Next-Gen Hyperconvergence

Cisco Compute & Nutanix Innovations Unveiled

Jeff Mercier
Engineering Product Manager

PSODCN-1011

Cisco Webex App

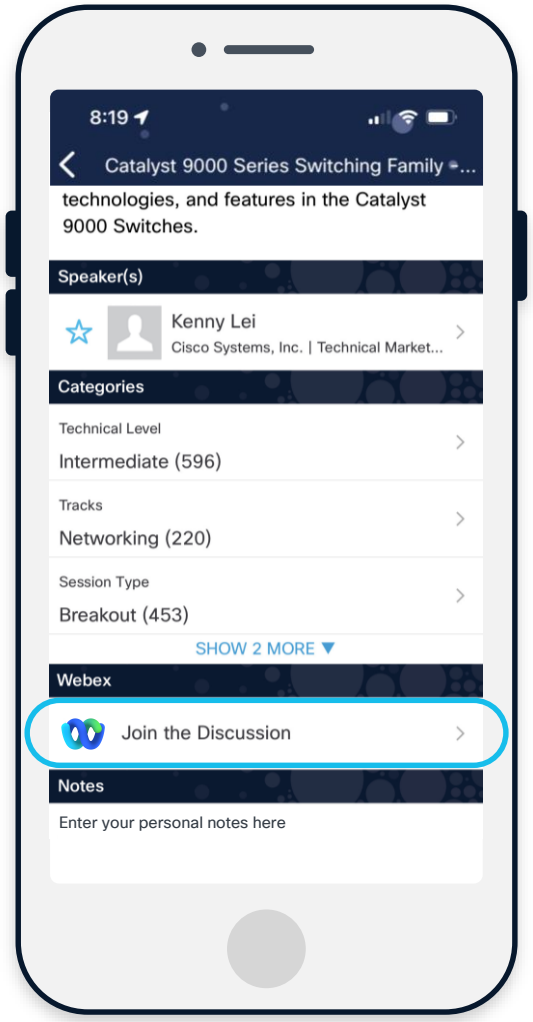
Questions?

Use Cisco Webex App to chat
with the speaker after the session

How

1. Find this session in the Cisco Live Mobile App
2. Click “Join the Discussion”
3. Install the Webex App or go directly to the Webex space
4. Enter messages/questions in the Webex space

Webex spaces will be moderated by the speaker until June 13, 2025.



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Agenda

01 Cisco & Nutanix Partnership

02 The Cisco Differentiation

03 UCS Intel M8

04 UCS AMD M8

05 Cisco & Nutanix – Disaggregated HCI

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Cisco + Nutanix
A Strategic Partnership

Cisco Compute Hyperconverged With Nutanix

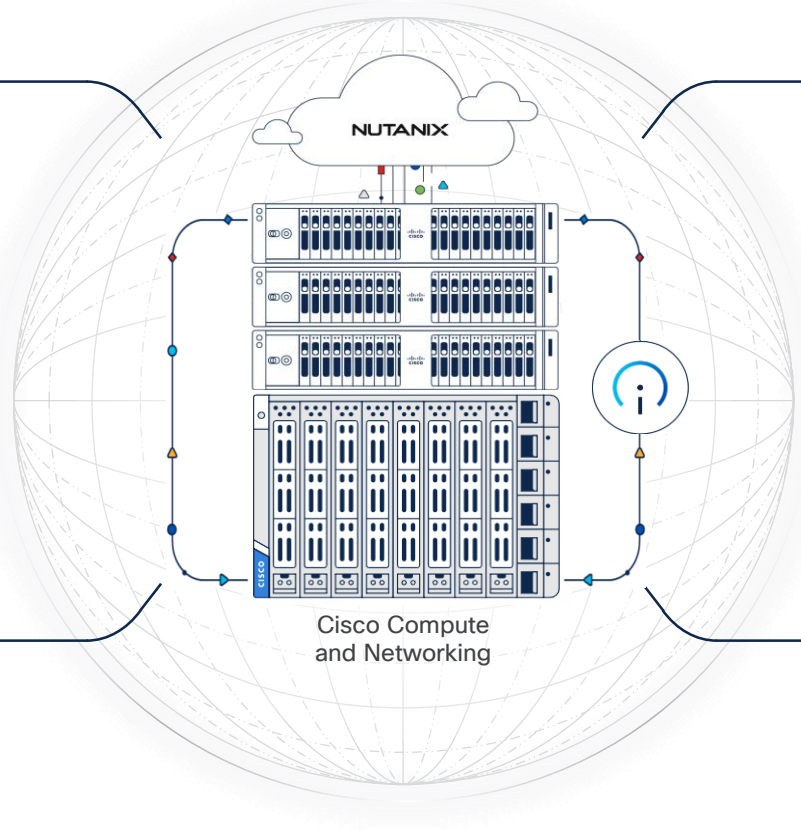
A better together partnership where 1+1=11

Strategy

Complete roadmap leveraging the strengths of both companies in service of our customers

Solutions

Built, managed, and supported holistically for a seamless end-to-end experience



Go to Market

A buying process focused on simplifying the seller and customer experience

Support

A joint enhanced support model built for information-sharing to ensure our customers' success

Operate at scale | **More choice and flexibility** | **End-to-end security** | **Comprehensive support** | **Easy to buy**

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Cisco Compute Hyperconverged With Nutanix

Cisco awarded “2025 Global OEM Partner of the Year”

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Cisco Intersight Management

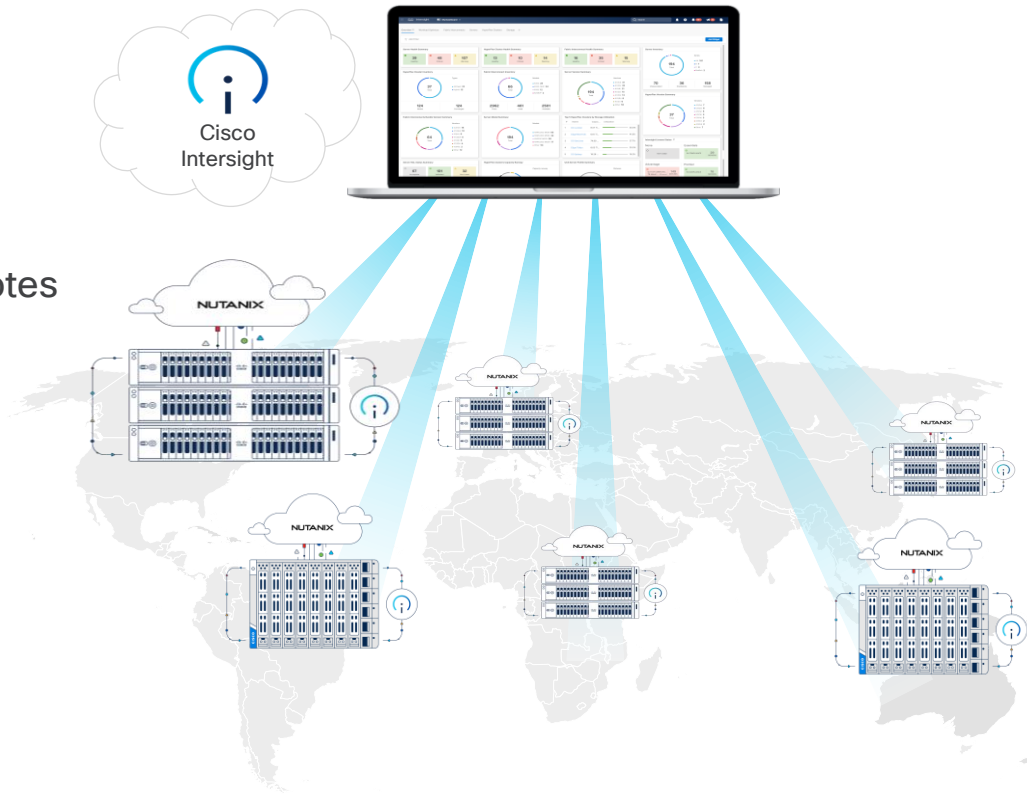
Fully integrated with Cisco's UCS enterprise management software

Deployment

- Intersight Standalone Mode (ISM)
- Intersight Managed Mode (IMM)
- UCS Managed Mode (UMM)
- Remotely deployed and configured

Support & Monitoring

- Connected TAC, Proactive RMA
- eBonded Support & Shared Case Notes
- Intersight Device Connector & Nutanix Prism Central Integrations



Upgrade & Expand

- 1-Click Automated Software and Firmware Upgrades
- Cluster Expansion & Validation
- Day-1 Nutanix Software Release Support

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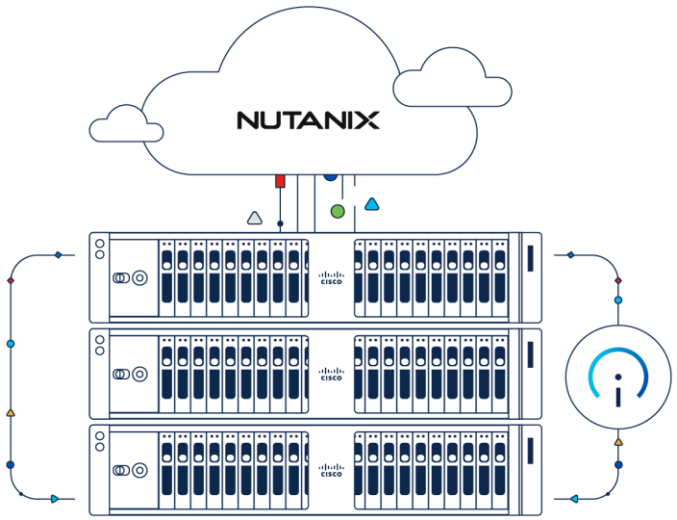
Global Integrated Support Organizations



Cisco Compute
Hyperconverged with Nutanix

Seamless Integrated Support Model

1. Customers contact CISCO Product Technical Support (TAC)
2. Cases seamlessly routed to appropriate team based on issue (CISCO ↔ NUTANIX)
3. Integrated support systems and case notes for faster triage

Case Generation Options

Manual

User Initiated

Automated

NUTANIX Insights
for Hardware & Software Alerts

CISCO Intersight
for Hardware Alerts

Customers can contact TAC to open a case and/or they can have intelligent software do it for them with features such as Proactive RMA

Minimizing Support Burden on Customers

NUTANIX Insights

CISCO Intersight

- In-depth system health checks
- Security advisories and notifications
- Recommendations to remediate problems
- Proactive RMA of faulty components
- Automated log bundle collection
- Audit and correlate historical cluster events such as alerts, discoveries, upgrades, hardware replacement and more via Cluster Timeline
- eBonded support & case note sharing

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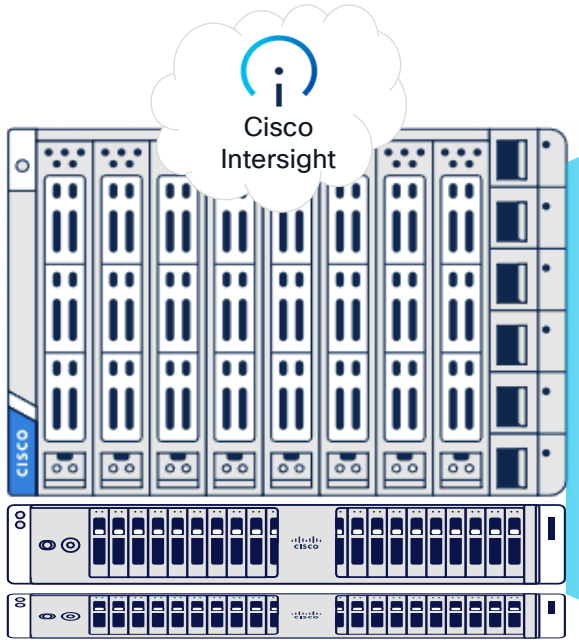
Full Solution Stack Through Cisco

Cisco Compute



NUTANIX Cloud Platform

NCP Bundles

- Nutanix Cloud Infrastructure (NCI)
- Nutanix Cloud Manager (NCM)
- Nutanix Unified Storage (NUS)
- Nutanix Data Lens (NDL)
- Nutanix Enterprise AI (NAI)
- Nutanix Kubernetes Platform (NKP)
- End User Compute – VDI (EUC)
- Nutanix Edge Solutions (NCI-E)

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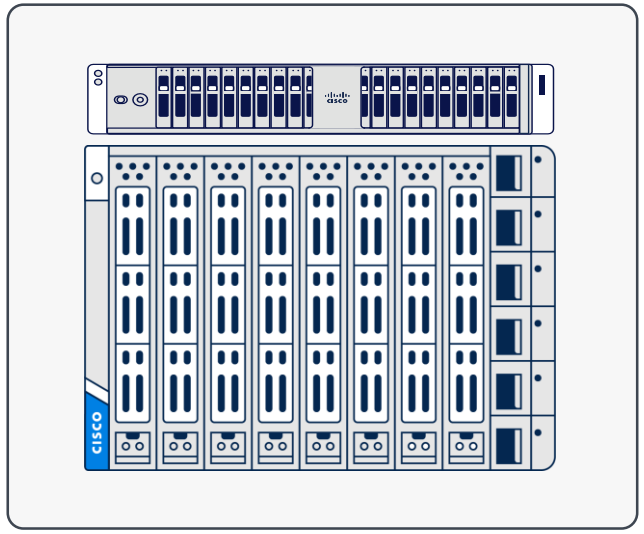
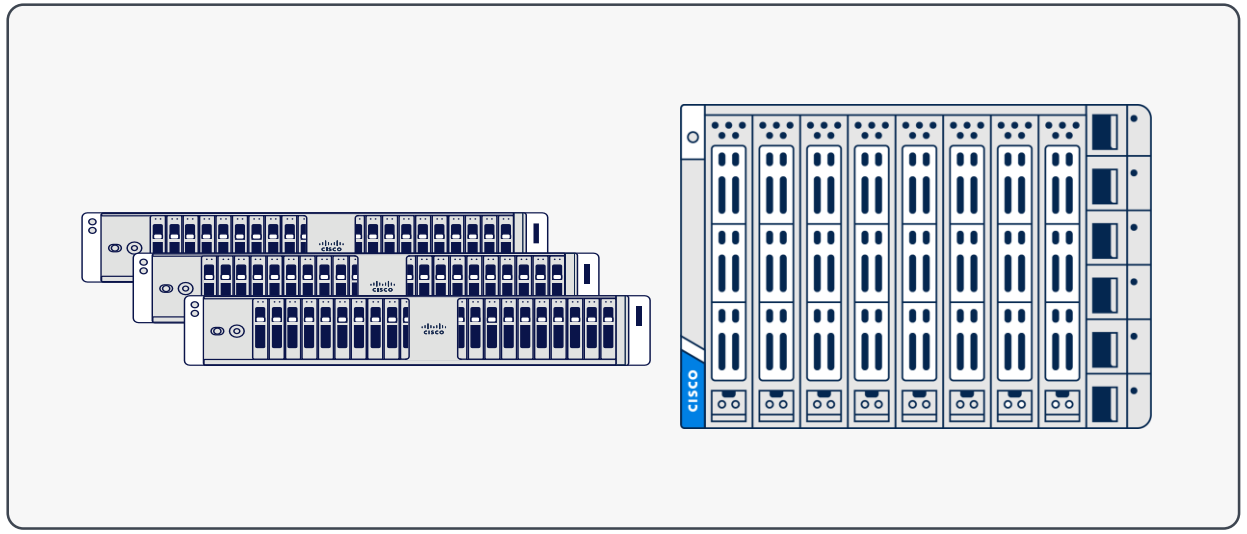
Reuse and Repurpose Servers

Cisco UCS rackmount M6/M7 and X-Series M7 modular servers



Cisco Compute Hyperconverged with Nutanix Cluster



- Reuse and repurpose existing servers Cisco UCS servers
- Cisco can convert newly purchased HCI nodes back to regular x86 servers
- Provides investment protection with a standardized platform
- Same deployment and operational automations as factory-prepped appliances
- Three tier upgrades and future proofing

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Cisco HCI with Nutanix: UCS M8 Introduction (Intel)

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Cisco HCI w/ Nutanix: UCS Intel M7 vs. M8 Rackmount C220

Rackmount C220 M7

4th and 5th Gen Intel CPUs

Up to 10 capacity drives (SAS/SATA/NVMe SSD)

Up to ~150TB of raw capacity

Rackmount C220 M8

6th Gen Intel CPUs

Up to 16 capacity drives (E3.S NVMe SSD)

Up to ~240TB of raw capacity

Orderable now!

Rackmount C220 M8

6th Gen Intel CPUs

Up to 10 capacity drives (SAS/SATA SSD)

Self-Encrypting Drives Available

Orderable Q3 CY25

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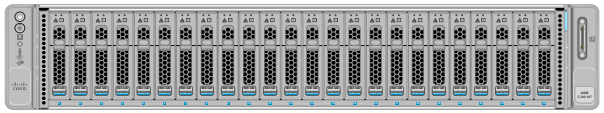
Cisco HCI w/ Nutanix: UCS Intel M7 vs. M8 Rackmount C240

Rackmount C240 M7



4th and 5th Gen Intel CPUs

Up to 24 capacity drives (SAS/SATA/NVMe SSD)

Up to 307TB of raw capacity

Rackmount C240 M8

6th Gen Intel CPUs

Up to 24 capacity drives (SAS/SATA SSD)

Self-Encrypting Drives Available

Orderable now!

Rackmount C240 M8 LFF

6th Gen Intel CPUs

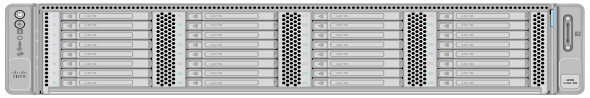
Up to 16 LFF HDD capacity drives

16TB / 20TB / 24TB drive capacity

Hybrid / Nutanix Unified Storage

Orderable Q3 CY25

Rackmount C240 M8



6th Gen Intel CPUs

Up to 24 capacity drives (E3.S NVMe SSD)

Up to 307TB of raw capacity

Orderable Q3 CY25

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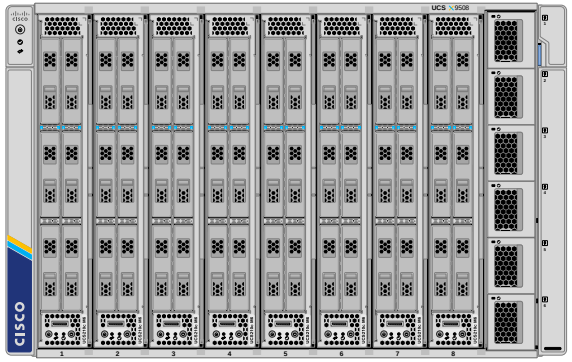
Cisco HCI w/ Nutanix: UCS Intel M7 vs. M8 UCS X-Series Modular

X-Series X210c M7



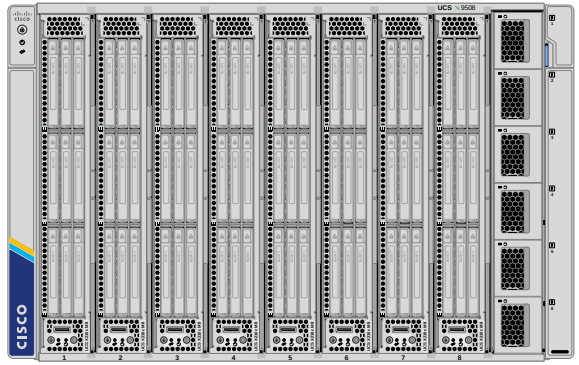
4th and 5th Gen Intel CPUs

Up to 6 capacity drives per server (SAS/SATA/NVMe SSD)

Up to ~92TB of raw capacity per server

Up to ~740TB of raw capacity per chassis

X-Series X210c M8



6th Gen Intel CPUs

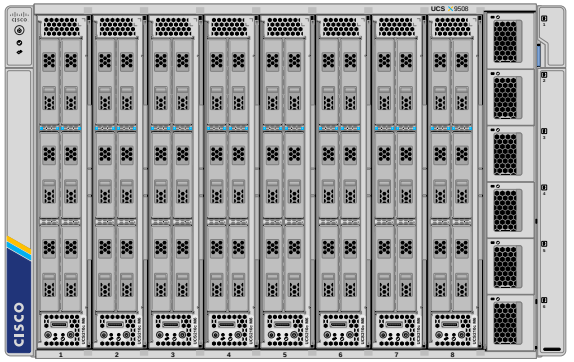
Up to 9 capacity drives per server (E3.S NVMe SSD)

Up to ~130TB of raw capacity per server

Up to ~1.1PB of raw capacity per chassis

Orderable now!

X-Series X210c M8



6th Gen Intel CPUs

Up to 6 capacity drives per server (U.2 NVMe SSD)

Up to ~92TB of raw capacity per server

Up to ~740PB of raw capacity per chassis

Orderable Q3 CY25

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Cisco HCI with Nutanix: UCS M8 Introduction (AMD)

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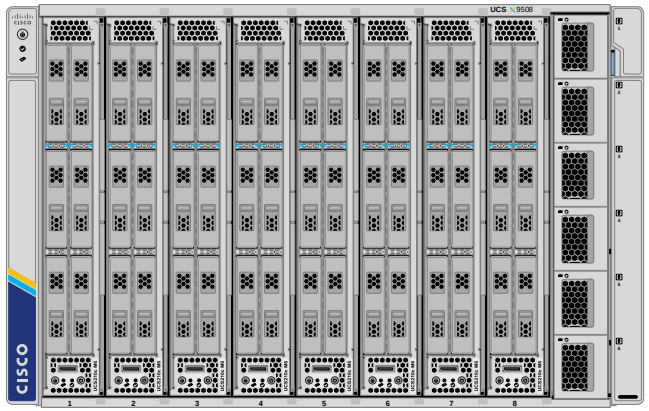
Cisco HCI w/ Nutanix: UCS AMD M8

AMD Supported Models

UCS X-Series X215c M8



and

UCS Rackmount C225 M8

Technical Specifications

5th Gen EPYC AMD CPU (Turin)

Sockets:

- X215c: Single or Dual
- C225: Single

Up to 128 cores per socket

Up to 3 or 6 TB of memory per server

Storage:

- X215c: Up to 6 NVMe drives
- C225: Up to 10 NVMe drives

Orderable now!

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Cisco HCI with Nutanix: Addressing Customer Asks

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Customer Challenges

01 Flexible solutions to achieve business outcomes

02 Hypervisor diversification strategies

03 Existing investments in the data center

04 Time and budget constraints

05 Hyperconverged architecture resource flexibility

06 Nutanix Cloud Platform lacks support for External Storage

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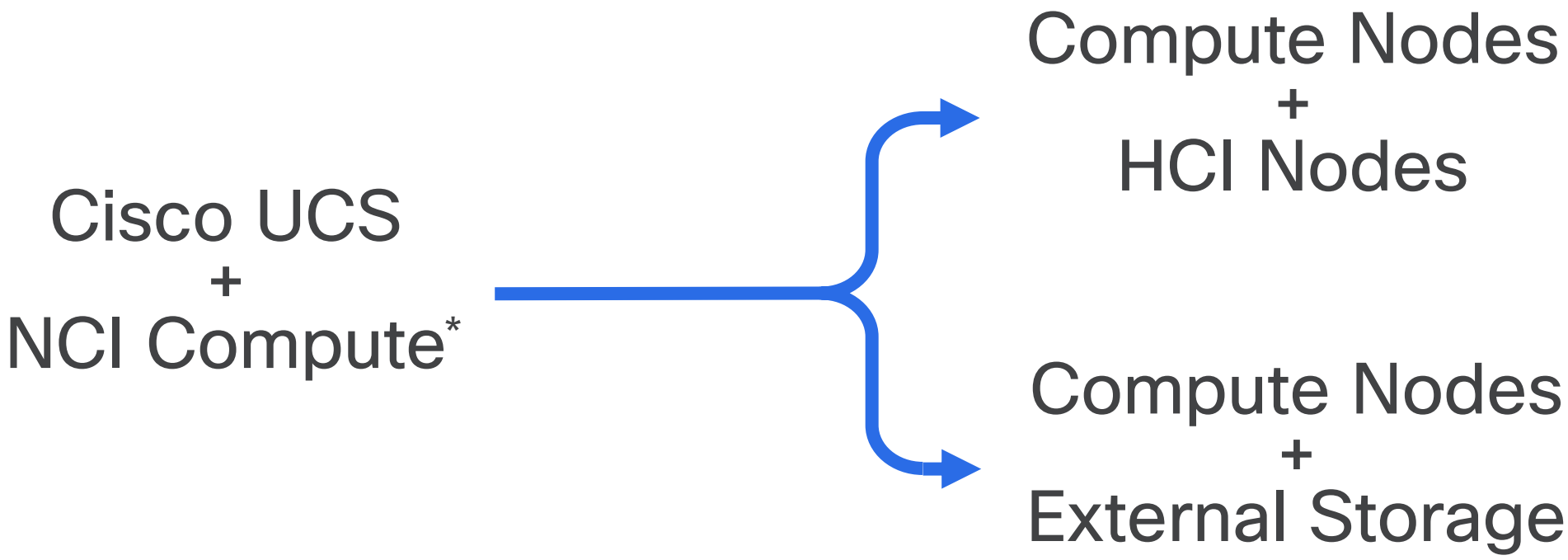
Introducing Two New Programs



* Nutanix .NEXT conference announcement

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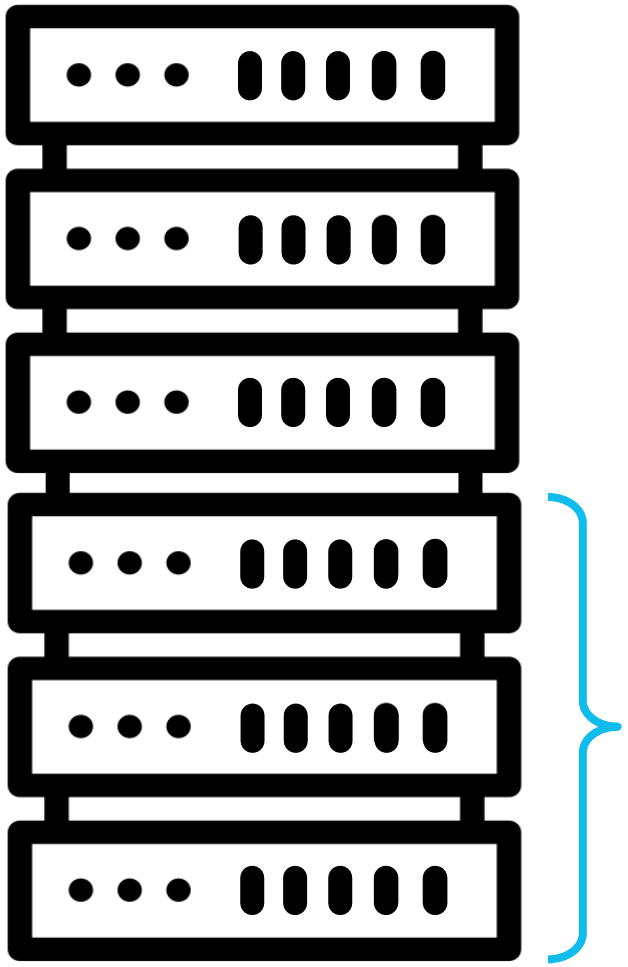
Typical Resource Scaling in an HCI Cluster



Includes:

- CPU
- Memory
- Storage

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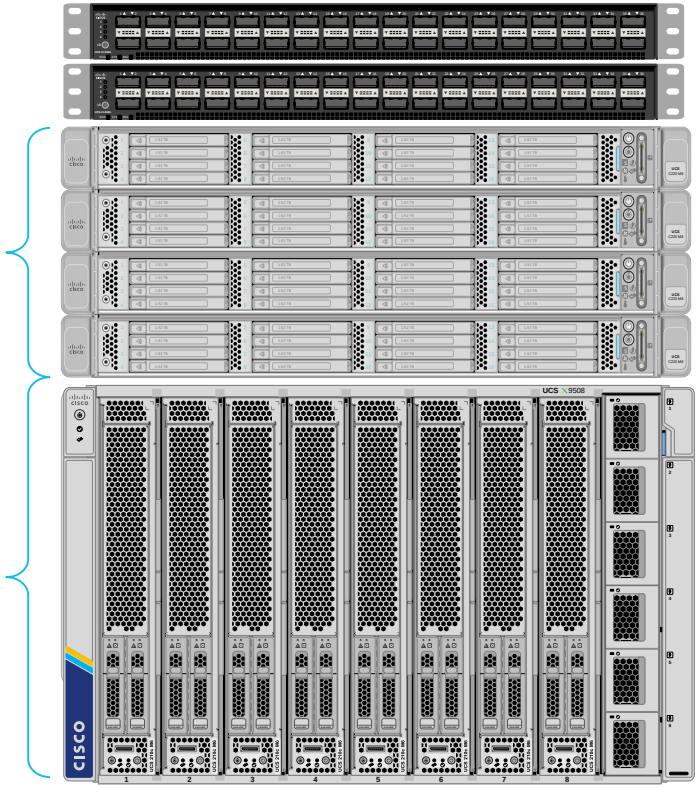
Introducing: Compute Node Scaling in an HCI Cluster

Unique Cisco & Nutanix offering

Flexible compute resource scaling

New or Reuse existing UCS hardware

Great for compute heavy workloads



Targeted Availability: Q3 CY25

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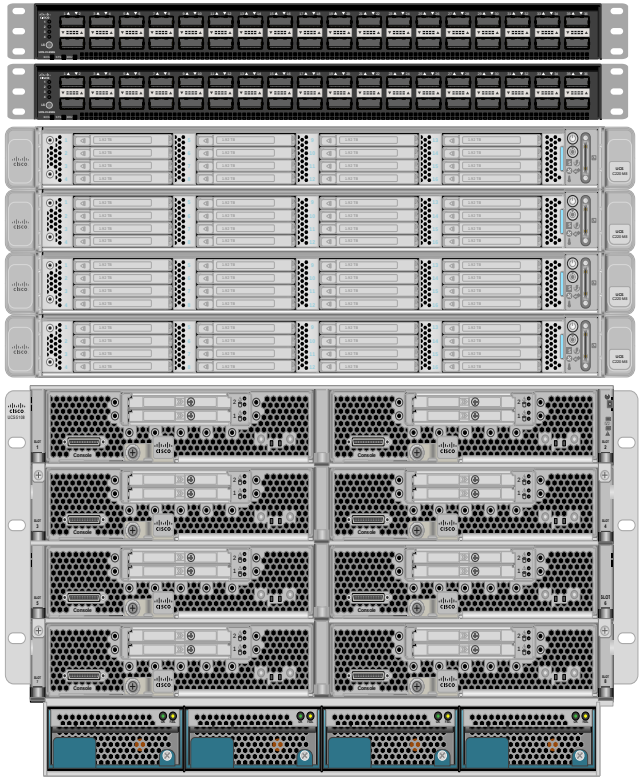

Targeted Availability: Q3 CY25

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Addressing Customer Challenges: Compute Nodes + HCI

- ☑ Flexible solutions to achieve results
- ☑ Hypervisor diversification strategies
- ☑ Existing investments in the data center
- ☑ Time and budget constraints
- ☑ Hyperconverged architecture resource flexibility
- **06** Nutanix Cloud Platform lacks support for External Storage

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FlashStack: Cisco & Pure Storage
A Better Together Story

Combination of Best-of-Breed hardware and software

Pre-Validated & Integrated Solution

Simplified Management & Infrastructure Visibility

Cisco Validated Designs (CVDs) for Optimized Workloads

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Introducing Cisco, Pure Storage, and Nutanix An Even Better Together Story: FlashStack with Nutanix

Combination of Best-of-Breed hardware and software

Pre-Validated & Integrated Solution

Simplified Management & Infrastructure Visibility

Cisco Validated Designs (CVDs) for Optimized Workloads

Targeted Availability: End of Q4 CY25

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FlashStack with Nutanix Solution: A Modernized Data Center

Cisco UCS Qualified Servers

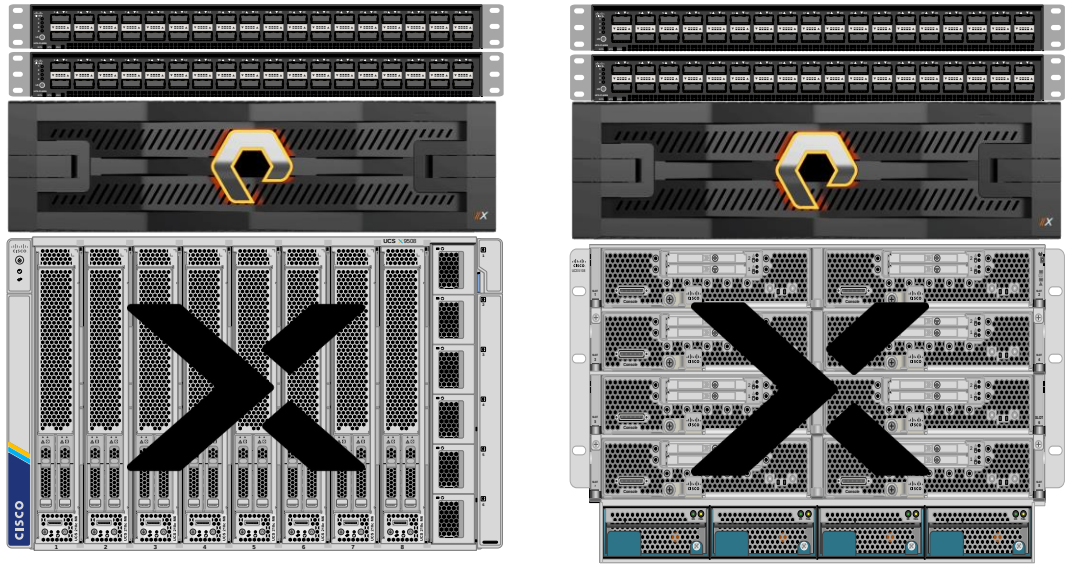
- UCS M7 X-Series Modular Servers
- UCS M7 or M6 C-Series Rackmount Servers
- UCS B200 M5/M6 Blades

Cisco Networking

- Fabric Interconnects (6400 / 6500 FIs)
- Intersight Managed Mode

Pure Storage Arrays //X and //XL

Nutanix Cloud Platform with AHV



Maximized hardware reusability

Targeted Availability: End of Q4 CY25

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Addressing Customer Challenges: FlashStack with Nutanix

- Flexible solutions to achieve results
- Hypervisor diversification strategies
- Existing investments in the data center
- Time and budget constraints
- Hyperconverged architecture resource flexibility
- Nutanix Cloud Platform lacks support for External Storage

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Other Related Sessions

BRKCOM-1010 – Cisco HCI 101 in 60 minutes (Monday – 8:00 – 9:00 AM)

BRKCOM-2460 – Diverse Virtualization Deployment Strategies with Cisco UCS (Monday – 3:30 – 5:00 PM)

☆ BRKCOM-1111 – Operational Best Practices to Deploy & Manage Cisco HCI w/ Nutanix (Wednesday – 3:30 – 5:00 PM)

☆ BRKCOM-2026 – The Power of Two: Simplifying Cisco HCI Deployment, Expansions, and Management Using Cisco Intersight & Nutanix Prism Central (Thursday – 1:00 – 2:00 PM)

☆ Still available to sign up and attend

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Infrastructure Keynote Deep Dive

Powering the AI-Ready Data Center: Secure, Scalable Infrastructure to Accelerate Innovation

Join Tom Gillis and top Cisco minds to learn about new innovations reshaping today's data center to meet new AI workload demand.

Live customer panel featuring executives from Dakota State University and Groq. Don't miss it!

KDDDCN-1001*
Wednesday, June 11 | 2:30 – 3:30pm
Upper Level, Ballroom 20 BC
San Diego Convention Center

Tom Gillis
SVP and General Manager
Infrastructure & Security
Cisco

*Eight lucky attendees will win an Apple Watch. Must be present to win!

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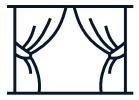

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