

# Cisco Refuse to Lose Compute Hyperconverged with Nutanix (CCHC + N) M7 Ordering Guide

## Introduction

### Cisco Compute Hyperconverged M7 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 M7 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.

## The most complete hyperconverged solution

Confidently deploy and scale IT infrastructure to meet your business goals



**Cisco Compute Hyperconverged with Nutanix**

-  **complete SIMPLICITY**  
Easy-to-buy, turnkey hyperconverged solution for hybrid multicloud operations with pre-engineered compute, storage, SaaS-based management *and networking*
-  **complete FLEXIBILITY**  
Addresses modern apps and use cases with flexible deployment options, latest technologies, and multicloud connectivity
-  **complete RESILIENCY**  
Differentiated ability to keep systems running with augmented, proactive support, resiliency, and security capabilities

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**Cisco Compute**

# Raising the bar for hyperconverged solutions

Cisco and Nutanix introduce the industry's most complete hyperconverged solution through expanded engineering, support, and go-to-market collaboration



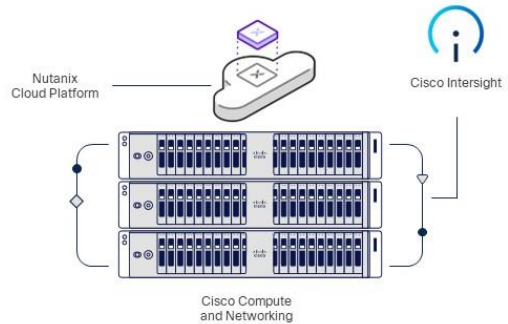
**Best-in-class compute, network, and SaaS-based infrastructure management**

- Stateless, programmable policy-based systems
- See, control, and automate infrastructure from one place
- Proactive, automated health monitoring and support capabilities



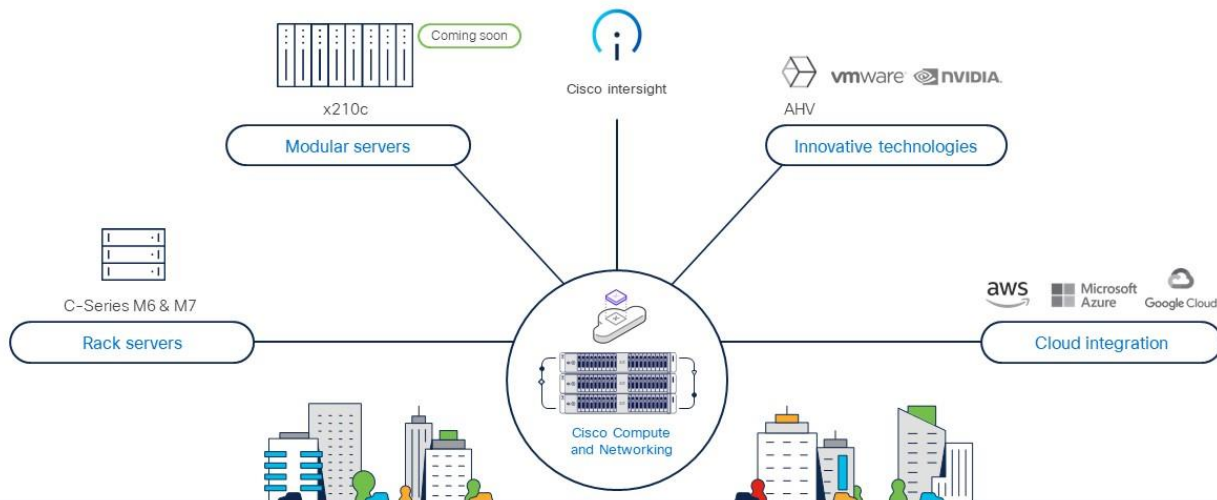
**Leader in hyperconverged software**

- One unified platform enables seamless workload mobility
- A complete set of enterprise and cloud features
- Enterprise grade disaster recovery and security capabilities



Simplify and accelerate the delivery of IT infrastructure

# Accelerate IT transformation with more choice



Virtual infrastructures

Hybrid cloud

Enterprise applications

**Solution portfolio**





AI/ML

Containers

Desktop virtualization

Data protection

## NEW Refuse to Lose HX to Nutanix Offer Buy 3 Get 1 Free | HCI Nodes + Nutanix SW

Buy 3 Nodes + 3 SW		Get 1 FREE Node + 1 SW Free Max 100 Free Nodes	Total Count
HCI M6			4
HCI M7			4
Nutanix Software	NCI, NCI-D, NCI-Edge and Add on Licenses	NCI, NCI-D, NCI-Edge and Add on Licenses	4

1 Per SAVID | Must be an HX Customer | Must be a Net New Logo to Nutanix | Free items must match paid items

### Refuse to Lose HX to Nutanix T's & C's

- Must be an HX customer & a New Logo to Nutanix (Provide SAVID to determine offer eligibility)
- Nutanix Deal Registration through Cisco is mandatory (Deal Registration Approval must list New Business to Nutanix)
- Offer is valid for Cisco's FY24 Only. Approved quotes are valid for 30 days
- Offer is available for ONE use per Customer SAVID only
- Deal MUST be registered & approved via the [Qualification Form](#) before quoting/ordering to avoid delays in approvals & shipment.
- Free items include M6 or M7 Servers & Limited Nutanix Software only.
- Nutanix Software subscription must be 3 year or above.
- Intersight is Mandatory for all free and paid nodes.
- Free Server & Nutanix Software must be the same model & configuration as the Paid Server & Software purchased.
- Eligible Nutanix Software: NCI, NCI-D, NCI-Edge (Limited to 5 VM's per node) and Add On's
- Offer can be applied to clusters in Intersight Standalone Mode (Non-FI) or UCSM Managed Mode (FI)
- Offer is not eligible for Nutanix Cost Relief
- Promotion does not apply to Renewals.
- Offer Approval is only valid to be used on one Cisco Deal ID.

**Note:** Free Nutanix Software discount will be applied via DSA process. DO NOT QUOTE / ORDER WITHOUT REGISTERING [HERE](#). **Your Orders will be HELD if booked without approval.**

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## Ordering is SIMPLE

- Secure your Nutanix Deal Registration approval. **Please ensure the Nutanix Deal Registration approval email indicates 'Nutanix New Business'**.
- Register your deal for approval [here](#)

**Note:** Please attach your Refuse to Lose Registration Approval along with your Nutanix Deal registration approval email in the Non-standard DSA process. Find DSA Process here.

- Once you have an approved Nutanix Deal registration with the new logo indicator, register your DEAL for approval on the R2L Offer [Click Offer](#)
- You will receive an offer approval which you will attach as a PDF along with your Deal registration E-Mail PDF during the non-standard DSA process
- Once approved, Order using Promo SKUs. PID: HCI-R2L-M6-OFFER (M6) and HCI-R2L-M7-OFFER (M7)

## Purpose, Audience, and Scope

### Purpose

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

### Scope

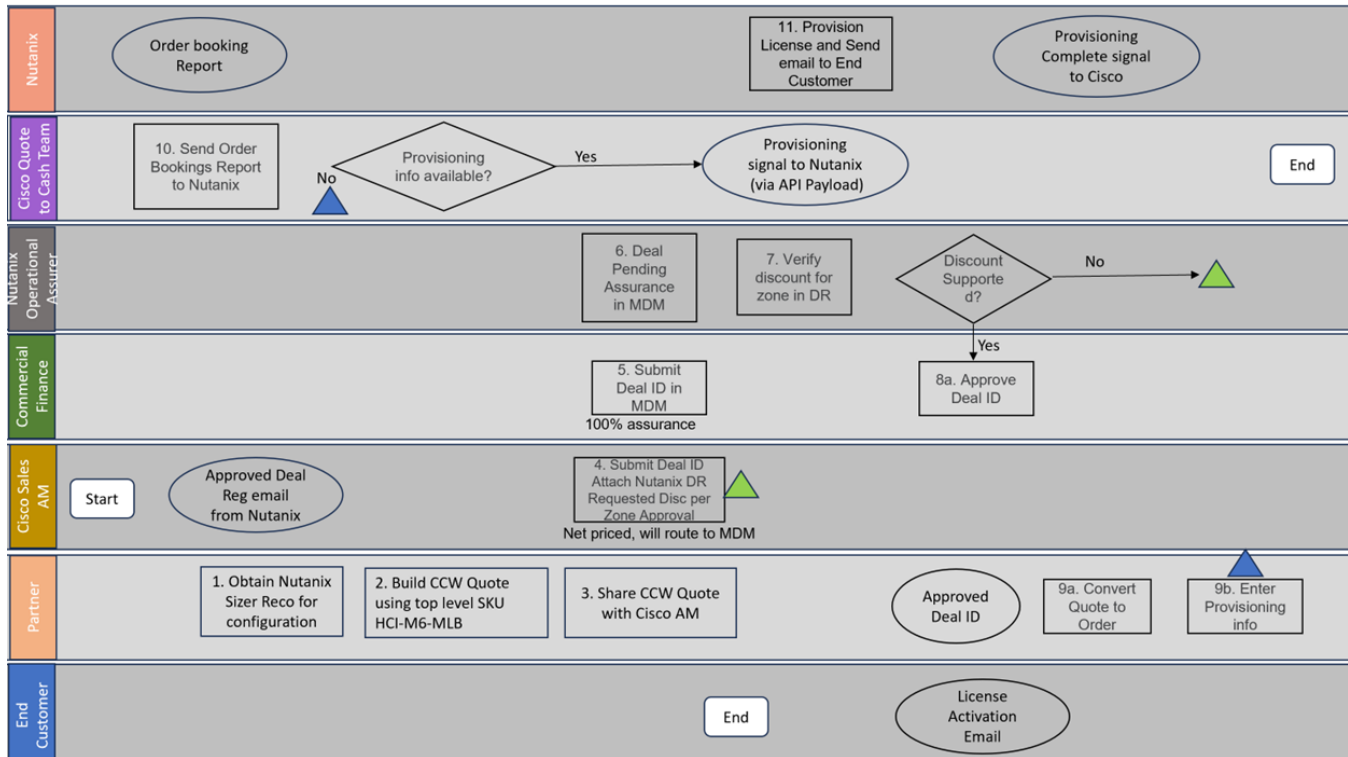
This ordering guide describes the information for:

- Workflow from approved Nutanix Deal Registration to License fulfillment
- Ordering Structure of Cisco Compute Hyperconverged M7 Server with Nutanix
- Catalog of Product IDs of Cisco Compute Hyperconverged M7 Server
- Ordering Nutanix Hardware, Software Licensing and Professional Service options
- Links to additional resources

### Audience

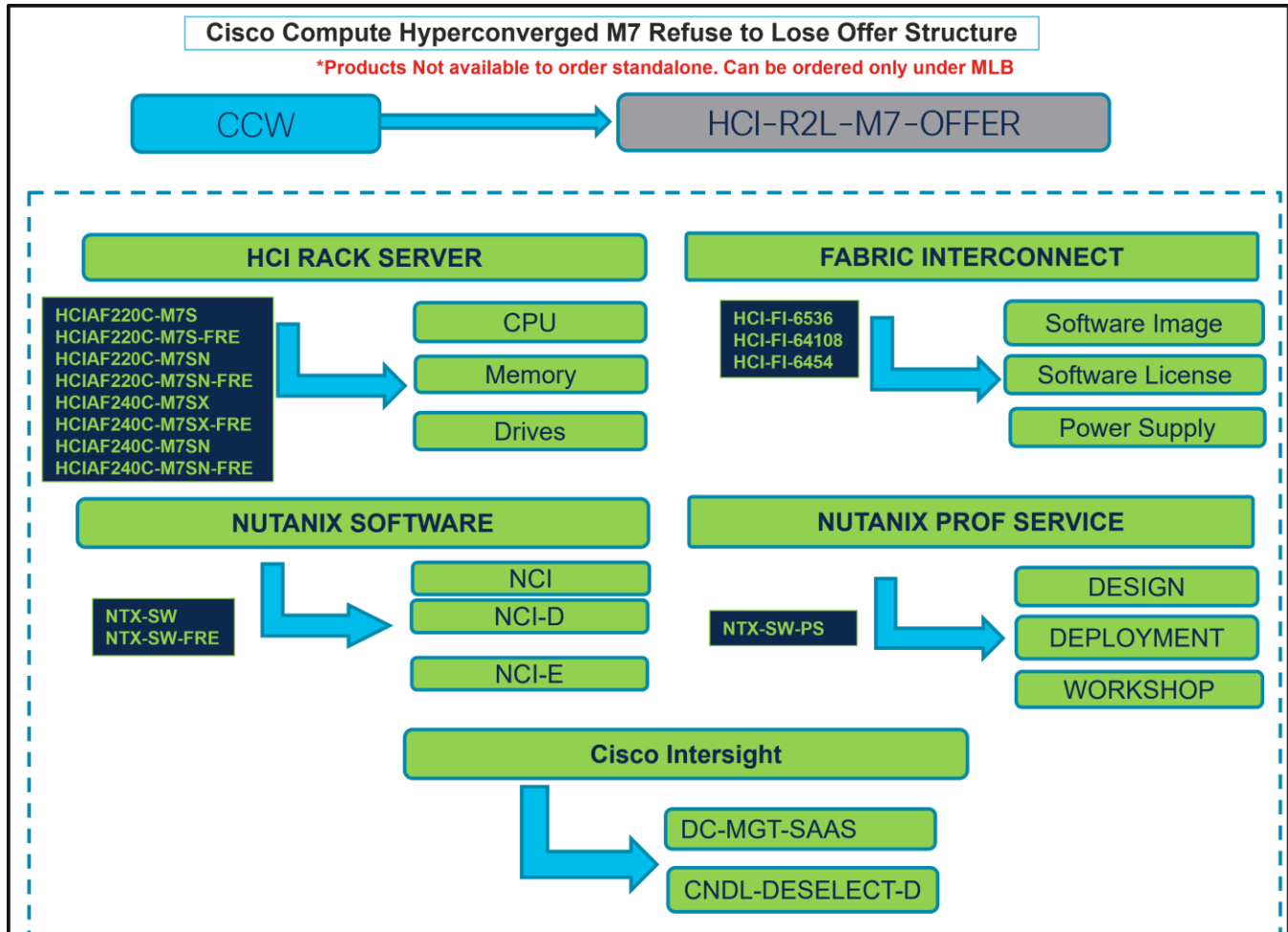
Cisco sales teams and partners.

## 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-R2L-M7-OFFER. 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 M7 Server with Nutanix Refuse to Lose Offer Structure



### Catalog of Product IDs (PIDs)

**Note:** For a complete list of part numbers for the see the [Cisco Compute Hyperconverged with Nutanix-HCIAF220 M7 All-Flash Server](#) and [Cisco Compute Hyperconverged with Nutanix-HCIAF240 M7 All-NVMe/All-Flash Server](#)

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

Product ID (PID)	Description
HCI-R2L-M7-OFFER	Cisco Compute Hyperconverged Refuse To Lose M7 HX Migration Offer

**Table 2.** HCI Rack Server Major Line PIDs

Product ID (PID)	Description
HCIAS240C-M7SN (All NVMe)	Cisco Compute Hyperconverged HCIAS240cM7 All-NVMe server
HCIAS240C-M7SN-FRE (All NVMe)	CCHC R2L Free HCIAS240cM7 All-NVMe Free server

Product ID (PID)	Description
HCIAF240C-M7SX (All Flash)	Cisco Compute Hyperconverged HCIAF240cM7 All-Flash server
HCIAF240C-M7SX-FRE (All Flash)	CCHC R2L Free HCIAF240cM7 All-Flash Free server
HCIAF220C-M7SN (All NVMe)	Cisco Compute Hyperconverged HCIAF220cM7 All-NVMe server
HCIAF220C-M7SN-FRE (All NVMe)	CCHC R2L Free HCIAF220cM7 All-NVMe Free server
HCIAF220C-M7S (All Flash)	Cisco Compute Hyperconverged HCIAF220cM7 All-Flash server
HCIAF220C-M7S-FRE (All Flash)	CCHC R2L Free HCIAF220cM7 All-Flash server

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

Product ID (PID)	Description
HCI-FI-6536	Cisco Compute Hyperconverged Fabric Interconnect 6536
HCI-FI-64108	Cisco Compute Hyperconverged Fabric Interconnect 64108
HCI-FI-6454	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-FRE	Nutanix R2L Free Software 3Y and above
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-D	Conditional Deselect

## Step By Step Ordering Process

### Note:

- For a complete list of part numbers for the see [Cisco Compute Hyperconverged with Nutanix-HCIAF220 M7 All-Flash Server and Cisco Compute Hyperconverged with Nutanix-HCIAF240 M7 All-NVMe/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 1.

The screenshot shows the CCW search interface. At the top, a blue box labeled 'CCW' has an arrow pointing to a grey box labeled 'HCI-R2L-M7-OFFER'. Below this, the search bar contains the text 'Search by Sku , Program ID , Description and Product Family' with a search icon and a red 'a' icon. To the right of the search bar are buttons for 'Add', 'Find Products & Solutions', and 'Actions'. A message box states: '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 are buttons for 'Remove Selected Lines', 'Apply Success Track', and 'More'. A 'Filter By' dropdown is set to 'All Items'. The main table lists the product 'HCI-R2L-M7-OFFER' with a quantity of 1, a unit list price of 0.00, and an extended net price of 0.00. A warning icon is present next to the product name, and a red 'b' icon is overlaid on the 'Select Options' link.

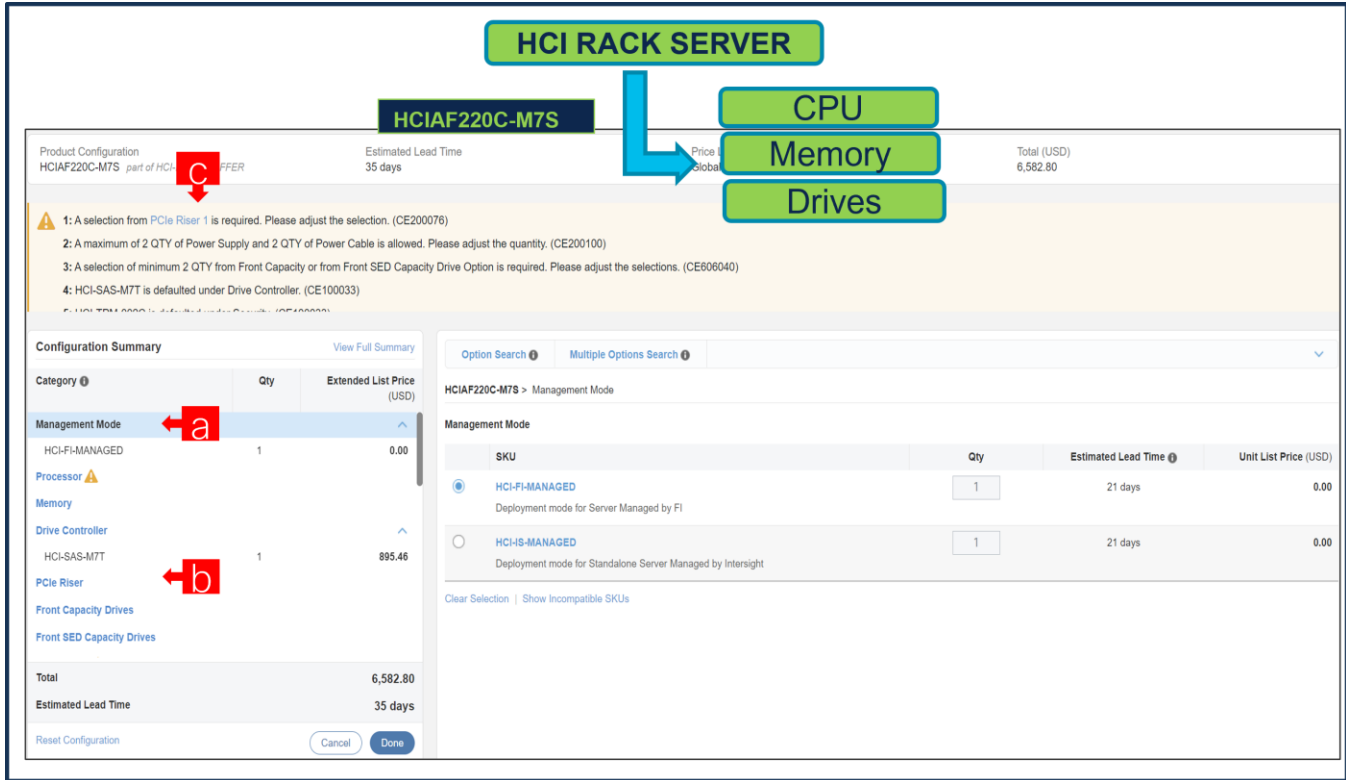
- In CCW, search for HCI-R2L-M7-OFFER PID and click on “Add”
- Click on “Select Options” to enter the configurator.

## Step 2.

The screenshot shows the HCI RACK SERVER configurator. At the top, a blue box labeled 'HCI RACK SERVER' has an arrow pointing to a green box labeled 'HCIAF220C-M7S'. To the right, three green boxes labeled 'CPU', 'Memory', and 'Drives' are stacked vertically. The main interface shows the bundle configuration 'HCI-R2L-M7-OFFER' with a total price of 24,216.40. A message box contains four notes regarding CISCOS INTERSIGHT requirements. The 'Available Components' section lists 'HCI RACK SERVER' with a red 'a' icon, 'HCIAF220C-M7S' (5,200.00), 'HCIAF220C-M7S-FRE' (0.00), 'HCIAF240C-M7SX' (6,289.45), 'HCIAF240C-M7SX-FRE' (0.00), 'FABRIC INTERCONNECT', 'NUTANIX SOFTWARE', 'NUTANIX PROF SERVICE', and 'CISCO INTERSIGHT'. The 'Selected Components' section shows 'HCI RACK SERVER > 4' (Min 0, Max 1200) with a red 'b' icon, 'HCIAF220C-M7S' (7,899.80, Qty 3, Extended 23,099.40), 'HCIAF220C-M7S-FRE' (1,117.00, Qty 1, Extended 1,117.00), 'FABRIC INTERCONNECT > 0 Selected', and 'NUTANIX SOFTWARE > 2 Selected' (Min 2, Max 2) with a red 'c' icon, 'NTX-SW' (0.00, Qty 1, Extended 0.00), and 'NTX-SW-FRE' (0.00, Qty 1, Extended 0.00).

- Select HClAF220C-M7S in QTY of 3,6,9,12,15,18,21,24,27,30.....300 by clicking the “PLUS”.
- Notice the HClAF220C-M7S Status is now Invalid as further configuration needed.
- Click on “Edit Options” to enter the configurator.

**Step 3.**



- Configure HClAF220C-M7S by selecting peripherals from category window on the left.
- PIDs are listed in the window on the right. Some PIDs like Processors, Drives and PCIe risers 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 4.**

**HCI RACK SERVER**

Bundle Configuration: HCI-R2L-M7-OFFER | Estimated Lead Time: 35 days | Price: Global | Total: 340,809.61

Product: **HCI AF220C-M7S**

Annotations: **a** (Valid status), **b** (Quantity: 3), **c** (Plus button)

Product	Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (USD)
HCI AF220C-M7S Valid	5,206.23	27,877.25	3	339,692.61
HCI AF220C-M7S-FRE Invalid	0.00	1,117.00	1	1,117.00
NTX-SW Invalid	0.00	0.00	1	0.00
NTX-SW-FRE Invalid	0.00	0.00	1	0.00

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

**Step 5.**

**HCI RACK SERVER**

Bundle Configuration: HCl-R2L-M7-OFFER | Est. Price: 35 | Product: HClAF220C-M7S

**Services/Subscriptions**

1: CISCO INTERSIGHT requires a minimum of 1 component(s). Please add additional quantities as necessary. (CE100100)  
 2: The category CISCO INTERSIGHT is required. (CE100103)  
 3: Please refer to the Nutanix Sizer Tool: https://sizer.nutanix.com/#/home before you proceed to do the Product Configuration. (CE202322)  
 4: Please note that 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. Refer to https://www.cisco.com/c/dam/en\_us/about/doing\_business/legal/service\_descriptions/docs/cisco-success-tracks.pdf for more information. (CE202322)

Product	Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (USD)
HClAF220C-M7S	5,206.23	27,877.25	3	339,892.61
HClAF220C-M7S-FRE	0.00	1,117.00	1	1,117.00
HClAF240C-M7SX	6,289.45			
NUTANIX SOFTWARE				

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 6.**

**HCI RACK SERVER**

Service Subscription: HClAF220C-M7S | Price List: Global Price List in US Dollars (USD) | Service Total (USD): 3,351.00 | Subscription Total (USD): 0.00

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)

**Service Options**

Choose Service Level from: All Service Programs

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

Duration:

**Service SKUs**

Service SKU	Product SKU	Unit List Price (USD)	Qty	Total List Price (USD)
Cisco Customer Experience Level 1 (1 ITEM)	L1NCO (CX LEVEL 1 8X7XNCDOS)			
CON-L1NCO-HClAF22C	HClAF220C-M7S	3,351.00	1	3,351.00

**Configuration Summary** | All prices shown in USD

Services: 3,351.00

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

**Note:** If Nutanix Mission Critical Software Support is purchased, it is recommended that Customer upgrade to CX Success Track Level 1 or Level 2 or Solution Support to ensure consistent SLA response time between Hardware and Software. Please refer to [https://www.cisco.com/c/dam/en\\_us/about/doing\\_business/legal/service\\_descriptions/docs/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.

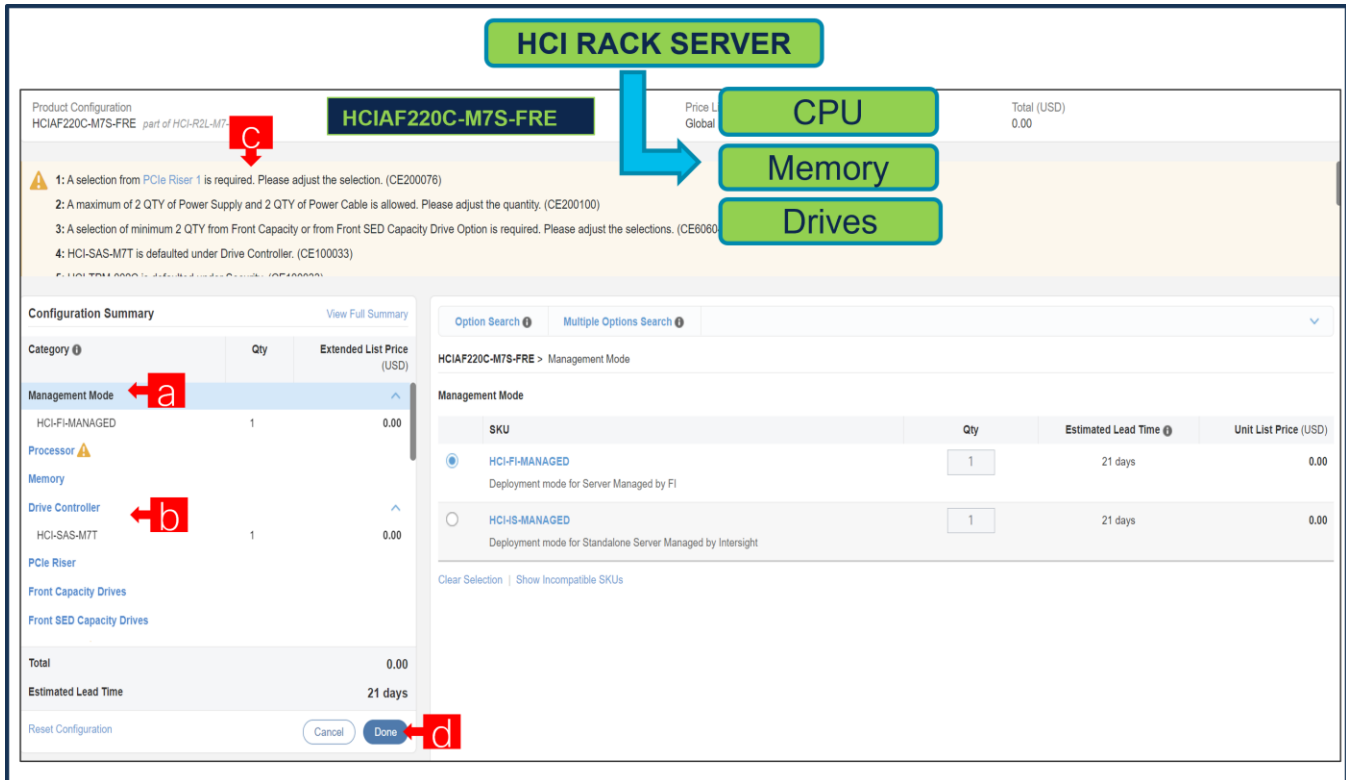
**Step 7.**

The screenshot shows a configuration page for 'HCI RACK SERVER'. At the top, a green box labeled 'HCI RACK SERVER' has an arrow pointing to a blue box labeled 'HCIAF220C-M7S-FRE'. To the right, three green boxes labeled 'CPU', 'Memory', and 'Drives' are stacked vertically. The interface includes a 'Bundle Configuration' section with 'HCI-R2L-M7-OFFER' and a 'Total' price of 347,511.61. Below this are several warning messages. The main configuration area is divided into sections: 'Available Components', 'HCI RACK SERVER > 4 Selected (Min 0, Max 1200)', 'FABRIC INTERCONNECT > 1 Selected (Min 0, Max 999999)', and 'NUTANIX SOFTWARE > 2 Selected (Min 2, Max 2)'. The 'HCI RACK SERVER' section contains a table with columns for Product, Unit List Price (USD), Adjusted List Price (USD), Qty, and Extended List Price (USD). The table lists two items: 'HCIAF220C-M7S' (3 units, 30,111.25 each, 346,394.61 total) and 'HCIAF220C-M7S-FRE' (1 unit, 1,117.00 each, 1,117.00 total). The 'HCIAF220C-M7S-FRE' item has a status of 'Invalid' and a warning icon. The 'NUTANIX SOFTWARE' section lists 'NTX-SW' and 'NTX-SW-FRE', both with a status of 'Invalid' and warning icons. Annotations 'a', 'b', and 'c' are placed on the interface: 'a' is on the plus sign next to 'HCIAF220C-M7S-FRE', 'b' is on the 'Invalid' status of 'HCIAF220C-M7S-FRE', and 'c' is on the 'Edit Options' link for 'FABRIC INTERCONNECT'.

- a. Select Free Nodes Ex: HCIAF220C-M7S-FRE in QTY of (QTY of Paid Node / 3) by clicking the “PLUS”.
- b. Notice the HCIAF220C-M7S-FRE Status is now Invalid as further configuration needed.
- c. Click on “Edit Options” to enter the configurator.

**Note:** Configuration of Paid Node and Free Node should be identical.

**Step 8.**



- a. Configure HClAF220C-M7S-FRE by selecting peripherals from category window on the left.
- b. PIDs are listed in the window on the right. Some PIDs like Processors, Drives and PCIe risers are grouped according to type or series; select from the grouped options located above SKU window on the right.
- c. Follow warning messages to configure the minimum required option PIDs.
- d. Click on “Done” when completed.

### Step 9.

HCI RACK SERVER

Bundle Configuration  
HCI-R2L-M7-OFFER

Estimated Lead Time  
35 days

Set service preferences for this configuration

HCIAF220C-M7S-FRE

1: CISCO INTERSIGHT requires a minimum of 1 component(s). Please add additional quantities as necessary. (CE100010)  
2: The category CISCO INTERSIGHT is required. (CE100103)  
3: Please refer to the Nutanix Sizer Tool: <https://sizer.nutanix.com/#/home> before you proceed to do the Product Configuration. (CE202322)  
4: Please note that 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. Refer to [https://www.cisco.com/odam/en\\_us/about/doing\\_business/legal/service\\_descriptions/docs/cisco-success-tracks.pdf](https://www.cisco.com/odam/en_us/about/doing_business/legal/service_descriptions/docs/cisco-success-tracks.pdf) for more information. (CE202322)

Price List  
Global Price

CPU
Memory
Drives

Total  
347,511.61

Cancel Done

Available Components	Unit List Price (USD)	HCI RACK SERVER > 4 Selected (Min 0, Max 1200)	Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (USD)
<b>HCI RACK SERVER</b>						
HCIAF220C-M7S Cisco Compute Hyperconverged HCIAF220dM7 All Flash Node Estimated Lead Time: 35 days	5,206.23	<input type="checkbox"/> HCIAF220C-M7S Valid		30,111.25	3	346,394.61
HCIAF220C-M7S-FRE CCHC R2L Free HCIAF220dM7 All Flash Node Estimated Lead Time: --	0.00	<input type="checkbox"/> HCIAF220C-M7S-FRE Valid <span style="color: red; font-weight: bold;">a</span>		1,117.00	1 <span style="color: red; font-weight: bold;">b</span>	1,117.00
HCIAF240C-M7SX Cisco Compute Hyperconverged HCIAF240dM7 All Flash Node Estimated Lead Time: 21 days	6,289.45	<input type="checkbox"/> HCIAF240C-M7SX				
HCIAF240C-M7SX-FRE CCHC R2L Free HCIAF240dM7 All Flash Node	0.00	<input type="checkbox"/> HCIAF240C-M7SX-FRE <span style="color: red; font-weight: bold;">c</span>				
FABRIC INTERCONNECT		FABRIC INTERCONNECT > 0 Selected (Min 0, Max 999999)				
NUTANIX SOFTWARE		NUTANIX SOFTWARE > 2 Selected (Min 2, Max 2)				
NTX-SW Invalid		<input type="checkbox"/> NTX-SW Invalid		0.00	1	0.00
NTX-SW-FRE Invalid		<input type="checkbox"/> NTX-SW-FRE Invalid		0.00	1	0.00

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

**Step 10.**

**HCI RACK SERVER**

**HCIAF220C-M7S-FRE**      **Services/Subscriptions**

Bundle Configuration  
HCI-R2L-M7-OFFER

Set service preferences for this configuration

1: CISCO INTERSIGHT requires a minimum of 1 component(s). Please add additional quantities as necessary. (CE100010)  
 2: The category CISCO INTERSIGHT is required. (CE100103)  
 3: Please refer to the Nutanix Sizer Tool: <https://sizer.nutanix.com/#home> before you proceed to do the Product Configuration. (CE202322)  
 4: Please note that 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. 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. (CE202322)

Available Components	Unit List Price (USD)
<b>HCI RACK SERVER</b>	
HCIAF220C-M7S Cisco Compute Hyperconverged HCIAF220cM7 All Flash Node Estimated Lead Time: 35 days	5,206.23
HCIAF220C-M7S-FRE CCHC R2L Free HCIAF220cM7 All Flash Node Estimated Lead Time: --	0.00
HCIAF240C-M78X Cisco Compute Hyperconverged HCIAF240cM7 All Flash Node Estimated Lead Time: 21 days	6,289.45
HCIAF240C-M78X-FRE CCHC R2L Free HCIAF240cM7 All Flash Node	0.00
FABRIC INTERCONNECT	
NUTANIX SOFTWARE	
NUTANIX PROF SERVICE	
CISCO INTERSIGHT	

HCI RACK SERVER > 4 Selected (Min 0, Max 1200)		Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (USD)
HCIAF220C-M7S Valid			30,111.25	3	346,394.61
Cisco Compute Hyperconverged HCIAF220cM7 All Flash Node Add Custom Name   Edit Options   Edit Services/Subscriptions   Remove Line					
HCIAF220C-M7S-FRE Valid			1,117.00	1	1,117.00
CCHC R2L Free HCIAF220cM7 All Flash Node Add Custom Name   Edit Options   Edit Services/Subscriptions   Remove Line					
Add a HCI RACK SERVER from the left panel					
FABRIC INTERCONNECT > 0 Selected (Min 0, Max 999999)					
Add a FABRIC INTERCONNECT from the left panel					
NUTANIX SOFTWARE > 2 Selected (Min 2, Max 2)					
NTX-SW Invalid			0.00	1	0.00
Nutanix Software 3Y and above Add Custom Name   Edit Options   Remove Line					
Requested Start Date	Requested For	Automatically Renews For	Billing Frequency		
30-Mar-2024	36 Months From 30-Mar-2024 To 29-Mar-2027 No Auto Renewal		Prepaid Term		
NTX-SW-FRE Invalid			0.00	1	0.00
Nutanix R2L Free Software 3Y and above Add Custom Name   Edit Options   Remove Line					
Requested Start Date	Requested For	Automatically Renews For	Billing Frequency		
30-Mar-2024	36 Months From 30-Mar-2024 To 29-Mar-2027 No Auto Renewal		Prepaid Term		

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 11.**



**HCI RACK SERVER**

Service Subscription: HCIAF220C-M7S-FRE      Price List: Global Price List in US Dollars (USD)      Service Total (USD): 3,351.00      Subscription Total (USD): 3,351.00

**HCIAF220C-M7S-FRE**      **Services/Subscriptions**

*You may receive additional discounts because you selected two or more years of service. To review your subscriptions 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     Delay service start to     Co-Term service to

Duration:

Service SKU	Product SKU	Unit List Price (USD)	Qty	Total List Price (USD)
Cisco Customer Experience Level 1 (1 ITEM) SERVICE PROGRAM L1NCO (CX LEVEL 1 8X7XNCDOS) SUMMARY CON-L1NCO-HC22CM7S CX LEVEL 1 8X7XNCDOS CCHC R2L Free HCIAF220... SERVICE SKU Change Service   Remove Service	Duration 36 Months HCIAF220C-M7S-FRE CCHC R2L Free HCIAF220cM7 All Flash Node PRODUCT SKU	3,351.00	1	3,351.00

**Configuration Summary**    All prices shown in USD

Services: 3,351.00

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

**Note:** If Nutanix Mission Critical Software Support is purchased, it is recommended that Customer upgrade to CX Success Track Level 1 or Level 2 or Solution Support to ensure consistent SLA response time between Hardware and Software. Please refer to [https://www.cisco.com/c/dam/en\\_us/about/doing\\_business/legal/service\\_descriptions/docs/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 12.**

**HCI RACK SERVER**

**HCI AF220C-M7S**  
**HCI AF220C-M7S-FRE**

**Split HW Lines for Multiple Ship Location**

Bundle Configuration: HCI-R2L-M7-OFFER

Price List: Total: 234,280.74

Set service preferences for this configuration

1: Please refer to the Nutanix Sizer Tool: <https://sizer.nutanix.com/#/home> before you proceed to do the Product Configuration. (CE202322)  
 2: Please note that Intersight is required selection, if you have not previously purchased Intersight please make selection. (CE202322)  
 3: Please note that 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. 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. (CE202322)

Available Components	Unit List Price (USD)	HCI RACK SERVER > 4 Selected (Min 0, Max 1200)			
Product	Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (USD)	
<b>HCI AF220C-M7S</b> Cisco Compute Hyperconverged HCI AF220cM7 All Flash Node Estimated Lead Time: 35 days	5,206.23	31,786.75	2	234,280.74	
<b>HCI AF220C-M7S-FRE</b> CCHC R2L Free HCI AF220cM7 All Flash Node Estimated Lead Time: 21 days	0.00	31,786.75	1	117,140.37	
<b>HCI AF240C-M7SX</b> Cisco Compute Hyperconverged HCI AF240cM7 All Flash Node Estimated Lead Time: 21 days	6,289.45	5,026.50	1	5,026.50	

Available Components:

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

Product details for HCI RACK SERVER:

- Site 1**: HCI AF220C-M7S (Qty: 2) - Extended List Price: 234,280.74
- Site 2**: HCI AF220C-M7S-FRE (Qty: 1) - Extended List Price: 117,140.37
- Site 2**: HCI AF240C-M7SX (Qty: 1) - Extended List Price: 5,026.50

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

Product	Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (USD)
<b>HCI-FI-6536</b> Cisco Compute Hyperconverged Fabric Interconnect 6536	41,364.74	41,364.74	2	84,716.96

- a. If Servers or any HW Components needs to be shipped to multiple locations using single order, user need to split the current lines in multiple lines. Example shown here..

**Step 13.**

**Fabric Interconnect**

**HCI-FI-6536**  
**HCI-FI-64108**  
**HCI-FI-6454**

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

Bundle Configuration: HCI-R2L-M7-OFFER

Price List: Total: 351,421.11

Set service preferences for this configuration

1: Please refer to the Nutanix Sizer Tool: <https://sizer.nutanix.com/#/home> before you proceed to do the Product Configuration. (CE202322)  
 2: Please note that Intersight is required selection, if you have not previously purchased Intersight please make selection. (CE202322)  
 3: Please note that 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. 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. (CE202322)

Available Components	Unit List Price (USD)	HCI RACK SERVER > 4 Selected (Min 0, Max 1200)			
Product	Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (USD)	
<b>HCI-FI-6536</b> Cisco Compute Hyperconverged Fabric Interconnect 6536 Estimated Lead Time: 21 days	22,182.37	35,220.74	3	351,421.11	
<b>HCI-FI-6454</b> Cisco Compute Hyperconverged Fabric Interconnect 6454 Estimated Lead Time: --	29,034.45	5,026.50	1	5,026.50	

Available Components:

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

Product details for HCI RACK SERVER:

- Site 1**: HCI-FI-6536 (Qty: 3) - Extended List Price: 351,421.11
- Site 2**: HCI-FI-6454 (Qty: 1) - Extended List Price: 5,026.50

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

Product	Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (USD)
<b>HCI-FI-6536</b> Cisco Compute Hyperconverged Fabric Interconnect 6536	35,220.74	35,220.74	1	36,214.48

NUTANIX SOFTWARE > 2 Selected (Min 2, Max 2)

Product	Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (USD)
<b>NTX-SW</b> Nutanix Software 3Y and above Requested Start Date: 31-Mar-2024 Requested For: 36 Months From 31-Mar-2024 To 30-Mar-No Auto Renewal Automatically Renews For: 2027 Billing Frequency: Prepaid Term	0.00	0.00	1	0.00
<b>NTX-SW-FRE</b> Nutanix R2L Free Software 3Y and above Requested Start Date: 31-Mar-2024 Requested For: 36 Months From 31-Mar-2024 To 30-Mar-No Auto Renewal Automatically Renews For: 2027 Billing Frequency: Prepaid Term	0.00	0.00	1	0.00

- a. Select HCI-FI-6536 ATO with 2 QTY under MLB by clicking the "PLUS"

- b. Notice the HCI-FI-6536 ATO Status is “invalid” as further configuration needed.
- c. Click on “Edit Options” to enter the configurator.

**Step 14.**

The screenshot displays the configuration interface for the product HCl-FI-6536. At the top, a blue box labeled 'Fabric Interconnect' has an arrow pointing to three green boxes: 'Software Image', 'Software License', and 'Power Supply'. The main interface is divided into a left sidebar and a right main area. The left sidebar, titled 'Configuration Summary', lists various categories with their quantities and prices. A red arrow labeled 'a' points to the 'Power Cable' category. A red arrow labeled 'b' points to the 'Power Cable' category in the main area. A red arrow labeled 'c' points to the 'Done' button at the bottom right. The main area shows a list of power cable options with columns for SKU, Qty, Estimated Lead Time, and Unit List Price.

Category	Qty	Extended List Price (USD)
Deployment Mode		
HCI-UCSM-MODE	1	0.00
Software Image		
N10-MGT018		0.00
Software License		
HCI-FI-6500-SW	1	9,045.00
Power Supply		
HCI-PSU-6536-AC	2	1,987.48
<b>Power Cable</b>		
<b>Total</b>		<b>33,142.48</b>
<b>Estimated Lead Time</b>		<b>21 days</b>

SKU	Qty	Estimated Lead Time	Unit List Price (USD)
CAB-250V-10A-BR Power Cord - 250V, 10A - Brazil	2	7 days	0.00
CAB-JPN-3PIN Power Cord 3PIN Japan	2	21 days	0.00
CAB-9K10A-AU Power Cord, 250VAC 10A 3112 Plug, Australia	2	7 days	0.00
CAB-9K12A-NA Power Cord, 125VAC 13A NEMA 5-15 Plug, North America	2	7 days	0.00
CAB-NSK6A-NA Power Cord, 200/240V 6A North America	2	7 days	0.00

- a. Configure HCl-FI-6536 by selecting peripherals from window on the left. Deployment Mode, Software Image, Software License and Power Supply is default selection. Transceiver Cable and QSFP Cables are Optional selection.
- b. Power Cables are mandatory selections.
- c. Click on “Done” when completed.

**Step 15.**

**Fabric Interconnect**

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

**a**

Available Components	Unit List Price (USD)
HCI RACK SERVER	
HCI AF220C-M7S Cisco Compute Hyperconverged HCI AF220cM7 All Flash Node Estimated Lead Time: 35 days	5,206.23
HCI AF220C-M7S-FRE CCHC R2L Free HCI AF220cM7 All Flash Node Estimated Lead Time: --	0.00
HCI AF240C-M7SX Cisco Compute Hyperconverged HCI AF240cM7 All Flash Node Estimated Lead Time: 21 days	6,289.45
FABRIC INTERCONNECT	
NUTANIX SOFTWARE	
NUTANIX PROF SERVICE	
CISCO INTERSIGHT	

Product	Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (USD)
HCI-FI-6536 Valid Cisco Compute Hyperconverged Fabric Interconnect 6536	34,196.74		2	70,380.96

Product	Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (USD)
NTX-SW Invalid Nutanix Software 3Y and above	0.00		1	0.00
NTX-SW-FRE Invalid Nutanix R2L Free Software 3Y and above	0.00		1	0.00

a. Note Status is now showing as “Valid”.

**Step 16.**

**Fabric Interconnect**

**HCI-FI-6536**

**Services/Subscriptions**

**a**

Available Components	Unit List Price (USD)
HCI RACK SERVER	
HCI AF220C-M7S Cisco Compute Hyperconverged HCI AF220cM7 All Flash Node Estimated Lead Time: 35 days	5,206.23
HCI AF220C-M7S-FRE CCHC R2L Free HCI AF220cM7 All Flash Node Estimated Lead Time: --	0.00
HCI AF240C-M7SX Cisco Compute Hyperconverged HCI AF240cM7 All Flash Node Estimated Lead Time: 21 days	6,289.45
FABRIC INTERCONNECT	
NUTANIX SOFTWARE	
NUTANIX PROF SERVICE	
CISCO INTERSIGHT	

Product	Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (USD)
HCI-FI-6536 Valid Cisco Compute Hyperconverged Fabric Interconnect 6536	34,196.74		2	70,380.96

Product	Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (USD)
NTX-SW Invalid Nutanix Software 3Y and above	0.00		1	0.00
NTX-SW-FRE Invalid Nutanix R2L Free Software 3Y and above	0.00		1	0.00

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 17.**

The screenshot displays the Cisco configuration interface for Fabric Interconnect services. At the top, a green box labeled "Fabric Interconnect" points to the "Service Subscription" section, which shows "HCI-FI-6536" with a price of 144.00 USD. A blue arrow points from this section to a green box labeled "Services/Subscriptions". Below this, a message states: "The duration that you entered has been successfully applied to all the services. (C0329)".

The "Service Options" section includes a search bar, a "Time Duration" dropdown set to 36 months, and radio buttons for "Duration", "Delay service start to", and "Co-Term service to". A red "b" callout points to the "Duration" dropdown. Below the options are "Reset" and "Apply" buttons, with another red "b" callout pointing to the "Apply" button.

A table lists the service SKUs:

Service SKU	Product SKU	Unit List Price (USD)	Qty	Total List Price (USD)
Cisco Customer Experience Level 1 (1 ITEM) SERVICE PROGRAM	L1NCO (CX LEVEL 1 8X7XNCDOS) SUMMARY		36 Months	
CON-L1NCO-HCIF16BU CX LEVEL 1 8X7XNCDOS Cisco Compute Hyperconve... SERVICE SKU	HCI-FI-6536 Cisco Compute Hyperconverged Fabric Interconnect 6536 PRODUCT SKU	6,144.00	1	6,144.00

At the bottom, there is a "Configuration Summary" table showing "Services" for a total price of 6,144.00 USD. A red "b" callout points to the "Done" button.

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

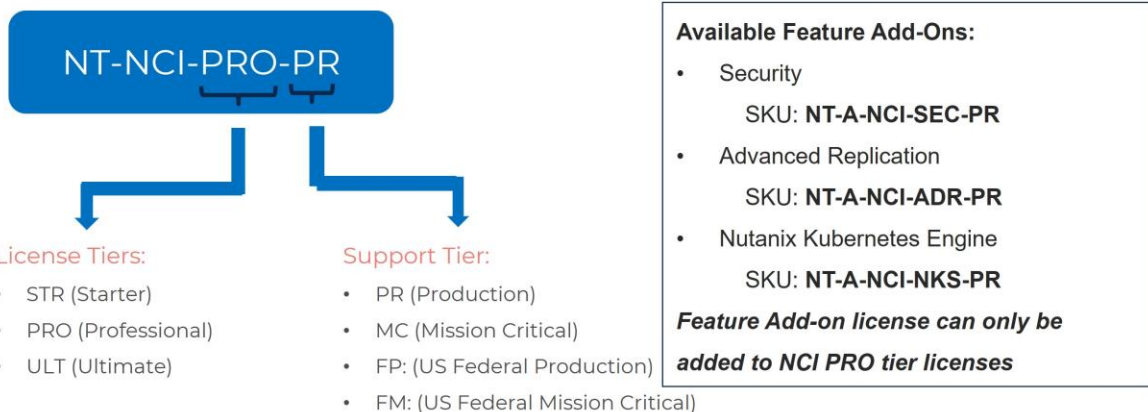
**Note:** If Nutanix Mission Critical Software Support is purchased, it is recommended that Customer upgrade to CX Success Track Level 1 or Level 2 or Solution Support to ensure consistent SLA response time between Hardware and Software. Please refer to [https://www.cisco.com/c/dam/en\\_us/about/doing\\_business/legal/service\\_descriptions/docs/cisco-success-tracks.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

### Nutanix Software Product Scope offering in Refuse to Lose Offer

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.

### NUTANIX CLOUD INFRASTRUCTURE (NCI)



## 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)
- AP (ASP 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

Step 18.

**NUTANIX SOFTWARE**

**NTX-SW**

**NCI**

**NCI-D**

**NCI-E**

Product	Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (USD)
HCI AF220C-M7S	30,111.25		3	346,394.61
HCI AF220C-M7S-FRE	3,351.00		1	3,351.00
Add a HCI RACK SERVER from the left panel				
Product	Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (USD)
HCI-FI-6536	38,292.74		2	78,572.96
Add a FABRIC INTERCONNECT from the left panel				
Product	Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (USD)
NTX-SW	0.00	0.00	1	0.00
Requested Start Date: 30-Mar-2024   Requested For: 36 Months From 30-Mar-2024 To 29-Mar-No Auto Renewal 2027   Automatically Renews For:   Billing Frequency: Prepaid Term				
NTX-SW-FRE	0.00	0.00	1	0.00
Requested Start Date: 30-Mar-2024   Requested For: 36 Months From 30-Mar-2024 To 29-Mar-No Auto Renewal 2027   Automatically Renews For:   Billing Frequency: Prepaid Term				

- a. NTX-SW (Paid Nutanix Software) is pre-selected as its mandatory selection.
- b. Click on “Select Options” to configure the product.

**Note:** Subscription Term for NTX-SW is 36 to 60 Months

**Step 19.**



**NUTANIX SOFTWARE**

Offer Configuration NTX-SW( Part of HCI-R2L-M7-OFFER)	Estimated Lead Time NA	<div style="border: 1px solid black; padding: 2px; display: inline-block; background-color: #e0f0e0;">NTX-SW</div> <div style="margin-left: 10px; border: 1px solid black; padding: 2px; display: inline-block; background-color: #e0f0e0;">NCI</div> <div style="margin-left: 10px; border: 1px solid black; padding: 2px; display: inline-block; background-color: #e0f0e0;">NCI-D</div> <div style="margin-left: 10px; border: 1px solid black; padding: 2px; display: inline-block; background-color: #e0f0e0;">NCI-E</div>	Total (USD) 0.00
<b>Requested Terms and Billing</b>			
Requested Start Date 31-Mar-2024	Requested For 36 Months From 31-Mar-2024 To 30-Mar-2027		Billing Frequency Prepaid Term

1: 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)

2: 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)

**REQUESTED FOR**    **36 Months**    From 31-Mar-2024 To 30-Mar-2027

<b>Requested Start Date</b> <table style="width: 100%; border-collapse: collapse;"> <tr> <th style="width: 25%;">Day</th> <th style="width: 25%;">Month</th> <th style="width: 25%;">Year</th> <th style="width: 25%;"></th> </tr> <tr> <td style="border: 1px solid #ccc; text-align: center;">31</td> <td style="border: 1px solid #ccc; text-align: center;">Mar</td> <td style="border: 1px solid #ccc; text-align: center;">2024</td> <td style="border: 1px solid #ccc; text-align: center;">📅</td> </tr> </table> <p style="font-size: small; color: #666;">Enter any date up between 28-Mar-2024 and 25-Jun-2024</p>	Day	Month	Year		31	Mar	2024	📅	<b>End Date</b> <input checked="" type="radio"/> Effective For <input style="width: 40px; text-align: center;" type="text" value="36"/> Months <p style="font-size: small; color: #666;">Enter any whole month value from 36-84</p> <input type="radio"/> Co-Term to an End Date <table style="width: 100%; border-collapse: collapse;"> <tr> <th style="width: 25%;">Day</th> <th style="width: 25%;">Month</th> <th style="width: 25%;">Year</th> <th style="width: 25%;"></th> </tr> <tr> <td style="border: 1px solid #ccc; text-align: center;">30</td> <td style="border: 1px solid #ccc; text-align: center;">Mar</td> <td style="border: 1px solid #ccc; text-align: center;">2027</td> <td style="border: 1px solid #ccc; text-align: center;">📅</td> </tr> </table> <p style="font-size: small; color: #666;">Enter any date up between 30-Mar-2027 and 30-Mar-2031</p>	Day	Month	Year		30	Mar	2027	📅
Day	Month	Year															
31	Mar	2024	📅														
Day	Month	Year															
30	Mar	2027	📅														

<b>Automatically Renews On</b> No Auto Renewal <b>Auto Renewal</b> <input type="checkbox"/> Off	<b>Billing Frequency</b> Prepaid Term <input checked="" type="radio"/> Prepaid Term
---	--

Cancel
Save Changes

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

**Step 20.**

**NUTANIX SOFTWARE**

NTX-SW → NCI, NCI-D, NCI-E

Offer Configuration: NTX-SW( Part of HCI-R2L-M7-OFFER)      Estimated Lead Time: NA      Total (USD): 190,341.27

**Requested Terms and Billing**

Requested Start Date: 31-Mar-2024      Requested For: 36 Months From 31-Mar-2024 To 30-Mar-2027      Automatically Renew: No Auto Renewal      Billing Frequency: Prepaid Term

1: To complete your order, please review product terms and acknowledge checkbox under EULA category from Configuration Summary (left-hand side). (CE202343)  
 2: It is recommended that the user purchase Nutanix Professional Services: NCI Design Workshop + NCI Cluster Deployment or Expansion from NTX-SW-PS. (CE202155)

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-STR-PR	192 Core	\$27,5378 Per Core/Month

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

**Nutanix Cloud Infrastructure Edge (NCI-E)**

**EULA**

**Nutanix Support**

SKU	Qty	List Price
SVC-NT-SH-D	1	\$0.00
<b>Total</b>		<b>\$190,341.27</b>

Buttons: Restore Configuration, Cancel, Review Changes

NTX-SW > Nutanix Cloud Infrastructure (NCI)

**Nutanix Cloud Infrastructure (NCI)**

Core	SKU	Description	Unit List Price (USD)	Action
192	NT-NCI-STR-PR	NCI Starter SW LIC & Production SW Supp per Core	\$27,5378 Per Core/Month	

- a. For NTX-SW (Paid Nutanix Software), if Nutanix Cloud Infrastructure (NCI) or Nutanix Cloud Infrastructure Data (NCI-D) License are selected then they must match with the QTY of Processor Core selected under Paid Server. Here, QTY of Paid Server: HCIAF220C-M7S = 3. QTY of Processor: HCI-CPU-I6430 = 2 per Server i.e., 6 CPUs. Each CPU has 32 cores, total cores = 192. Hence, QTY of Nutanix Software License require = 192.

**Step 21.**

**NUTANIX SOFTWARE**

Offer Configuration: NTX-SW( Part of HCI-R2L-M7-OFFER) | Estimated Lead Time: NA | Total (USD): 22,595.38

Requested Terms and Billing: Requested Start Date: 31-Mar-2024 | Requested For: 36 Months From 31-Mar-2024 To 30-Mar-2027 | Billing Frequency: Prepaid Term

1: To complete your order, please review product terms and acknowledge checkbox under EULA category from Configuration Summary (left-hand side). (CE202343)  
 2: It is recommended that the user purchase Nutanix Professional Services: NCI Design Workshop + NCI Cluster Deployment or Expansion from NTX-SW-PS. (CE202155)

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)

Nutanix Cloud Infrastructure Data (NCI-D)

Nutanix Cloud Infrastructure Edge (NCI-E)

SKU	Qty	List Price
NT-NCI-E-STR-PR	15 <i>Virtual Machines</i>	\$41.8433 <i>Per Virtual Machines/Month</i>

**Total** \$22,595.38

Buttons: Restore Configuration, Cancel, Review Changes

NTX-SW > Nutanix Cloud Infrastructure Edge (NCI-E)

Nutanix Cloud Infrastructure Edge (NCI-E)

Virtual Machines	SKU	Description	Unit List Price (USD)	Action
15	NT-NCI-E-STR-PR	NCI STR SW LIC for Edge Sites & Prod SW Supp Service per VM	\$41.8433 <i>Per Virtual Machines/Month</i>	

- a. For NTX-SW (Paid Nutanix Software), if Nutanix Cloud Infrastructure Edge (NCI-E) License are selected, then max 5 QTY of NCI-E License can be selected per Server. Here, QTY of Paid Server: HCIAF220C-M7S = 3. Hence, QTY of NCI-E License allowed are 15.

**Step 22.**

**NUTANIX SOFTWARE**

Offer Configuration: NTX-SW( Part of HCI-R2L-M7-OFFER) | Estimated Lead Time: NA | Total (USD): 190,341.27

Requested Terms and Billing: Requested Start Date: 31-Mar-2024 | Requested For: 36 Months From 31-Mar-2024 To 30-Mar-2027 | Billing Frequency: Prepaid Term

1: To complete your order, please review product terms and acknowledge checkbox under EULA category from Configuration Summary (left-hand side). (CE202343)  
 2: It is recommended that the user purchase Nutanix Professional Services: NCI Design Workshop + NCI Cluster Deployment or Expansion from NTX-SW-PS. (CE202155)

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)

Nutanix Cloud Infrastructure Data (NCI-D)

Nutanix Cloud Infrastructure Edge (NCI-E)

EULA ← a

Nutanix Support

SKU	Qty	List Price
NT-NCI-STR-PR	192 <i>Core</i>	\$27.5378 <i>Per Core/Month</i>

**Total** \$190,341.27

Buttons: Restore Configuration, Cancel, Review Changes ← b

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 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).

- 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 23.**

**NUTANIX SOFTWARE**

Product	Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (USD)
NTX-SW	27.54	27.54	1	190,341.27
NTX-SW-FRE	0.00	0.00	1	0.00

- NTX-SW-FRE (Free Nutanix Software) is pre-selected as its mandatory selection.
- Click on “Edit Options” to configure the product.

**Step 24.** Subscription Term for NTX-SW-FRE is 36 to 60 Months.

**NUTANIX SOFTWARE**

Offer Configuration NTX-SW-FRE( Part of HCI-R2L-M7-OFFER)	Estimated Lead Time NA	<b>NTX-SW-FRE</b>	Price List Cisco L	Total (USD) 0.00
--	---------------------------	-------------------	-----------------------	---------------------

**Requested Terms and Billing**

Requested Start Date: 31-Mar-2024  
 Requested For: 36 Months From 31-Mar-2024 To 30-Mar-2027  
 Automatically Renew: No Auto Renewal  
 Billing Frequency: Prepaid Term

1: 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)

2: 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)

**REQUESTED FOR** 36 Months | From 31-Mar-2024 To 30-Mar-2027

**Requested Start Date** (a)  /  /

**End Date** (b)  Effective For  Months  
 Co-Term to an End Date (b)  /  /

**Automatically Renews On** (b)  No Auto Renewal  
**Auto Renewal** (b)  Off

**Billing Frequency** (b)  Prepaid Term

- 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 25.**

**NUTANIX SOFTWARE**

**NTX-SW-FRE** → **NCI**  
**NCI-D**  
**NCI-E**

Offer Configuration: NTX-SW-FRE( Part of HCI-R2L-M7-OFFER) | Estimated Lead Time: NA | Price List: Global Price List (USD) | Total (USD): \$47.09

**Requested Terms and Billing**

Requested Start Date: 31-Mar-2024 | Requested For: 36 Months From 31-Mar-2024 To 30-Mar-2027 | Automatically Renews For: No Auto Renewal | Billing Frequency: Prepaid Term

1: To complete your order, please review product terms and acknowledge checkbox under EULA category from Configuration Summary (left-hand side). (CE202343)  
2: It is recommended that the user purchase Nutanix Professional Services: NCI Design Workshop + NCI Cluster Deployment or Expansion from NTX-SW-PS. (CE202155)

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**

SKU	Qty	List Price
NT-NCI-STR-PR	64 <i>Core</i>	\$27,537.8 <i>Per Core/Month</i>

**Nutanix Cloud Infrastructure (NCI)**

Core	SKU	Description	Unit List Price (USD)	Action
64	NT-NCI-STR-PR	NCI Starter SW LIC & Production SW Supp per Core	\$27.5378 <i>Per Core/Month</i>	

**Total** \$63,447.09

Buttons: Restore Configuration, Cancel, Review Changes

- a. For NTX-SW-FRE (Free Nutanix Software), if Nutanix Cloud Infrastructure (NCI) or Nutanix Cloud Infrastructure Data (NCI-D) License are selected then they must match with the QTY of Processor Core selected under Free Server. Here, QTY of Free Server: HCIAF220C-M7S-FRE = 1. QTY of Processor: HCI-CPU-I6430 = 2 per Server i.e., 2 CPUs. Each CPU has 32 cores, total cores = 64. Hence, QTY of Nutanix Software License require = 64.

**Note:** Note: Nutanix Software PID selected under NTX-SW-FRE must be same as Nutanix Software PID selected under NTX-SW.

**Step 26.**

NUTANIX SOFTWARE

Offer Configuration  
NTX-SW-FRE( Part of HCI-R2L-M7-OFFER)

Requested Start Date 31-Mar-2024

Estimated Lead Time NA

Requested For 36 Months From 31-Mar-2024 To 30-Mar-2027

**NTX-SW-FRE**

Price List  
Global

NCI

NCI-D

NCI-E

Total (USD)  
7,531.79

Billing Frequency  
Prepaid Term

1: To complete your order, please review product terms and acknowledge checkbox under EULA category from Configuration Summary (left-hand side). (CE202343)  
 2: It is recommended that the user purchase Nutanix Professional Services: NCI Design Workshop + NCI Cluster Deployment or Expansion from NTX-SW-PS. (CE202155)

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)

Nutanix Cloud Infrastructure Data (NCI-D)

Nutanix Cloud Infrastructure Edge (NCI-E)

SKU	Qty	List Price
NT-NCI-E-STR-PR	5 <i>Virtual Machines</i>	\$41,8433 <i>Per Virtual Machines/Month</i>

EULA

Nutanix Support

SKU	Qty	List Price
<b>Total</b>		<b>\$7,531.79</b>

Restore Configuration
Cancel
Review Changes

NTX-SW-FRE > Nutanix Cloud Infrastructure Edge (NCI-E)

Nutanix Cloud Infrastructure Edge (NCI-E)

Virtual Machines	SKU	Description	Unit List Price (USD)	Action
5	NT-NCI-E-STR-PR	NCI STR SW LIC for Edge Sites & Prod SW Supp Service per VM	<b>\$41,8433</b> <i>Per Virtual Machines/Month</i>	🗑️

- a. For NTX-SW-FRE (Free Nutanix Software), if Nutanix Cloud Infrastructure Edge (NCI-E) License are selected, then max 5 QTY of NCI-E License can be selected per Server. Here, QTY of Paid Server: HCIAF220C-M7S-FRE =1 Hence, QTY of NCI-E License allowed are 5.

**Note:** Note: Nutanix Software PID selected under NTX-SW-FRE must be same as Nutanix Software PID selected under NTX-SW.

**Step 27.**

**NUTANIX SOFTWARE**

Offer Configuration NTX-SW-FRE( Part of HCI-R2L-M7-OFFER)	Estimated Lead Time NA	Price List Global Price	<div style="border: 1px solid green; padding: 2px; display: inline-block;">NCI</div> <div style="border: 1px solid green; padding: 2px; display: inline-block;">NCI-D</div> <div style="border: 1px solid green; padding: 2px; display: inline-block;">NCI-E</div>	Total (USD) 63,447.09
<b>Requested Terms and Billing</b>		<b>NTX-SW-FRE</b>		
Requested Start Date 31-Mar-2024	Requested For 36 Months From 31-Mar-2024 To 30-Mar-2027	Automatic Renewal No Auto Renewal		Billing Frequency Prepaid Term

1: To complete your order, please review product terms and acknowledge checkbox under EULA category from Configuration Summary (left-hand side). (CE202343)  
 2: It is recommended that the user purchase Nutanix Professional Services: NCI Design Workshop + NCI Cluster Deployment or Expansion from NTX-SW-PS. (CE202155)

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-STR-PR	64 <i>Core</i>	\$27,5378 <i>Per Core/Month</i>

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

**Nutanix Cloud Infrastructure Edge (NCI-E)**

**EULA** ← a

**Nutanix Support**

SKU	Qty	List Price
SVC-NT-SUP	1	\$63,447.09

**Total** \$63,447.09

Restore Configuration    Cancel    **Review Changes** ← b

NTX-SW-FRE > 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 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).

- 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"

**Nutanix Professional Services SKU**



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

Product	Stage	Professional Services Offerings
NCI	Design	NCI Design Workshop
	Deploy	NCI Cluster Deployment or Expansion
	Migrate	Virtual Machine Migration Workshop
	Migrate	Virtual Machine Migration

### Step 28.

The screenshot displays a procurement interface with several sections:

- Available Components:** Lists HCI RACK SERVER, FABRIC INTERCONNECT, NUTANIX SOFTWARE, NUTANIX PROF SERVICE, and CISCO INTERSIGHT.
- Product Selection:**
  - HCI RACK SERVER > 2 Selected:** Includes HClAF220C-M7S (Qty: 3, Price: 351,421.11) and HClAF220C-M7S-FRE (Qty: 1, Price: 5,026.50).
  - FABRIC INTERCONNECT > 2 Selected:** Includes HCl-FI-6536 (Qty: 2, Price: 84,716.96).
  - NUTANIX SOFTWARE > 2 Selected:** Includes NTX-SW (Qty: 1, Price: 190,341.27) and NTX-SW-FRE (Qty: 1, Price: 63,447.08).
  - NUTANIX PROF SERVICE > 1 Selected:** Includes NTX-SW-PS (Qty: 1, Price: --).

Annotations in the image:

- A blue box labeled "NUTANIX PROF SERVICE" has a blue arrow pointing to the "NTX-SW-PS" product.
- Three green boxes labeled "DESIGN", "DEPLOYMENT", and "WORKSHOP" are stacked vertically, with a blue arrow pointing to the "NTX-SW-PS" product.
- A red arrow labeled "a" points to the "NTX-SW-PS" product.
- A red arrow labeled "b" points to the "Edit Options" link for the "NTX-SW-PS" product.

- It is recommended that User Purchase NTX-SW-PS. Please make selection by clicking
- Click on Edit Options to configure the Product.

## Step 29.

**NUTANIX PROF SERVICE**

NTX-SW-PS

DESIGN

DEPLOYMENT

WORKSHOP

Offer Configuration: NTX-SW-PS( Part of HCI-R2L-M7-OFFER) | Estimated Lead Time: NA

Requested Terms and Billing: Requested Start Date: 31-Mar-2024 | Requested For: 1 Months From 31-Mar-2024 To 29-Apr-2024

To complete your order, please review product terms and acknowledge checkbox under EULA category from Configuration Summary (left-hand side). (CE20234...)

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) Services ← **a**

EULA

Nutanix Support

SKU	Qty	List Price
SVS-NT-SUP	1 Each	\$0.00 Per Each/Month
<b>Total</b>		<b>\$0.00</b>

Buttons: Restore Configuration, Cancel, Review Changes

NTX-SW-PS > Nutanix Cloud Infrastructure (NCI) Services

Nutanix Cloud Infrastructure (NCI) Services ← **a**

**NCI Design Workshop**

Units	SKU	Description	Unit List Price (USD)	Action
<input type="text" value="Qty"/>	NT-W-DS-STR	NCI Design Workshop - Starter - Workshop Only	Enter Qty to see List Price Per Units/Month	
<input type="text" value="Qty"/>	NT-W-DS-STR-SD	NCI Design Workshop - Starter - Standard Doc	Enter Qty to see List Price Per License/Month	
<input type="text" value="Qty"/>	NT-W-DS-STR-ED	NCI Design Workshop - Starter - Enhanced Doc	Enter Qty to see List Price Per License/Month	
<input type="text" value="Qty"/>	NT-W-DS-PRO	NCI Design Workshop - Pro - Workshop Only	Enter Qty to see List Price Per Sites/Month	
<input type="text" value="Qty"/>	NT-W-DS-PRO-SD	NCI Design Workshop - Pro - Standard Doc	Enter Qty to see List Price Per License/Month	
<input type="text" value="Qty"/>	NT-W-DS-PRO-ED	NCI Design Workshop - Pro - Enhanced Doc	Enter Qty to see List Price Per Sites/Month	
<input type="text" value="Qty"/>	NT-W-DS-ULT-SD	NCI Design Workshop - Ultimate - Standard Doc	Enter Qty to see List Price Per Sites/Month	
<input type="text" value="Qty"/>	NT-W-DS-ULT-ED	NCI Design Workshop - Ultimate - Enhanced Doc	Enter Qty to see List Price Per Sites/Month	

**NCI Cluster Deployment or Expansion** ← **a**

Units	SKU	Description	Unit List Price (USD)	Action
<input type="text" value="Qty"/>	NT-S-DP-STR-AVB	NCI Cluster Deployment or Expansion - Starter - AHV - Base	Enter Qty to see List Price Per Units/Month	
<input type="text" value="Qty"/>	NT-S-DP-STR-AVV ← <b>b</b>	NCI Cluster Deployment or Expansion - Starter - AHV - Var	Enter Qty to see List Price Per Nodes/Month	

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

## Step 30.

**NUTANIX SOFTWARE**

Offer Configuration: NTX-SW-PS( Part of HCI-R2L-M7-OFFER)      Estimated Lead Time: NA      Price List: Global P      Total (USD): 0.00

**Requested Terms and Billing**

Requested Start Date: 31-Mar-2024      Requested For: 1 Months From 31-Mar-2024 To 29-Apr-2024      Automatic Renewal: No Auto Renewal      Billing Frequency: Prepaid Term

To complete your order, please review product terms and acknowledge checkbox under EULA category from Configuration Summary (left-hand side). (CE202343)

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) Services

**EULA** ← a

Nutanix Support

SKU	Qty	List Price
SVS-NT-SUP	1 Each	\$0.00 Per Each/Month

**Total** \$0.00

Restore Configuration    Cancel    Review Changes ← b

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 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 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).

- 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 31.**

**Cisco Intersight**

**DC-MGT-SAAS**

Product	Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (USD)
HCI-RACK-SERVER				
FABRIC-INTERCONNECT				
NUTANIX SOFTWARE				
NUTANIX PROF SERVICE				
CISCO INTERSIGHT				
DC-MGT-SAAS				
CNDL-DESELECT-D	0.00			
HCI-RACK-SERVER				
FABRIC-INTERCONNECT				
NUTANIX SOFTWARE				
NUTANIX PROF SERVICE				
CISCO INTERSIGHT				
DC-MGT-SAAS				
CNDL-DESELECT-D	0.00			

Product: HCI-RACK-SERVER      Unit List Price (USD):      Adjusted List Price (USD):      Qty:      Extended List Price (USD):

Product: HCI-F1-4638      Unit List Price (USD): 41,364.74      Adjusted List Price (USD):      Qty: 2      Extended List Price (USD): 84,716.96

Product: NUTANIX SOFTWARE - 2 Selected (Min 2, Max 2)

Product: NUTANIX SOFTWARE      Unit List Price (USD):      Adjusted List Price (USD): 27.54      Qty: 1      Extended List Price (USD): 190,341.27

Requested Start Date: 31-Mar-2024      Requested For: 36 Months From 31-Mar-2024 To 30-Mar-2027      Automatically Renews For: No Auto Renewal      Billing Frequency: Prepaid Term

Product: NUTANIX PROF SERVICE      Unit List Price (USD):      Adjusted List Price (USD): 26,882.57      Qty: 1      Extended List Price (USD): 29,208.08

Requested Start Date: 31-Mar-2024      Requested For: 1 Months From 31-Mar-2024 To 29-Apr-2024      Automatically Renews For: No Auto Renewal      Billing Frequency: Prepaid Term

Product: DC-MGT-SAAS      Unit List Price (USD):      Adjusted List Price (USD):      Qty: 1      Extended List Price (USD):

Requested Start Date: 31-Mar-2024      Requested For: 36 Months From 31-Mar-2024 To 30-Mar-2027      Automatically Renews For: 12 Months On 31-Mar-2027      Billing Frequency: Prepaid Term

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

**Step 32.**

The screenshot displays the configuration interface for 'DC-MGT-SAAS'. At the top, a green box labeled 'Cisco Intersight' has an arrow pointing to another green box labeled 'DC-MGT-SAAS'. Below this, the configuration details are shown:

- Offer Configuration:** DC-MGT-SAAS( Part of HCI-R2L-M7-OFFER)
- Estimated Lead Time:** NA
- Price List:** Global Price List (USD)
- Unit Price (USD):** 5,040.00

**Requested Terms and Billing**

- Requested Start Date:** 31-Mar-2024
- Requested For:** 36 Months From 31-Mar-2024 To 30-Mar-2027
- Automatically Renews For:** 12 Months On 31-Mar-2027
- Billing Frequency:** Prepaid Term

Two informational messages are present:

- 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)
- 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)

The configuration section below shows:

- REQUESTED FOR:** 36 Months (From 31-Mar-2024 To 30-Mar-2027)
- Requested Start Date:** Day: 31, Month: Mar, Year: 2024. (Arrow 'a' points here)
- End Date:** Effective For: 36 Months. (Arrow 'b' points here)
- Co-Term to an End Date:** Day: 30, Month: Mar, Year: 2027.
- Automatically Renews For:** 12 Months On 31-Mar-2027.
- Auto Renewal:** On (Arrow 'b' points here)
- Billing Frequency:** Prepaid Term (Arrow 'b' points here)
- Other options: Annual Billing, Quarterly Billing, Monthly Billing.

Buttons for 'Cancel' and 'Save Changes' are at the bottom right.

- 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 33.**

**Cisco Intersight**

**DC-MGT-SAAS**

Offer Configuration: DC-MGT-SAAS( Part of HCI-R2L-M7-OFFER) | Estimated Lead Time: NA | Price List: Global Price List (USD) | Price: 5,040.00

**Requested Terms and Billing**

Requested Start Date: 31-Mar-2024 | Requested For: 36 Months From 31-Mar-2024 To 30-Mar-2027 | Automatically Renews For: 12 Months On 31-Mar-2027 | Billing Frequency: Prepaid Term

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)

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**

**Cisco Intersight 2.0 Infrastructure Services**

SKU	Qty	List Price
DC-MGT-IS-SAAS-ES	4 Device	\$35.00 Per Device/Month
<b>Cisco Intersight Workload Optimizer (IWO) - SaaS</b>		
<b>Cisco Intersight Support</b>		
SKU	Qty	List Price
SVS-DCM-SUPT-BAS	1 Each	\$0.00 Per Each/Month
<b>Total</b>		<b>\$5,040.00</b>

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

**Cisco Intersight 2.0 Infrastructure Services**

Device	SKU	Description	Unit List Price (USD)	Action
4	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	

Buttons: Restore Configuration, Cancel, Review Changes

- 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 34.**

**Cisco Intersight**

**DC-MGT-SAAS**

Offer Configuration: DC-MGT-SAAS( Part of HCI-R2L-M7-OFFER) | Estimated Lead Time: NA | Price List: Global Price List (USD) | Price: 5,040.00

**Requested Terms and Billing**

Requested Start Date: 31-Mar-2024 | Requested For: 36 Months From 31-Mar-2024 To 30-Mar-2027 | Automatically Renews For: 12 Months On 31-Mar-2027 | Billing Frequency: Prepaid Term

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)

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**

**Cisco Intersight 2.0 Infrastructure Services**

SKU	Qty	List Price
DC-MGT-IS-SAAS-ES	4 Device	\$35.00 Per Device/Month
<b>Cisco Intersight Workload Optimizer (IWO) - SaaS</b>		
<b>Cisco Intersight Support</b>		
SKU	Qty	List Price
SVS-DCM-SUPT-BAS	1 Each	\$0.00 Per Each/Month
<b>Total</b>		<b>\$5,040.00</b>

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

**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	

Buttons: Restore Configuration, Cancel, Review Changes

- a. The Cisco Intersight License comes with separate Support. Basic Embedded Support is the default selection. It is recommended that Customer should upgrade to Solution Support or CX Success Track L1 or L2 for the HW if Nutanix Mission Critical Software Support is purchased.

### Step 35.

The screenshot shows a configuration tool interface with the following components and pricing:

Product	Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (USD)
HCI RACK SERVER + 4 Selected (Min 0, Max 1200)				
HCMF230C-M7S Valid	31,785.75	31,785.75	3	95,421.11
HCMF230C-M7S-FRE Valid	5,026.50	5,026.50	1	5,026.50
FABRIC INTERCONNECT + 2 Selected (Min 0, Max 100000)				
HCI-F1-803E Valid	41,364.74	41,364.74	2	84,716.96
NUTANIX SOFTWARE + 2 Selected (Min 2, Max 2)				
NTX-398 Valid	27.54	27.54	1	198,341.27
NTX-398-FRE Valid	27.54	27.54	1	63,447.00
NUTANIX PROF. SERVICE + 1 Selected (Min 0, Max 1)				
NTX-398-PS Valid	29,208.00	29,208.00	1	29,208.00
CISCO INTERSIGHT + 1 Selected (Min 1, Max 1)				
IC-INTS-SAAS Valid	5,940.00	5,940.00	1	5,940.00

- 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.

### Step 36.

**Cisco Intersight**

**CNDL-DESELECT-D**

**Available Components**

Component	Unit List Price (USD)
HCI RACK SERVER	
FABRIC INTERCONNECT	
NUTANIX SOFTWARE	
NUTANIX PROF SERVICE	
CISCO INTERSIGHT	
DC8MT-3A43 Cisco Intersight SaaS	
CNDL-DESELECT-D Conditional Deselect Estimated Lead Time: 7 days	0.00

**HCI RACK SERVER - 4 Selected (Min 0, Max 1200)**

Product	Unit List Price (USD)	Qty	Extended List Price (USD)
HCIAF220C-M7S Valid Cisco Compute Hyperconverged HCIAF220cM7 All Flash Node Add Custom Name   Edit Options   Edit Services/Subscriptions   Remove Line	31,786.75	3	351,421.11
HCIAF220C-M7S-FRE Valid CCHC R2L Free HCIAF220cM7 All Flash Node Add Custom Name   Edit Options   Edit Services/Subscriptions   Remove Line	5,026.50	1	5,026.50

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

Product	Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (USD)
HCI-FI-6336 Valid Cisco Compute Hyperconverged Fabric Interconnect 6536 Add Custom Name   Edit Options   Edit Services/Subscriptions   Remove Line	41,364.74		2	84,719.96

**NUTANIX SOFTWARE - 2 Selected (Min 2, Max 2)**

Product	Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (USD)
NTX-SW Valid Nutanix Software 3Y and above Add Custom Name   Edit Options   Remove Line   Dependent Hardware	27.54		1	190,341.27
NTX-SW-FRE Valid Nutanix R2L Free Software 3Y and above Add Custom Name   Edit Options   Remove Line   Dependent Hardware	27.54		1	63,447.09

**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-P3 Valid Nutanix Professional Service Add Custom Name   Edit Options   Remove Line   Dependent Hardware	26,892.57		1	26,208.08

**CISCO INTERSIGHT - 1 Selected (Min 1, Max 1)**

Product	Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (USD)
CNDL-DESELECT-D Valid Conditional Deselect Add Custom Name   Select Options   Remove Line   Dependent Hardware	0.00		1	0.00

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

**Step 37.**

**Cisco Intersight**

Product Configuration: CNDL-DESELECT-D part of HCI-R2L-M7-OFFER      Estimated Lead Time: 7 days

**CNDL-DESELECT-D**

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

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

Category	Qty	Extended List Price (USD)
Reason Codes		

**Total** 0.00  
**Estimated Lead Time** 7 days

[Reset Configuration](#) [Cancel](#) [Done](#)

Option Search | Multiple Options Search

CNDL-DESELECT-D > Reason Codes

**Reason Codes**

SKU	Qty	Estimated Lead Time	Unit List Price (USD)
<input type="radio"/> OPTOUT-DISTI-ONLY For Disti when ordering mandatory licenses separately	1	3 days	0.00
<input type="radio"/> OPTOUT-EA-ONLY License not needed: Customer already owns Licenses in an EA	1	3 days	0.00
<input type="radio"/> OPTOUT-ENTL-SWAP License not needed: Entitlements updated in Smart Account. <a href="#">More</a>	1	3 days	0.00

[Show Incompatible SKUs](#)

a. Please select appropriate Reason Code

**Step 38.**

Bundle Configuration: HCI-R2L-M7-OFFER      Estimated Lead Time: 36 days      Price List: Global Price List (USD)      Total: 724,161.01

⚠️ Please refer to the Nutanix Star Tool <https://star.nutanix.com/#home> before you proceed to do the Product Configuration. (CE202332)  
 ⚠️ Please note that Intersight is required selection. If you have not previously purchased Intersight please make selection. (CE202332)  
 ⚠️ Please note that if Nutanix Mission Critical Software Support is purchased, it is recommended that Customer upgrade to CX Series. (CE202332)

**Available Components**

- HCI BACK SERVER
- HCMF220C-M7S
- HCMF220C-M7S-FRE
- HCMF240C-M7S-X
- HCMF240C-M7S-FRE
- FABRIC INTERCONNECT
- NUTANIX SOFTWARE
- NUTANIX PROF SERVICE
- CISCO INTERSIGHT

**SERVER - 4 Selected (Min 0, Max 1200)**

Product	Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (USD)
HCMF220C-M7S V886 Cisco Compute Hyperconverged HCMF220SMT All Flash Node	31,784.75		3	351,421.11
HCMF220C-M7S-FRE V886 COHC-R2L Free HCMF220SMT All Flash Node	5,026.50		1	5,026.50

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

Product	Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (USD)
HCI-F1-6536 V886 Cisco Compute Hyperconverged Fabric Interconnect 6536	41,354.74		2	84,719.56

**NUTANIX SOFTWARE - 2 Selected (Min 2, Max 2)**

Product	Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (USD)
N7X-SW V886 Nutanix Software 3Y and above	27.54		1	193,341.27
N7X-SW-FRE V886 Nutanix R2L Free Software 3Y and above	27.54		1	63,447.09

**NUTANIX PROF SERVICE - 1 Selected (Min 0, Max 1)**

Product	Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (USD)
N7X-SW-P5 V886 Nutanix Professional Service	26,852.57		1	26,208.08

**CISCO INTERSIGHT - 1 Selected (Min 1, Max 1)**

Product	Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (USD)
CNDL-DESELECT-D V886 Conditional Deselect	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.

The screenshot displays the Nutanix provisioning interface. At the top, there is a navigation bar with tabs for Catalog, Estimates, Deals & Quotes, Orders, Subscriptions & Services, and Software. Below this, a summary section provides key order information:

- ORDER NAME:** NTX-SW Offer - Test Order #2
- WEB ORDER ID:** 95548156
- PURCHASE ORDER #:** NTX-SW Offer - Test Order #2
- PRICE LIST:** Global Price List in US Dollars (USD)
- END CUSTOMER SMART ACCOUNT:** amcgoho.com
- STATUS:** Unsubmitted
- INTENDED USE:** NPI Test
- CREATED BY:** Dan Dhanota (On 13-Sep-2023)
- LAST UPDATED BY:** Dan Dhanota (On 26-Sep-2023)
- HOLDING SMART ACCOUNT:** gmail.com

Below the summary, there are tabs for LABEL.TABS.ITEMS, Discounts, Shipping and Install, Billing, and Review and Submit. A section for 'Set preferences for this order' includes buttons for 'Check Local Validations', 'Save', and 'Save and Continue'. A message states: 'Federal preferences defined for this order will not be reflected in the corresponding quotes or estimates.' Another message says: 'Use the filter options to show errors.'

The main table lists line items:

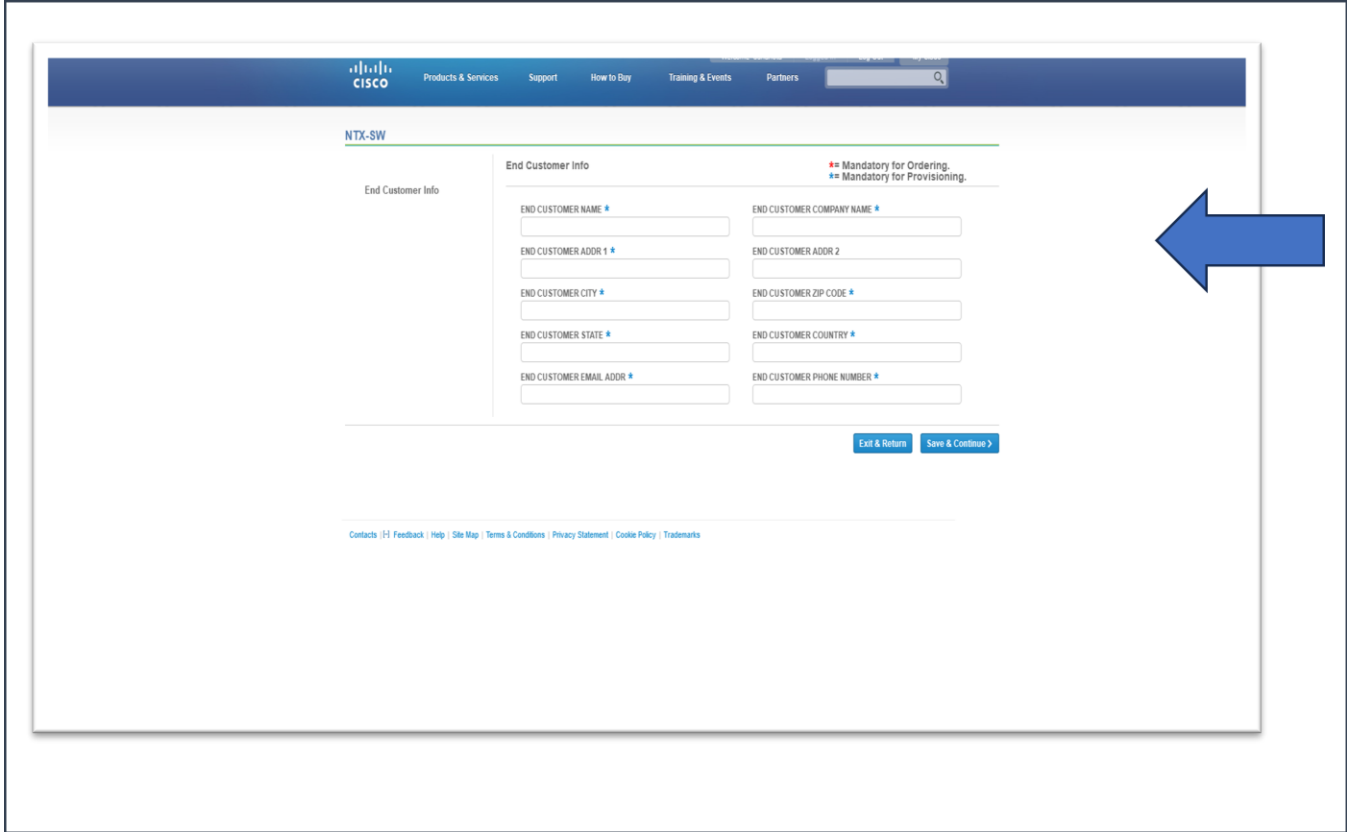
Remove from Order	Validate	Edit Services	Apply Success Track	More	Filter By	Show All Items			
<input type="checkbox"/>									
<b>Hardware, Software and Services</b>					<b>P.O. Line Reference</b>	<b>Estimated Lead Time</b>	<b>Unit List Price (USD)</b>	<b>Qty</b>	<b>Ext. List Price (USD)</b>
<input type="checkbox"/>						Not Applicable	27.64 MRC	1	991.36 Total of MRC
<b>1.0 NTX-SW</b> Nutanix Software 3Y and above <a href="#">more</a> Valid as of 26-Sep-2023 ECCN 5D002.C.1									

At the bottom, there are fields for provisioning details:

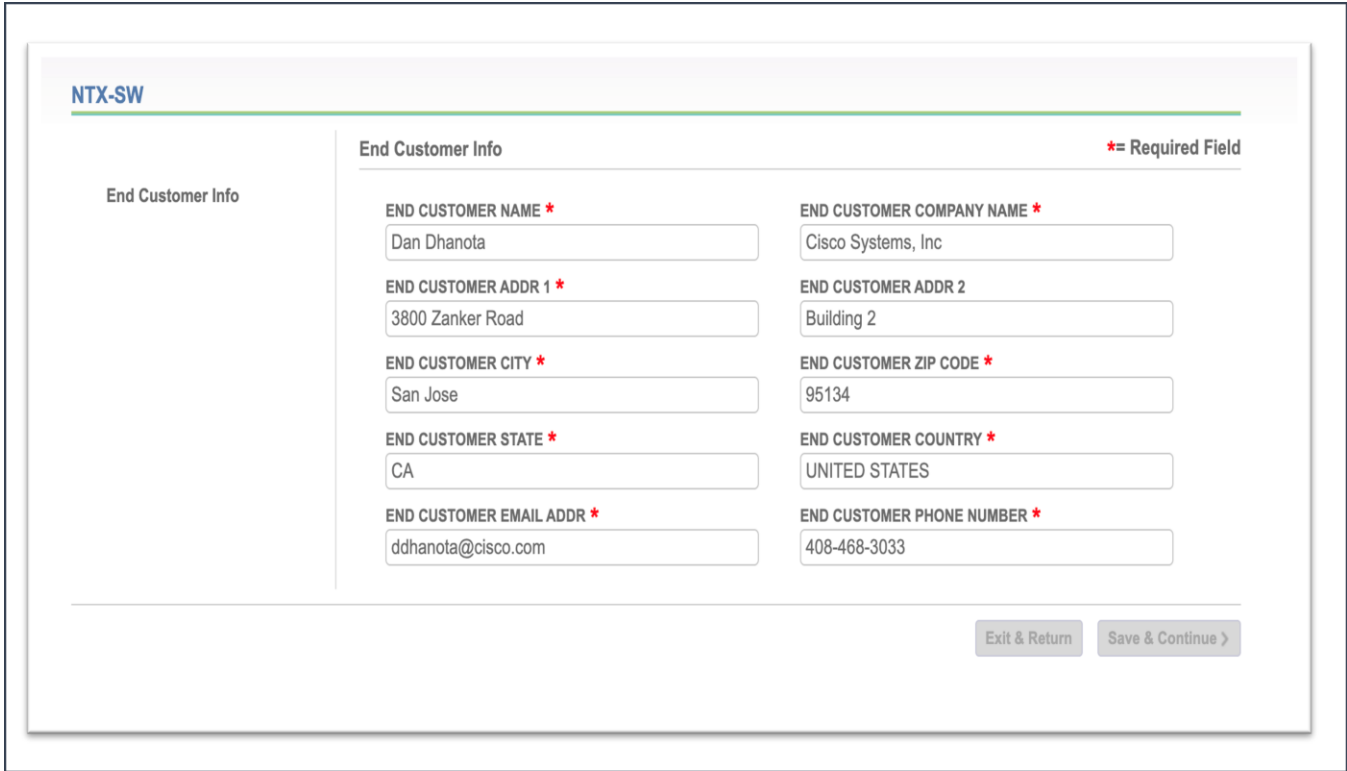
- Requested Start Date:** 29-Sep-2023
- Requested For Months:** from 29-Sep-2023 to 28-Sep-2026
- Automatically Renews For:** No Auto Renewal
- Billing Frequency:** Prepaid Term
- Provision Details:** Incomplete [View/Edit](#)

A blue arrow points to the 'Provision Details' field, which is currently 'Incomplete'. Below these fields are 'Edit options', 'Select Service', 'Validate', and 'More Actions'.

Enter the end user’s Information In the below fields



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



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## Additional Resources

Spec sheets:

[Cisco Compute Hyperconverged with Nutanix-HCIAF220 M7 All-Flash Server](#)

[Cisco Compute Hyperconverged with Nutanix-HCIAF240 M7 All-NVMe/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>