration page for a bundle named 'HCI-M6-MLB'. At the top, a blue box highlights 'Fabric Interconnect' with an arrow pointing to a table of selected items. The table includes:

Product	Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (USD)
HCI-RACK SERVER > 1 Selected (Min 0, Max 999999)				
HCI-AF220C-M6S Valid	42,654.34	42,654.34	1	154,688.72
FABRIC INTERCONNECT > 2 Selected (Min 0, Max 999999)				
HCI-FI-6454-M6 Invalid	51,141.75	51,141.75	2	102,283.50
NUTANIX SOFTWARE > 0 Selected (Min 0, Max 1)				
NUTANIX PROF SERVICE > 0 Selected (Min 0, Max 1)				
CISCO INTERSIGHT > 0 Selected (Min 1, Max 1)				

Red callouts are present: 'a' points to the '+' button next to HCI-FI-6454-M6 in the 'Available Components' list; 'b' points to the 'Invalid' status of HCI-FI-6454-M6 in the 'Selected' table; 'c' points to the 'Edit Options' link for HCI-FI-6454-M6.

- 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.**

**Fabric Interconnect**

Product Configuration: HCI-FI-6454-M6 part of HCI-M6-MLB  
 Estimated Lead Time: 14 days  
 Price Glob: HCI-FI-6454-M6  
 Total (USD): 48,390.75

**Software Image**  
**Software License**  
**Power Supply**

**Configuration Summary** [View Full Summary](#)

Category	Qty	Extended List Price (USD)
<b>Deployment Mode</b>		
HCI-UCSM-MODE-M6	1	0.00
<b>Software Image</b>		
N10-MGT018		0.00
<b>Software License</b>		
<b>Power Supply</b>		
<b>Power Cable</b>		
<b>Transceiver and Cable Options</b>		
<b>QSFP Cable Options</b>		
<b>Total</b>		<b>48,390.75</b>
<b>Estimated Lead Time</b>		<b>14 days</b>

[Reset Configuration](#)

**Option Search** **Multiple Options Search**

HCI-FI-6454-M6 > Software License

**Software License**

SKU	Qty	Estimated Lead Time	Unit List Price (USD)
<input type="checkbox"/> HCI-L-6400-25G-M6 FI per port license to connect to B/X/C-Series or FEX	<input type="text" value="Qty"/>	21 days	3,281.33
<input type="checkbox"/> HCI-L-6400-25GC-M6 FI per port license to connect to C-Direct	<input type="text" value="Qty"/>	21 days	1,094.17
<input type="checkbox"/> HCI-L-6400-100G-M6 FI per port to connect to Nexus switches	<input type="text" value="Qty"/>	21 days	4,920.80

[Show Incompatible SKUs](#)

- 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.**





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

### Step 14.

**Fabric Interconnect**

Service Subscription: HCI-FI-6454-M6  
Price List: Global Price List in HCI-FI-6454-M6  
Total (USD): 8,253.00

**Services/Subscriptions**

You may receive additional discounts because you selected two or more years of service. To review your discounts you can go to the Order or Quoting discount pages. (C0124)

Service: Non Serviceable Products

The duration that you entered has been successfully applied to all the services. (C0329)

**Service Options**

Choose Service Level from: All Service Programs

Search by Name & Description

Note: Cisco may still install another compatible service if required. Compatible services are the services that come with primary service and are based on products.

Time Duration:  Duration (selected),  Delay service start to,  Co-Term service to

Duration: 36

Reset Apply

Service SKU	Product SKU	Unit List Price (USD)	Qty	Total List Price (USD)
SMART NET TOTAL CARE (1 ITEM) SERVICE PROGRAM SUMMARY C4P (SNTC 24X7X4OS) Duration: 36 Months				
CON-OSP-HCIF4M6 SNTC-24X7X4OS Cisco Compute Hyperconverged Fab... SERVICE SKU Change Service Remove Service	HCI-FI-6454-M6 Cisco Compute Hyperconverged Fabric Interconnect 6454 PRODUCT SKU	8,253.00	1	8,253.00

Remove All Services Remove All Additional 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/cisco-success-tracks.pdf](https://www.cisco.com/c/dam/en_us/about/doing_business/legal/service_descriptions/docs/cisco-success-tracks.pdf) for more information.

## Configure the Software Subscription

### Step 15.

Bundle Configuration: HCI-M6-MLB  
Estimated Lead Time: 21 days  
Total: 274,600.38

Set service preferences for this configuration

NTX-SW has been added to the bundle category NUTANIX SOFTWARE.

**Available Components**

- HCI RACK SERVER
- FABRIC INTERCONNECT
- NUTANIX SOFTWARE
- NUTANIX PROF SERVICE
- CISCO INTERSIGHT

**HCI RACK SERVER > 1 Selected (Min 0, Max 999999)**

Product	Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (USD)
HCIAP220C-M68 Cisco Compute Hyperconverged HCIAP220cM6 All Flash Node		42,654.34	1	154,688.72

**FABRIC INTERCONNECT > 2 Selected (Min 0, Max 999999)**

Product	Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (USD)
HCI-FI-6454-M6 Cisco Compute Hyperconverged Fabric Interconnect 6454		58,299.79	2	119,911.68

**NUTANIX SOFTWARE > 1 Selected (Min 0, Max 1)**

Product	Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (USD)
NTX-SW Nutanix Software 3Y and above		0.00	1	0.00

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

- NTX-SW or NTX-SW-1Y is a required selection. Please make selection by clicking “PLUS”
- 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 Software Product Scope offering in Cisco

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 and 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).

## NUTANIX CLOUD INFRASTRUCTURE (NCI)



### License Tiers:

- STR (Starter)
- PRO (Professional)
- ULT (Ultimate)

### Support Tier:

- PR (Production)
- MC (Mission Critical)
- FP: (US Federal Production)
- FM: (US Federal Mission Critical)

### Available Feature Add-Ons:

- Security  
SKU: **NT-A-NCI-SEC-PR**
  - Advanced Replication  
SKU: **NT-A-NCI-ADR-PR**
  - Nutanix Kubernetes Engine  
SKU: **NT-A-NCI-NKS-PR**
- Feature Add-on license can only be added to NCI PRO tier licenses**

## NUTANIX CLOUD INFRASTRUCTURE DATA (NCI-D)

NT-NCI-D-PRO-PR

### License Tiers:

- STR (Starter)
- PRO (Professional)
- ULT (Ultimate)

### Support Tier:

- PR (Production)
- MC (Mission Critical)
- FP: (US Federal Production)
- FM: (US Federal Mission Critical)

### Available Feature Add-Ons:

- Security  
SKU: NT-A-NCI-D-SEC-PR
  - Advanced Replication  
SKU: NT-A-NCI-D-ADR-PR
- Feature Add-on license can only be added to NCI PRO tier licenses**

## NUTANIX CLOUD INFRASTRUCTURE EDGE (NCI-E)

NT-NCI-E-PRO-PR

### License Tiers:

- STR (Starter)
- PRO (Professional)
- ULT (Ultimate)

### Support Tiers:

- PR (Production)
- MC (Mission Critical)
- FP: US Federal Production
- FM (US Federal Mission Critical)

- 1 TiB of NUS Pro per NCI-Edge cluster is included at no cost with NCI-Edge.
- NCI-Edge licenses must run on a dedicated licensed cluster with no core-based licensing. Mixing of NCI-Edge licenses with other types of NCI licensing within a cluster is not supported.
- NCI-Edge is limited to a maximum of 25 VMs in a cluster, with each VM being limited to a maximum of 96GB of memory.

Metric - VMs

## END USER COMPUTING (EUC)

NT-EUC-PRO-PR

### License Tier:

- STR (Starter)
- PRO (Professional)
- ULT (Ultimate)

### Support Tier:

- PR (Production)
- MC (Mission Critical)
- FP: (US Federal Production)
- FM: (US Federal Mission Critical)

- All users on EUC cluster must be licensed
- There are no add-ons on top of Pro license for EUC. If add-ons required, use EUC Ultimate.

### Note:

- Meter = Users

## NUTANIX CLOUD MANAGER (NCM)

NT-NCM-PRO-PR

### License Tiers:

- STR (Starter)
- PRO (Professional)
- ULT (Ultimate)

### Support Tier:

- PR (Production)
- MC (Mission Critical)
- FP: US Federal Production
- FM: US Federal Mission Critical

### 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 EDGE

NT-NME-PRO-PR



## License Tiers:

- STR (Starter)
- PRO (Professional)
- ULT (Ultimate)

## Support Tiers:

- PR (Production)
- MC (Mission Critical)
- FP (US Federal Production)
- FM (US Federal Mission Critical)

- NCM Edge licenses are metered per VM and to be used only for NCI-Edge clusters
- To apply such licenses, customers need minimum PC 2024.2
- Edge Cluster maximums are:
  - 25 VMs per cluster
  - Memory maximum is 96 GB( per VM )
  - Maximum no. of nodes not to exceed 5.

# NUTANIX CLOUD MANAGER EUC

NT-NCM-U-PRO-PR



## License Tiers:

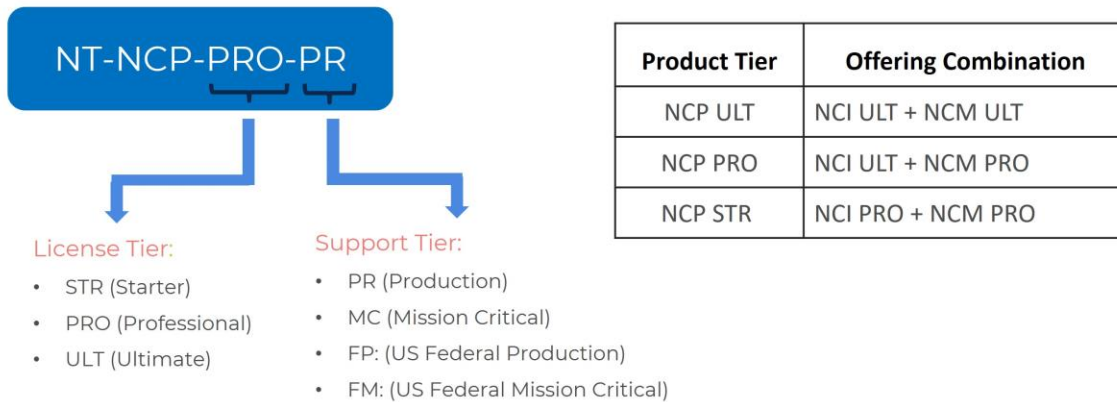
- STR (Starter)
- PRO (Professional)
- ULT (Ultimate)

## Support Tiers:

- PR (Production)
- MC (Mission Critical)
- FP (US Federal Production)
- FM (US Federal Mission Critical)

- NCM EUC licenses are metered per user and to be only used for NCI-EUC clusters
- To apply such licenses, customers need minimum PC 2024.2

## NCP (NUTANIX Cloud Platform) Bundle



## NCP Quoting and Licensing rules

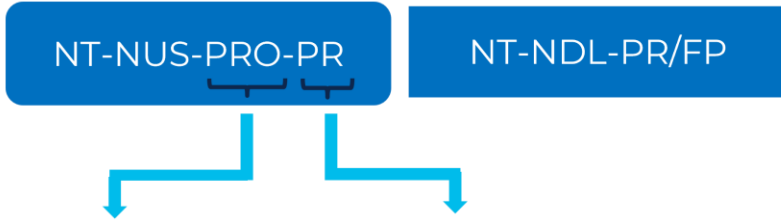
### Quoting Rules

- 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.

# NUTANIX UNIFIED STORAGE (NUS) & NUTANIX DATA LENS (NDL)



**License Tier:**

- PRO (Professional)

**Support Tier:**

- PR (Production)
- MC (Mission Critical)
- FP (US Federal Production)
- FM (US Federal Mission Critical)

**Available Feature Add-Ons:**

- **Security**
  - SKU: NT-A-NUS-SEC-PR
- **Advanced Replication**
  - SKU: NT-A-NUS-ADR-PR
- **Feature Add-on license can only be added to NCI PRO tier licenses**
- **Note:**
  - **Meter = Used TiB**
  - **Tiered pricing**

**Step 16.**

- 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.
- 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.**



**NUTANIX SOFTWARE**

Offer Configuration: NTX-SW( Part of HCI-M6-MLB) | Estimated Lead Time: NA | Total (USD): 0.00

**Requested Terms and Billing**

Requested Start Date: 03-Dec-2023 | Requested For: 36 Months From 03-Dec-2023 To 02-Dec-2024 | Billing Frequency: Prepaid Term

**Configuration Summary**

- Nutanix Cloud Infrastructure (NCI)
- Nutanix Cloud Infrastructure Data (NCI-D)
- Nutanix Cloud Infrastructure Edge (NCI-E)
- Nutanix Cloud Manager (NCM) ← **a**
- Nutanix Cloud Platform (NCP)
- Nutanix Unified Storage (NUS)
- Nutanix Data Lens (NDL)
- End User Computing (EUC)
- EULA
- Nutanix Support
- Total** \$0.00

[Restore Configuration](#) | [Cancel](#) | [Review Changes](#)

**NTX-SW > Nutanix Cloud Infrastructure (NCI)**

**STR**

Core	SKU	Description
<input type="text" value="Qty"/>	NT-NCI-STR-PR	NCI Starter SW LIC & Production SW Supp per Core
<input type="text" value="Qty"/>	NT-NCI-STR-MC	NCI Starter SW LIC & Mission Critical SW Supp per Co
<input type="text" value="Qty"/>	NT-NCI-STR-FP	NCI Starter SW LIC & Fed Production SW Supp per Co
<input type="text" value="Qty"/>	NT-NCI-STR-FM	NCI Starter SW LIC & Fed Mission Critical SW Supp pi Core

**PRO**

- a. 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.**

**NUTANIX SOFTWARE**

NTX-SW → NCI, NCM, EUC

Offer Configuration: NTX-SW (Part of HCI-M6-MLB) | Estimated Lead Time: NA | Price: Global Price List / USD | Total (USD): 55,516.20

**Requested Terms and Billing**

Requested Start Date: 30-Sep-2023 | Requested For: 36 Months From 30-Sep-2023 To 29-Sep-2026 | Automatically Renews For: No Auto Renewal | Billing Frequency: Prepaid Term

**Configuration Summary**

SKU	Qty	List Price
NT-NCI-STR-PR	56 <i>Cores</i>	\$27,537.80 <i>Per Core/Month</i>
<b>Total</b> \$55,516.20		

**NTX-SW > EULA**

**EULA**

To complete your order, please check the box to the right to acknowledge and agree to the EULA Terms: **a**

By checking this box or otherwise placing an order for a Nutanix product or service, you agree that: (1) use of Nutanix products and receipt of Nutanix services is governed solely by the Nutanix License and Services Agreement located at <https://www.nutanix.com/legal/eula>; (2) if you are a partner or distributor, or are otherwise placing an order on behalf of another person (a "Customer"), you have included a statement in your written order with the Customer that use of Nutanix products is governed solely by the Nutanix License and Services Agreement located at <https://www.nutanix.com/legal/eula>, and you have obtained an acknowledgment from the Customer accepting the foregoing terms, and you agree to provide reasonable evidence of this Customer's acceptance of such terms to Nutanix upon the direct request of Nutanix; (3) Cisco makes no warranty regarding Nutanix products and services and Nutanix makes no warranty regarding Cisco products and services; (4) Cisco does not provide support for Nutanix products and services and Nutanix does not provide support for Cisco products and services; and (5) Cisco may provide the Customer's name, address, and other order details to Nutanix (and vice versa) if the customer has provided all necessary consents to permit the same.

Buttons: 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.**

- 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
<b>NCI</b>	Design	NCI Design Workshop
	Deploy	NCI Cluster Deployment or Expansion
	Migrate	Virtual Machine Migration Workshop
	Migrate	Virtual Machine Migration
<b>NCM</b>	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- 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
- 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
- Any expand opportunity should not require mandatory services.**

## Step 20.

The screenshot displays the Nutanix ordering interface. At the top, a green box labeled "NUTANIX PROF SERVICE" has an arrow pointing to a blue box labeled "NTX-SW-PS". To the right, three green boxes labeled "DESIGN", "DEPLOYMENT", and "WORKSHOP" are stacked vertically. A red arrow labeled "a" points to the "Nutanix Cloud Infrastructure (NCI) Services" section in the Configuration Summary. Another red arrow labeled "a" points to the "NCI Design Workshop" table. A third red arrow labeled "a" points to the "NCI Cluster Deployment or Expansion" table. A red arrow labeled "b" points to the "NTS-DP-STR-AVV" SKU in the "NCI Cluster Deployment or Expansion" table.

License	SKU	Description	Unit List Price (USD)	Action
Qty	NT-W-OS-STR	NCI Design Workshop - Starter Workshop Only	Enter Qty to see List Price Per License/Month	
Qty	NT-W-OS-STR-SD	NCI Design Workshop - Starter Standard Documentation	Enter Qty to see List Price Per License/Month	
Qty	NT-W-OS-STR-ED	NCI Design Workshop - Starter Enhanced Documentation	Enter Qty to see List Price Per License/Month	
Qty	NT-W-OS-PRO	NCI Design Workshop - Pro Workshop Only	Enter Qty to see List Price Per License/Month	
Qty	NT-W-OS-PRO-SD	NCI Design Workshop - Pro Enhanced Documentation	Enter Qty to see List Price Per License/Month	
Qty	NT-W-OS-PRO-ED	NCI Design Workshop - Pro Enhanced Documentation	Enter Qty to see List Price Per License/Month	
Qty	NT-W-OS-ULT-SD	NCI Design Workshop - Ultimate Standard Documentation	Enter Qty to see List Price Per License/Month	
Qty	NT-W-OS-ULT-ED	NCI Design Workshop - Ultimate Enhanced Documentation	Enter Qty to see List Price Per License/Month	

Node	SKU	Description	Unit List Price (USD)	Action
Qty	NTS-DP-STR-AVB	NCI Cluster Deployment or Expansion - Starter AHV Nodes B	Enter Qty to see List Price Per Nodes/Month	
Qty	NTS-DP-STR-AVV	NCI Cluster Deployment or Expansion - Starter AHV Nodes V	Enter Qty to see List Price Per Nodes/Month	
Qty	NTS-DP-STR-EXB	NCI Cluster Deployment or Expansion - Starter ESX Nodes B	Enter Qty to see List Price Per Nodes/Month	
Qty	NTS-DP-STR-EXV	NCI Cluster Deployment or Expansion - Starter ESX Nodes V	Enter Qty to see List Price Per Nodes/Month	

- 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
- QTY of NCI Cluster Deployment or Expansion Variable SKU must match with Server QTY.

## Step 21.

**NUTANIX PROF SERVICE**

**DESIGN**

**DEPLOYMENT**

**WORKSHOP**

**NTX-SW-PS**

Offer Configuration: NTX-SW-PS( Part of HCI-M6-MLB) | Estimated Lead Time: NA | Price: Global | Total (USD): 26,882.57

**Requested Terms and Billing**

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

**Configuration Summary**

SKU	Qty	List Price
NT-W-DS-STR	1 License	\$18,132.4000 Per License/Month
NT-S-DP-STR-AVB	1 Node	\$7,975.0000 Per Node/Month
NT-S-DP-STR-AVV	1 Node	\$775.1700 Per Node/Month

**Nutanix Cloud Management (NCM) Services**

**Nutanix Services Flexible Credits**

**EULA**

**Total** \$26,882.57

**NTX-SW-PS > EULA**

**EULA**

To complete your order, please check the box to the right to acknowledge and agree to the EULA Terms: **a**

By checking this box or otherwise placing an order for a Nutanix product or service, you agree that: (1) use of Nutanix products and receipt of Nutanix services is governed solely by the Nutanix License and Services Agreement located at <https://www.nutanix.com/legal/eula>; (2) if you are a partner or distributor, or are otherwise placing an order on behalf of another person (a "Customer"), you have included a statement in your written order with this Customer that use of Nutanix products is governed solely by the Nutanix License and Services Agreement located at <https://www.nutanix.com/legal/eula>, and have obtained an acknowledgment from the Customer accepting the foregoing terms, and you agree to provide reasonable evidence of the Customer's acceptance of such terms to Nutanix upon the direct request of Nutanix; (3) Cisco makes no warranty regarding Nutanix products and services and Nutanix makes no warranty regarding Cisco products and services; (4) Cisco does not provide support for Nutanix products and services and Nutanix does not provide support for Cisco products and services; and (5) Cisco may provide the Customer's name, address, and other order details to Nutanix (and the customer has provided all necessary consents to permit the same).

**b**

Restore Configuration | Cancel | Review Changes

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

## Step 22.

The screenshot displays a configuration interface with the following components and their details:

Component	Product	Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (USD)
HCI RACK SERVER > 1 Selected	HCI-FC220C-M6S Cisco Compute Hyperconverged HCI-FC220cM6 All	43,161.99		1	155,704.02
FABRIC INTERCONNECT > 2 Selected (Min 0, Max 999999)	HCI-FI-6454-M6 Cisco Compute Hyperconverged Fabric Interconnect 6454	58,299.79		2	119,911.68
NUTANIX SOFTWARE > 1 Selected (Min 0, Max 1)	NTX-SW Nutanix Software 3Y and above	27.54		1	55,516.20
NUTANIX PROF SERVICE > 1 Selected (Min 0, Max 1)	NTX-SW-PS Nutanix Professional Service	26,882.57		1	26,882.57
CISCO INTERSIGHT > 1 Selected (Min 1, Max 1)	DC-MGT-SAAS Cisco Intersight SaaS	0.00		1	0.00

Additional details for the Cisco Intersight component:

- Requested Start Date: 01-Oct-2023
- Requested For: 36 Months From 01-Oct-2023 To 30-Sep-2026
- Automatically Renews For: 12 Months On 01-Oct-2026
- Billing Frequency: Prepaid Term

Annotations in the image:

- a**: Points to the 'Requested For' field for the Cisco Intersight component.
- b**: Points to the 'Add Custom Name' link for the Cisco Intersight component.
- Callouts: 'Cisco Intersight' and 'DC-MGT-SAAS' are highlighted in green boxes with arrows pointing to their respective rows.

- 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.**

Cisco Intersight

DC-MGT-SAAS

Offer Configuration DC-MGT-SAAS( Part of HCI-M6-MLB)	Estimated Lead Time NA	Global Price List (USD)	Total (USD) 0.00
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**Requested Terms and Billing**

Requested Start Date 01-Oct-2023	Requested For 36 Months From 01-Oct-2023 To 30-Sep-2026	Automatically Renews For ⓘ 12 Months On 01-Oct-2026	Billing Frequency Prepaid Term
-------------------------------------	--	--	-----------------------------------

ⓘ Cisco 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 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    To 30-Sep-2026

<p><b>Requested Start Date</b></p> <table style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 25%;">Day</td> <td style="width: 25%;">Month</td> <td style="width: 25%;">Year</td> <td style="width: 25%;"></td> </tr> <tr> <td><input type="text" value="1"/></td> <td><input type="text" value="Oct"/></td> <td><input type="text" value="2023"/></td> <td><input type="text" value="📅"/></td> </tr> </table> <p style="font-size: x-small; margin-top: 5px;">Enter any date up between 28-Sep-2023 and 28-Dec-2023</p>	Day	Month	Year		<input type="text" value="1"/>	<input type="text" value="Oct"/>	<input type="text" value="2023"/>	<input type="text" value="📅"/>	<p><b>End Date</b></p> <p><input checked="" type="radio"/> Effective For    <input type="text" value="36"/> Months</p> <p style="font-size: x-small; margin-top: 5px;">Enter any whole month value from 1-96</p> <p><input type="radio"/> Co-Term to an End Date ⓘ</p> <table style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 25%;">Day</td> <td style="width: 25%;">Month</td> <td style="width: 25%;">Year</td> <td style="width: 25%;"></td> </tr> <tr> <td><input type="text" value="30"/></td> <td><input type="text" value="Sep"/></td> <td><input type="text" value="2026"/></td> <td><input type="text" value="📅"/></td> </tr> </table> <p style="font-size: x-small; margin-top: 5px;">Enter any date up between 29-Dec-2023 and 30-Sep-2031</p>	Day	Month	Year		<input type="text" value="30"/>	<input type="text" value="Sep"/>	<input type="text" value="2026"/>	<input type="text" value="📅"/>
Day	Month	Year															
<input type="text" value="1"/>	<input type="text" value="Oct"/>	<input type="text" value="2023"/>	<input type="text" value="📅"/>														
Day	Month	Year															
<input type="text" value="30"/>	<input type="text" value="Sep"/>	<input type="text" value="2026"/>	<input type="text" value="📅"/>														

<p><b>Automatically Renews For</b> ⓘ    12 Months    On    01-Oct-2026</p> <p><b>Auto Renewal</b> ⓘ</p> <p><input checked="" type="checkbox"/> On</p> <p><input type="text" value="12"/> Months</p>	<p><b>Billing Frequency</b> ⓘ    Prepaid Term</p> <p><input checked="" type="radio"/> Prepaid Term</p> <p><input type="radio"/> Annual Billing</p> <p><input type="radio"/> Quarterly Billing</p> <p><input type="radio"/> Monthly Billing</p>
---	--

- 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.**



**Cisco Intersight**

Offer Configuration: DC-MGT-SAAS( Part of HCI-M6-MLB) | Estimated Lead Time: NA | Price List: Global Price List (USD) | Total (USD): 1,260.00

Requested Terms and Billing: Requested Start Date: 01-Oct-2023 | Requested For: 36 Months From 01-Oct-2023 To 30-Sep-2026 | Automatically Renews For: 12 Months On 01-Oct-2026 | Billing Frequency: Prepaid Term

**DC-MGT-SAAS**

Please note that Cisco recommends Solution Support with Intersight which solves complex issues on average 44% faster than product support. For complete details, please refer to the following URL: [https://www.cisco.com/c/m/en\\_us/customer-experience/support/solution-support.html](https://www.cisco.com/c/m/en_us/customer-experience/support/solution-support.html) (CE202322)

**Configuration Summary**

SKU	Qty	List Price
DC-MGT-IS-SAAS-ES	1 Device	\$35.00 Per Device/Month
Cisco Intersight Workload Optimizer (IWO) - SaaS		
Cisco Intersight Support		
SVS-DCM-SUPT-BAS	1 Each	\$0.00 Per Each/Month
Auto Expansion		
DC-MGT-UCSC-1S	1 Device	\$0.00 Per Device/Month
<b>Total</b>		<b>\$1,260.00</b>

Buttons: Restore Configuration, Cancel, Review Changes

**DC-MGT-SAAS > Cisco Intersight 2.0 Infrastructure Services**

Device	SKU	Description	Unit List Price (USD)	Action
1	DC-MGT-IS-SAAS-ES	Infrastructure Services SaaS/CVA - Essentials	\$35.00 Per Device/Month	
Qty	DC-MGT-IS-SAAS-AD	Infrastructure Services SaaS/CVA - Advantage	Enter Qty to see List Price Per Device/Month	
Qty	DC-MGT-IS-PVAPP-ES	Infrastructure Services PVA - Essentials	Enter Qty to see List Price Per Device/Month	
Qty	DC-MGT-IS-PVAPP-AD	Infrastructure Services PVA - Advantage	Enter Qty to see List Price Per Device/Month	

**Add-Ons**

Device	SKU	Description	Unit List Price (USD)	Action
Qty	DC-MGT-IS-UCSD	UCS Director - 1 Server License (includes Network, Storage)	Enter Qty to see List Price Per Device/Month	

- 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.**

**Cisco Intersight**

Offer Configuration: DC-MGT-SAAS( Part of HCI-M6-MLB) | Estimated Lead Time: NA | Price List: Global Price List (USD) | Total (USD): 1,260.00

Requested Terms and Billing: Requested Start Date: 01-Oct-2023 | Requested For: 36 Months From 01-Oct-2023 To 30-Sep-2026 | Automatically Renews For: 12 Months On 01-Oct-2026 | Billing Frequency: Prepaid Term

**DC-MGT-SAAS**

Please note that Cisco recommends Solution Support with Intersight which solves complex issues on average 44% faster than product support. For complete details, please refer to the following URL: [https://www.cisco.com/c/m/en\\_us/customer-experience/support/solution-support.html](https://www.cisco.com/c/m/en_us/customer-experience/support/solution-support.html) (CE202322)

**Configuration Summary**

SKU	Qty	List Price
DC-MGT-IS-SAAS-ES	1 Device	\$35.00 Per Device/Month
Cisco Intersight Workload Optimizer (IWO) - SaaS		
Cisco Intersight Support		
SVS-DCM-SUPT-BAS	1 Each	\$0.00 Per Each/Month
Auto Expansion		
DC-MGT-UCSC-1S	1 Device	\$0.00 Per Device/Month
<b>Total</b>		<b>\$1,260.00</b>

Buttons: Restore Configuration, Cancel, Review Changes

**DC-MGT-SAAS > Cisco Intersight Support**

Each	SKU	Description	Unit List Price (USD)	Action
Qty	SVS-SSTCS-DCMGMT	Solution Support for DC Mgmt	Enter Qty to see List Price Per Each/Month	
Qty	SVS-L1DCS-INTER	CXL1 for INTERSIGHT	Enter Qty to see List Price Per Each/Month	
Qty	SVS-L2DCS-INTER	CXL2 for INTERSIGHT	Enter Qty to see List Price Per Each/Month	
1	SVS-DCM-SUPT-BAS	Basic Support for DCM	\$0.00 Per Each/Month	



- 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 26.

Bundle Configuration: HCI-M6-MLB  
 Estimated Lead Time: 14 days  
 Price List: Global Price List (USD)  
 Total: 359,274.45

Set service preferences for this configuration

**Available Components**

Component	Unit List Price (USD)
HCI-RACK-SERVER	6,822.97
HCI-F220C-M6S	7,096.12
HCI-F220C-M6SN	7,332.70
HCI-F480C-M6SX	
FABRIC-INTERCONNECT	
NUTANIX-SOFTWARE	
NUTANIX-PROF-SERVICE	
CISCO-INTERSIGHT	

**Selected Products**

Product	Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (USD)
HCI-RACK-SERVER		43,161.99	1	155,704.62
FABRIC-INTERCONNECT		58,299.79	2	119,911.66
NUTANIX-SOFTWARE		27.54	1	55,516.20
NUTANIX-PROF-SERVICE		26,882.57	1	26,882.57
CISCO-INTERSIGHT		35.00	1	1,260.00

Requested Start Date: 01-Oct-2023  
 Requested For: 36 Months From 01-Oct-2023 To 30-Sep-2025  
 Automatically Renews For: No Auto Renewal  
 Billing Frequency: Prepaid Term

- 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.

**Cisco Intersight**

**CNDL-DESELECT**

**a**

**b**

**Available Components**

Component	Unit List Price (USD)
HCI RACK SERVER	
FABRIC INTERCONNECT	
NUTANIX SOFTWARE	
NUTANIX PROF SERVICE	
CISCO INTERSIGHT	
CNDL-DESELECT	0.00

**HCI RACK SERVER > 1 Selected (Min 0, Max 999999)**

Product	Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (USD)
HCIAF220C-M8S Valid			1	155,704.02

**FABRIC INTERCONNECT > 2 Selected (Min 0, Max 999999)**

Product	Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (USD)
HCI-FI-6454-M6 Valid		58,299.79	2	119,911.66

**NUTANIX SOFTWARE > 1 Selected (Min 0, Max 1)**

Product	Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (USD)
NTX-SW Valid		27.54	1	55,516.20

**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		26,882.57	1	26,882.57

**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		0.00	1	0.00

- 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”.
- Please note that Intersight is required selection and needed for the Server to function. Click on Select Options to configure.

**Step 28.**

**Cisco Intersight**

**CNDL-DESELECT**

**a**

Product Configuration: CNDL-DESELECT part of HCI-M6-MLB  
 Estimated Lead Time: 7 days  
 Price List: Global Price List in US Dollars (USD)  
 0.00 (USD)

⚠️ CNDL-DESELECT quantity 1 requires a minimum quantity of 1 from Reason Codes (CE100012)

**Configuration Summary**

Category	Qty	Extended List Price (USD)
Reason Codes		

**CNDL-DESELECT > Reason Codes**

SKU	Qty	Estimated Lead Time	Unit List Price (USD)
OPTOUT-OWN-EA License not needed: Customer already owns Licenses in an EA	1	3 days	0.00
OPTOUT-OWN-LIC License not needed: Customer already owns License	1	3 days	0.00
OPTOUT-DISTI-ONLY For Disti when ordering mandatory licenses separately	1	3 days	0.00

Total: 0.00  
 Estimated Lead Time: 7 days

Reset Configuration [Cancel] [Done]

a. Please select appropriate Reason Code

### Step 29.

Bundle Configuration: HCI-M6-MLB  
Estimated Lead Time: 14 days  
Price List: Global Price List (USD)  
Total: 358,014.45

Set service preferences for this configuration

Please note that intersight is required selection, if you have not previously purchased intersight please make selection. (CE202322)

Component	Unit List Price (USD)
HCl RACK SERVER	
HClAF220C-M6S Cisco Compute Hyperconverged HClAF220C-M6 All Flash Node Estimated Lead Time: --	6,622.97
HClAF220C-M6SN Cisco Compute Hyperconverged HClAF220C-M6 All Flash NVMe Node Estimated Lead Time: --	7,096.12
HClAF240C-M6SX Cisco Compute Hyperconverged HClAF240C-M6 All Flash Node Estimated Lead Time: --	7,332.70
FABRIC INTERCONNECT	
NUTANIX SOFTWARE	
NUTANIX PROF SERVICE	
CISCO INTERSIGHT	

Product	Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (USD)
HClAF220C-M6S Cisco Compute Hyperconverged HClAF220C-M6 All Flash Node Add Custom Name   Edit Options   Edit Services/Subscriptions   Remove Line	43,161.99		1	155,704.02
Add a HCl RACK SERVER from the left panel				
HCl-FI-6454-M6 Cisco Compute Hyperconverged Fabric Interconnect 6454 Add Custom Name   Edit Options   Edit Services/Subscriptions   Remove Line	58,299.79		2	119,911.66
Add a FABRIC INTERCONNECT from the left panel				
NTX-SW Nutanix Software 3Y and above Add Custom Name   Edit Options   Remove Line	27.54		1	55,516.20
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	
NTX-SW-PS Nutanix Professional Service Add Custom Name   Edit Options   Remove Line	26,882.57		1	26,882.57
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	
CNDL-DESELECT Conditional Deselect Add Custom Name   Edit Options   Remove Line	0.00		1	0.00

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.

ORDER NAME: NTX-SW Offer - Test Order #2  
 STATUS: Unsubmitted  
 WEB ORDER ID: 95548156  
 INTENDED USE: NPI Test  
 PURCHASE ORDER #: NTX-SW Offer - Test Order #2  
 CREATED BY: Dan Dhanota  
 PRICE LIST: Global Price List in US Dollars (USD)  
 LAST UPDATED BY: Dan Dhanota  
 END CUSTOMER SMART ACCOUNT: amcgoho.com  
 HOLDING SMART ACCOUNT: gmail.com

Labels: LABEL, TABS, ITEMS, Discounts, Shipping and Install, Billing, Review and Submit

Set preferences for this order: Check Local Validations, Save, Save and Continue

Federal preferences defined for this order will not be reflected in the corresponding quotes or estimates.  
 Use the filter options to show errors.

Search by Sky, Description and Product Family

Remove from Order	Validate	Edit Services	Apply Success Track	More	Filter By	Show All Items
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		

Hardware, Software and Services

P.O. Line Reference	Estimated Lead Time	Unit List Price (USD)	Qty	Ext. List Price (USD)
1.0 NTX-SW	Not Applicable	27.54	1	991.36
				Total of MRC

Requested Start Date: 29-Sep-2023  
 Requested For Months: from 29-Sep-2023 to 28-Sep-2026  
 Automatically Renews For: No Auto Renewal  
 Billing Frequency: Prepaid Term  
 Provision Details: Incomplete [View/Edit](#)

Provisioning Contact Email: e.g. jsmith@company.com

Showing 1 - 0 of 1 Line Items

Enter the end user's Information In the below fields

NTX-SW

End Customer Info

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 & Continue

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

**NTX-SW**

End Customer Info \* = Required Field

END CUSTOMER NAME *	END CUSTOMER COMPANY NAME *
<input type="text" value="Dan Dhanota"/>	<input type="text" value="Cisco Systems, Inc"/>
END CUSTOMER ADDR 1 *	END CUSTOMER ADDR 2
<input type="text" value="3800 Zanker Road"/>	<input type="text" value="Building 2"/>
END CUSTOMER CITY *	END CUSTOMER ZIP CODE *
<input type="text" value="San Jose"/>	<input type="text" value="95134"/>
END CUSTOMER STATE *	END CUSTOMER COUNTRY *
<input type="text" value="CA"/>	<input type="text" value="UNITED STATES"/>
END CUSTOMER EMAIL ADDR *	END CUSTOMER PHONE NUMBER *
<input type="text" value="ddhanota@cisco.com"/>	<input type="text" value="408-468-3033"/>

## 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: HClAF220C-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 Lead Time  
NA

Nutanix Software

Total (USD)  
72,820.34

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Requested Terms and Billing

NTX-SW-1Y

Requested Start Date  
02-Nov-2023

Requested For  
12 Months From 02-Nov-2023 To 01-Nov-2024

Automatically Renews For  
No Auto Renewal

Billing Frequency  
Prepaid Term

**⚠** 1: A selection of Nutanix Professional Services: NCI Design Workshop + NCI Cluster Deployment or Expansion from NTX-SW-PS is required. Please adjust the selections. (CE606040)

2: Before placing the order, it is highly recommended user review corresponding [Ordering Guide \(CE606514\)](#)

**i** Your subscription will start and be eligible to be invoiced: i) 30 days or less (7 days for A-FLEX/A-FLEX-3) after Cisco notifies you that any portion of the subscription is ready for you to provision OR, ii) the day any portion of the subscription is provisioned by Cisco, whichever of the two events happens first. (C01007)

**Configuration Summary**

**Nutanix Cloud Infrastructure (NCI)**

SKU	Qty	List Price
NT-NCI-PRO-PR	168 <small>Core</small>	\$36,1212 <small>Per Core/Month</small>

**Nutanix Cloud Infrastructure Data (NCI-D)**

**Nutanix Cloud Manager (NCM)**

**Nutanix Cloud Platform (NCP)**

**End User Computing (EUC)**

**EULA**

**Nutanix Support**

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**Total** **\$72,820.34**

Restore Configuration
Cancel
Review Changes

NTX-SW-1Y > **Nutanix Cloud Infrastructure (NCI)**

**Nutanix Cloud Infrastructure (NCI)**

Core	SKU	Description	Unit List Price (USD)	Action
168	<a href="#">NT-NCI-PRO-PR</a>	NCI Pro SW LIC & Production SW Supp per Core	<b>\$36,1212</b> <small>Per Core/Month</small>	🗑
Qty	<a href="#">NT-A-NCI-ADR-PR</a>	NCI Adv Rep add-on SW LIC & Production SW Supp per Core	Enter Qty to see List Price <small>Per Core/Month</small>	🗑
Qty	<a href="#">NT-A-NCI-NKS-PR</a>	NCI Kub Eng add-on SW LIC & Production SW Supp per Core	Enter Qty to see List Price <small>Per Core/Month</small>	🗑
Qty	<a href="#">NT-A-NCI-SEC-PR</a>	NCI Security add-on SW LIC & Production SW Supp per Core	Enter Qty to see List Price <small>Per Core/Month</small>	🗑

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

**NUTANIX PROF SERVICE**

NTX-SW-PS Global Price List (USD) 28,333.37

Offer Configuration: NTX-SW-PS( Part of HCI-M6-MLB) | Estimated Lead Time: NA

**Requested Terms and Billing**

Requested Start Date: 02-Nov-2023 | Requested For: 1 Months From 02-Nov-2023 To 01-Dec-2023 | Automatically Renews For: No Auto Renewal | Billing Frequency: Prepaid Term

**Configuration Summary**

SKU	Qty	List Price
NT-W-DS-PRO-SD	1 Sites	\$115,500.0000 Per Sites/Month
NT-S-DP-PRO-EX-PB	1 Units	\$9,570.0000 Per Units/Month
NT-S-DP-PRO-EX-PV	3 Node	\$1,087.7900 Per Node/Month
<b>Total</b>		<b>\$128,333.37</b>

**Nutanix Cloud Infrastructure (NCI) Services**

**NCI Design Workshop**

Units	SKU	Description	Unit List Price (USD)	Action
Qty	NT-W-DS-STR	NCI Design Workshop - Starter - Workshop Only	Enter Qty to see List Price Per Units/Month	
Qty	NT-W-DS-STR-SD	NCI Design Workshop - Starter - Standard Doc	Enter Qty to see List Price Per License/Month	
Qty	NT-W-DS-STR-ED	NCI Design Workshop - Starter - Enhanced Doc	Enter Qty to see List Price Per License/Month	
Qty	NT-W-DS-PRO	NCI Design Workshop - Pro - Workshop Only	Enter Qty to see List Price Per Sites/Month	
1	NT-W-DS-PRO-SD	NCI Design Workshop - Pro - Standard Doc	\$115,500.0000 Per Sites/Month	
Qty	NT-W-DS-PRO-ED	NCI Design Workshop - Pro - Enhanced Doc	Enter Qty to see List Price Per Sites/Month	

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.

**NUTANIX PROF SERVICE**

NTX-SW-PS

**Configuration Summary**

SKU	Qty	List Price
NT-W-DS-PRO-SD	1 Sites	\$115,500.0000 Per Sites/Month
NT-S-DP-PRO-EX-PB	1 Units	\$9,570.0000 Per Units/Month
NT-S-DP-PRO-EX-PV	3 Node	\$1,087.7900 Per Node/Month
<b>Total</b>		<b>\$128,333.37</b>

**Nutanix Cloud Infrastructure (NCI) Services**

Units	SKU	Description	Unit List Price (USD)	Action
Qty	NT-S-DP-PRO-EX-SB	NCI Cluster Deployment or Expansion - Starter - ESX - Base	Enter Qty to see List Price Per Units/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	
Qty	NT-S-DP-PRO-AV-PB	NCI Cluster Deployment or Expansion - Pro - AHV - Base	Enter Qty to see List Price Per Units/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	
1	NT-S-DP-PRO-EX-PB	NCI Cluster Deployment or Expansion - Pro - ESX - Base	\$9,570.0000 Per Units/Month	
3	NT-S-DP-PRO-EX-PV	NCI Cluster Deployment or Expansion - Pro - ESX - Var	\$1,087.7900 Per Node/Month	
Qty	NT-S-DP-ULT-AV-SB	NCI Cluster Deployment or Expansion - Starter - AHV - Base	Enter Qty to see List Price Per Units/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.

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

### HW Configuration:

- QTY of Server: HClAF220C-M6S = 3.
- QTY of Processor: HCl-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 Professional 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)



**Nutanix Software** → **NTX-SW-1Y**

Offer Configuration NTX-SW-1Y( Part of HCI-M6-MLB)	Estimated Lead Time NA	Price List Global Price List (USD)	Total (USD) 24,324.25
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**Requested Terms and Billing**

Requested Start Date 02-Nov-2023	Requested For 12 Months From 02-Nov-2023 To 01-Nov-2024	Automatically Renews For No Auto Renewal	Billing Frequency Prepaid Term
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**Configuration Summary**

**Nutanix Cloud Infrastructure (NCI)**

**Nutanix Cloud Infrastructure Data (NCI-D)**

**Nutanix Cloud Manager (NCM)**

SKU	Qty	List Price
NT-NCM-PRO-PR	168 Core	\$12,0656 Per Core/Month

**Nutanix Cloud Platform (NCP)**

**End User Computing (EUC)**

**EULA**

**Nutanix Support**

**Total** \$24,324.25

**NTX-SW-1Y > Nutanix Cloud Manager (NCM)**

**Nutanix Cloud Manager (NCM)**

Core	SKU	Description	Unit List Price (USD)	Action
168	NT-NCM-PRO-PR	NCM Pro SW LIC & Production SW Supp per Core	\$12,0656 Per Core/Month	

Virtual Machines	SKU	Description	Unit List Price (USD)	Action
Qty	NT-NCM-CM-OV-PR	Ovg NCM Cost Gov as a Service incl Prod Supp per VM	Enter Qty to see List Price Per Virtual Machines/Month	
Qty	NT-NCM-CM-PR	NCM Cost Governance as a Service incl Prod Supp for 1 VM	Enter Qty to see List Price Per Virtual Machines/Month	

Virtual Machines	SKU	Description	Unit List Price (USD)	Action
Qty	NT-NCM-SC-OV-PR	Ovg NCM Sec Centr as a Service incl Prod Supp per VM	Enter Qty to see List Price Per Virtual Machines/Month	
Qty	NT-NCM-SC-PR	NCM Security Central as a Service incl Prod Supp for 1 VM	Enter Qty to see List Price Per Virtual Machines/Month	

Virtual Machines	SKU	Description	Unit List Price (USD)	Action
Qty	NT-NCM-SS-OV-PR	Ovg NCM Self-Service & Orch as a Service incl ProdSupp perVM	Enter Qty to see List Price Per Virtual Machines/Month	
Qty	NT-NCM-SS-PR	NCM Self-Service & Orch as a Service incl Prod Supp perVM	Enter Qty to see List Price Per Virtual Machines/Month	

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

**NUTANIX PROF SERVICE** → **NTX-SW-PS**

Offer Configuration NTX-SW-PS( Part of HCI-M6-MLB)	Estimated Lead Time NA	Price List Global Price List (USD)	Total (USD) \$99,143.00
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**Requested Terms and Billing**

Requested Start Date 02-Nov-2023	Requested For 1 Months From 02-Nov-2023 To 01-Dec-2023	Automatically Renews For No Auto Renewal	Billing Frequency Prepaid Term
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**Configuration Summary**

**Nutanix Cloud Management (NCM) Services**

SKU	Qty	List Price
NT-W-SSD-PRO-SD-P	1 Units	\$52,899.0000 Per Units/Month
NT-W-OD-PRO-SD	1 Units	\$17,424.0000 Per Units/Month
NT-S-OP-PRO	1 Units	\$7,040.0000 Per Units/Month
NT-F-PRO-SS	1 Units	\$17,930.0000 Per Units/Month
NT-F-PRO-CG	1 Units	\$3,850.0000 Per Units/Month

**Total** \$99,143.00

**NTX-SW-PS > Nutanix Cloud Management (NCM) Services**

**Nutanix Cloud Management (NCM) Services**

**NCM Self-Service Design Workshop**

Units	SKU	Description	Unit List Price (USD)	Action
Qty	NT-W-SSD-PRO-SD-S	NCM Self-Service Design Workshop - Starter - Standard Doc	Enter Qty to see List Price 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	
1	NT-W-SSD-PRO-SD-P	NCM Self-Service Design Workshop - Pro - Standard Doc	\$52,899.0000 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	
Qty	NT-W-SSD-ULT-SD-S	NCM Self-Service Design Workshop - Starter - Standard Doc	Enter Qty to see List Price Per Units/Month	
Qty	NT-W-SSD-ULT-ED-S	NCM Self-Service Design Workshop - Starter - Enhanced Doc	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	
Qty	NT-W-SSD-ULT-ED-P	NCM Self-Service Design Workshop - Pro - Enhanced Doc	Enter Qty to see List Price Per Units/Month	

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

**NUTANIX PROF SERVICE**

NTX-SW-PS

Before placing the order, it is highly recommended user review corresponding Ordering Guide (CE606514)

Your subscription will start and be eligible to be invoiced: i) 30 days or less (7 days for A-FLEX/A-FLEX-3) after Cisco notifies you that any portion of the subscription is ready for you to provision OR, ii) the day any portion of the subscription is provisioned by Cisco, whichever of the two events happens first. (C01007)

**Configuration Summary**

Nutanix Cloud Management (NCM) Services

SKU	Qty	List Price
NT-W-SSD-PRO-SD-P	1	\$52,899.0000 Per Unit/Month
NT-W-OD-PRO-SD	1	\$17,424.0000 Per Unit/Month
NT-S-OP-PRO	1	\$7,040.0000 Per Unit/Month
NT-F-PRO-SS	1	\$17,930.0000 Per Unit/Month
NT-F-PRO-CG	1	\$3,850.0000 Per Unit/Month
<b>Total</b>		<b>\$99,143.00</b>

Restore Configuration Cancel Review Changes

**NCM Intelligent Operations Design**

Units	SKU	Description	Unit List Price (USD)	Action
Qty	NT-W-OD-STR-SD	NCM Intelligent Operations Design Workshop - Standard Doc	Enter Qty to see List Price Per Unit/Month	
Qty	NT-W-OD-STR-ED	NCM Intelligent Operations Design Workshop - Enhanced Doc	Enter Qty to see List Price Per Unit/Month	
1	NT-W-OD-PRO-SD	NCM Intelligent Operations Design Workshop - Standard Doc	\$17,424.0000 Per Unit/Month	
Qty	NT-W-OD-PRO-ED	NCM Intelligent Operations Design Workshop - Enhanced Doc	Enter Qty to see List Price Per Unit/Month	
Qty	NT-W-OD-ULT-SD	NCM Intelligent Operations Design Workshop - Standard Doc	Enter Qty to see List Price Per Unit/Month	
Qty	NT-W-OD-ULT-ED	NCM Intelligent Operations Design Workshop - Enhanced Doc	Enter Qty to see List Price Per Unit/Month	

**NCM Intelligent Operations Deployment**

Units	SKU	Description	Unit List Price (USD)	Action
Qty	NT-S-OP-STR	NCM Intelligent Operations Deployment	Enter Qty to see List Price Per Unit/Month	
1	NT-S-OP-PRO	NCM Intelligent Operations Deployment	\$7,040.0000 Per Unit/Month	
Qty	NT-S-OP-ULT	NCM Intelligent Operations Deployment	Enter Qty to see List Price Per Unit/Month	

**FastTrack for NCM Self-Service**

Units	SKU	Description	Unit List Price (USD)	Action
1	NT-F-PRO-SS	FastTrack for NCM Self-Service	\$17,930.0000 Per Unit/Month	
Qty	NT-F-ULT-SS	FastTrack for NCM Self-Service	Enter Qty to see List Price Per Unit/Month	

**FastTrack for NCM Cost Governance**

Units	SKU	Description	Unit List Price (USD)	Action
1	NT-F-PRO-CG	FastTrack for NCM Cost Governance	\$3,850.0000 Per Unit/Month	
Qty	NT-F-ULT-CG	FastTrack for NCM Cost Governance	Enter Qty to see List Price Per Unit/Month	

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: HCI AF220C-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 Professional 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 Professional 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)

**Nutanix Software**

Offer Configuration: NTX-SW-1Y (Part of HCI-M6-MLB) | Estimated Lead Time: NA | Global Price List (USD): NTX-SW-1Y | Total (USD): \$110,472.57

**Requested Terms and Billing**

Requested Start Date: 02-Nov-2023 | Requested For: 12 Months From 02-Nov-2023 To 01-Nov-2024 | Automatically Renews For: No Auto Renewal | Billing Frequency: Prepaid Term

**Configuration Summary**

**Nutanix Cloud Platform (NCP)**

SKU	Qty	List Price
NT-NCP-PRO-PR	168 <small>Core</small>	\$0.0000 <small>Per Core/Month</small>
NT-NCP-NCI-ULT-PR	168 <small>Core</small>	\$43.3156 <small>Per Core/Month</small>
NT-NCP-NCM-PRO-PR	168 <small>Core</small>	\$11.4823 <small>Per Core/Month</small>

**End User Computing (EUC)**

**EULA**

**Total: \$110,472.57**

Buttons: Restore Configuration, Cancel, Review Changes

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.

**NUTANIX PROF SERVICE**

Offer Configuration: NTX-SW-PS (Part of HCI-M6-MLB) | Estimated Lead Time: NA | Global Price List (USD): NTX-SW-PS | Total (USD): \$226,538.51

**Requested Terms and Billing**

Requested Start Date: 02-Nov-2023 | Requested For: 1 Months From 02-Nov-2023 To 01-Dec-2023 | Automatically Renews For: No Auto Renewal | Billing Frequency: Prepaid Term

**Configuration Summary**

**Nutanix Cloud Infrastructure (NCI) Services**

SKU	Qty	List Price
NT-W-DS-PRO-SD	1 <small>Sites</small>	\$115,500.0000 <small>Per Sites/Month</small>
NT-S-DP-PRO-AV-PB	1 <small>Units</small>	\$9,570.0000 <small>Per Units/Month</small>
NT-S-DP-PRO-AV-PV	3 <small>Node</small>	\$775.1700 <small>Per Node/Month</small>

**Nutanix Cloud Management (NCM) Services**

SKU	Qty	List Price
NT-NCP-NCM-PRO-PR	168 <small>Core</small>	\$11.4823 <small>Per Core/Month</small>

**Total: \$226,538.51**

Buttons: Restore Configuration, Cancel, Review Changes

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.

## NUTANIX PROF SERVICE

NTX-SW-PS

**Configuration Summary**

SKU	Qty	List Price
NT-W-DS-PRO-SD	1 Sites	\$115,500,000 Per Units/Month
NT-S-DP-PRO-AV-PB	1 Units	\$9,570,000 Per Units/Month
NT-S-DP-PRO-AV-PV	3 Node	\$775,1700 Per Node/Month
<b>Total</b>		<b>\$226,538.51</b>

[Restore Configuration](#) [Cancel](#) [Review Changes](#)

**NCI Cluster Deployment or Expansion**

Units	SKU	Description	Unit List Price (USD)	Action
Qty	NT-S-DP-STR-AVB	NCI Cluster Deployment or Expansion - Starter - AHV - Base	Enter Qty to see List Price Per Units/Month	
Qty	NT-S-DP-STR-AVV	NCI Cluster Deployment or Expansion - Starter - AHV - Var	Enter Qty to see List Price Per Node/Month	
Qty	NT-S-DP-STR-EXB	NCI Cluster Deployment or Expansion - Starter - ESX - Base	Enter Qty to see List Price Per Units/Month	
Qty	NT-S-DP-STR-EXV	NCI Cluster Deployment or Expansion - Starter - ESX - Var	Enter Qty to see List Price Per Node/Month	
Qty	NT-S-DP-PRO-AV-SB	NCI Cluster Deployment or Expansion - Starter - AHV - Base	Enter Qty to see List Price Per Units/Month	
Qty	NT-S-DP-PRO-AV-SV	NCI Cluster Deployment or Expansion - Starter - AHV - Var	Enter Qty to see List Price Per Units/Month	
Qty	NT-S-DP-PRO-EX-SB	NCI Cluster Deployment or Expansion - Starter - ESX - Base	Enter Qty to see List Price Per Units/Month	
Qty	NT-S-DP-PRO-EX-SV	NCI Cluster Deployment or Expansion - Starter - ESX - Var	Enter Qty to see List Price Per Units/Month	
1	NT-S-DP-PRO-AV-PB	NCI Cluster Deployment or Expansion - Pro - AHV - Base	\$9,570,000 Per Units/Month	
3	NT-S-DP-PRO-AV-PV	NCI Cluster Deployment or Expansion - Pro - AHV - Var	\$775,1700 Per Node/Month	
Qty	NT-S-DP-PRO-EX-PB	NCI Cluster Deployment or Expansion - Pro - ESX - Base	Enter Qty to see List Price Per Units/Month	
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.

## NUTANIX PROF SERVICE

NTX-SW-PS

**Offer Configuration**  
NTX-SW-PS( Part of HCI-M6-MLB)      Estimated Lead Time: NA      Total (USD): \$226,538.51

**Requested Terms and Billing**

Requested Start Date: 02-Nov-2023      Requested For: 1 Months From 02-Nov-2023 To 01-Dec-2023      Automatically Renews For: No Auto Renewal      Billing Frequency: Prepaid Term

**Configuration Summary**

SKU	Qty	List Price
NT-W-SSD-PRO-SD-P	1 Units	\$52,899,000 Per Units/Month
NT-W-OD-PRO-SD	1 Units	\$17,424,000 Per Units/Month
NT-S-OP-PRO	1 Units	\$7,040,000 Per Units/Month
NT-F-PRO-SS	1 Units	\$17,930,000 Per Units/Month
NT-F-PRO-CG	1 Units	\$3,850,000 Per Units/Month
<b>Total</b>		<b>\$226,538.51</b>

[Restore Configuration](#) [Cancel](#) [Review Changes](#)

**NTX-SW-PS > Nutanix Cloud Management (NCM) Services**

**NCM Self-Service Design Workshop**

Units	SKU	Description	Unit List Price (USD)	Action
Qty	NT-W-SSD-PRO-SD-S	NCM Self-Service Design Workshop - Starter - Standard Doc	Enter Qty to see List Price 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	
1	NT-W-SSD-PRO-SD-P	NCM Self-Service Design Workshop - Pro - Standard Doc	\$52,899,000 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	
Qty	NT-W-SSD-ULT-SD-S	NCM Self-Service Design Workshop - Starter - Standard Doc	Enter Qty to see List Price Per Units/Month	
Qty	NT-W-SSD-ULT-ED-S	NCM Self-Service Design Workshop - Starter - Enhanced Doc	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	
Qty	NT-W-SSD-ULT-ED-P	NCM Self-Service Design Workshop - Pro - Enhanced Doc	Enter Qty to see List Price Per Units/Month	

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

**NUTANIX PROF SERVICE**

**NTX-SW-PS**

**Configuration Summary**

SKU	Qty	List Price
NT-W-SSD-PRO-SD-P	1 Units	\$52,899.0000 Per Units/Month
NT-W-OD-PRO-SD	1 Units	\$17,424.0000 Per Units/Month
NT-S-OP-PRO	1 Units	\$7,040.0000 Per Units/Month
NT-F-PRO-SS	1 Units	\$17,930.0000 Per Units/Month
NT-F-PRO-CG	1 Units	\$3,850.0000 Per Units/Month
<b>Total</b>		<b>\$226,538.51</b>

**NCM Intelligent Operations Design**

Units	SKU	Description	Unit List Price (USD)	Action
Qty	NT-W-OD-STR-SD	NCM Intelligent Operations Design Workshop - Standard Doc	Enter Qty to see List Price 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	
1	NT-W-OD-PRO-SD	NCM Intelligent Operations Design Workshop - Standard Doc	\$17,424.0000 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	
Qty	NT-W-OD-ULT-SD	NCM Intelligent Operations Design Workshop - Standard Doc	Enter Qty to see List Price 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	

**NCM Intelligent Operations Deployment**

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	NT-S-OP-PRO	NCM Intelligent Operations Deployment	\$7,040.0000 Per Units/Month	
Qty	NT-S-OP-ULT	NCM Intelligent Operations Deployment	Enter Qty to see List Price Per Units/Month	

**FastTrack for NCM Self-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	
Qty	NT-F-ULT-SS	FastTrack for NCM Self-Service	Enter Qty to see List Price Per Units/Month	

**FastTrack for NCM 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 Per Units/Month	

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

Nutanix Professional Services:

<https://www.nutanix.com/content/dam/nutanix/resources/datasheets/professional-services-service-descriptions.pdf>

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