

Nutanix Licensing Quick Reference guide

Category	Product/Service	Product/Service Tier	Target platform	Description	Licensing Metric	Entitlement	Portability	Typical Margin
Nutanix Core								
On-prem SW	AHV	Acropolis Hypervisor	Any	Bundled in as part of AOS. Not sold separately	Included in AOS	Included in AOS	Included in AOS	Varies by partner tier
On-prem SW	Prism	Prism Starter	Any	Bundled in as part of AOS. Not sold separately	Included in AOS	Included in AOS	Included in AOS	Varies by partner tier
		Prism Pro		Independent of AOS license.	Per Node	Term	Portable	
		Prism Pro	OEM	OEM version of Prism Pro available from respective OEM partner	Per Node	Term	Portable	
On-prem SW	AOS	AOS Starter	NX	Included in the NX appliance; not sold separately	Per Configured Node (ie. based on platform model and configuration of the node)	LOD	Non Portable	Varies by partner tier
		AOS Pro and Ultimate	NX	Sold as an add-on option on AOS Starter with NX appliance	Per Configured Node	LOD or Term	Portable within model eg. 3060-G6	
		AOS Starter, Pro, Ultimate	OEM	Included in the OEM appliance (XC, HX, XF, IBM); not sold separately. Upgrades are available through the respective OEM. NOTE: Starter is not available on IBM CS, only Pro and Ultimate.	Per Node	LOD	Non Portable	
		AOS Pro and Ultimate	3rd party	SW sold de-coupled from HW. AOS Starter is not an option. Applies to third party platforms incl HPE, UCS, etc.	Per Node (deprecated)	Term	Portable	
		AOS Starter, Pro, Ultimate	NX Core OEM Core (1) 3rd party	SW sold de-coupled from HW (Software Choice). Applies to NX Core, XC Core, HPE, UCS, etc.	Per Core and Flash TiB (Capacity-based Licensing CBL)			

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On-prem SW	AOS Adv Replication	A-la-carte add-on to AOS Pro	NX	Sold as an option on AOS Pro with NX appliance. Not an option on Starter. Included in ULT	Per Configured Node	LOD or Term	Portable within model eg. 3060-G6	Varies by partner tier
			OEM	Sold as an option on AOS Pro with OEM appliance. Not an option on Starter. Included in ULT			Portable within model eg. XC640-10	
			NX Core OEM Core (1) 3rd party	SW sold de-coupled from HW (Software Choice)	Per Core and Flash TiB (Capacity-based Licensing CBL)	Term	Portable	
On-prem SW	AOS Encryption	A-la-carte add-on to AOS Pro	NX	Sold as an option on AOS Pro with NX appliance. Not an option on Starter. Included in ULT	Per Configured Node	LOD or Term	Portable within model eg. 3060-G6	Varies by partner tier
			OEM	Sold as an option on AOS Pro with OEM appliance. Not an option on Starter. Included in ULT			Portable within model eg. XC640-10	
			NX Core OEM Core (1) 3rd party	SW sold de-coupled from HW (Software Choice)	Per Core and Flash TiB (Capacity-based Licensing CBL)	Term	Portable	
Nutanix Essentials								
On-prem SW	Calm	Calm	Any		Per 25 VM Pack	Term	Portable	Varies by partner tier
			OEM	OEM version of Calm are available from some respective OEM partners				
On-prem SW	Flow	Flow. Available only on AHV	Any		Per Node	Term	Portable	Varies by partner tier
			OEM	OEM verion of Flow are available from some respective OEM partners.				
On-prem SW	Files	Files (AFS)	Any	Independent of AOS licensing; not part of AOS ULT; could be in dedicated Files cluster or as part of HCI cluster	Per Used TiB	Term	Portable	Varies by partner tier

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Nutanix Enterprise								
XaaS	Beam	Beam	AWS, Azure	SKU available for PO based sales through Nutanix distributors + Online Credit Card based sales SKU	% of Cloud Spend (\$)	Annual Subscription - Upfront Payment	N/A	Varies by partner tier
				Only Online Credit Card based sales SKU		Month on Month Payment		
On-prem SW	Buckets	Buckets (Object storage)	Any	Independent of AOS licensing; not part of AOS ULT; could be in dedicated Buckets cluster or as part of HCI cluster	Per Used TiB	Term	Portable	Varies by partner tier
XaaS	Epoch	Epoch (Netsil)	Any	SKUs for PO based sales through Nutanix distributors	Number of hours a collector [Epoch Agent] is active	Term	N/A	Varies by partner tier
				SKU for Online Credit Card based sales		Pay-As-You-Go Monthly Annual Subscription - Upfront Payment		
On-prem SW	Era	Era	Any	Independent of AOS licensing; not part of AOS ULT;	vCPU of each managed Database Server	Term	Portable	Varies by partner tier
XaaS	Frame	Frame Desktop-as-as-Service	AWS, Azure (others in future)	In addition to user subscriptions, the customer must provide credentials to their choice of IaaS (AWS or Azure). They must also procure Microsoft RDS-SAL licenses as well (per named user only) - customers can source on their own or purchase via channel partner/authorized distributor	Per Named User or per Concurrent User	Annual Subscription	N/A	Varies by partner tier

Category	Product/Service	Product/Service Tier	Target platform	Description	Licensing Metric	Entitlement	Portability	Typical Margin
On-prem SW	Karbon	Karbon (ACS)	AHV	Bundled in as part of AOS. Not sold separately	Included in AOS	Included in AOS	Included in AOS	Varies by partner tier
XaaS	Leap	Xi Leap DRaaS	Xi	SKU available for PO based sales + Online ordering from within service portal (xi.nutanix.com)	Per vCPU, GB RAM & DR characteristic (Basic/ Advanced/ Premium)	Monthly/1-yr/3-yr Subscription	Portable with Xi IaaS	Varies by partner tier
XaaS	Xi IoT	Xi IoT	Xi	SaaS control plane is the *only* way to configure, provision and monitor entities on the Sherlock Edge, which will run on-prem. No local management plane at the Edge.	Per Edge Instance [vCPU, Mem and Data Ingest rate] A La Carte Services SaaS Management Plane [number of Edge entities managed]	Monthly Subscription	Portable	Varies by partner tier



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