



Dell, Inc.
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October 23, 2015

To: Our valued storage customers

Re: Dell's ongoing commitment to our storage business

With the recent announcement of Dell's plan to acquire EMC, we want to provide clarity on our plans for the Dell XC series of Web-scale Converged appliances powered by Nutanix.

In little more than a year, Dell XC appliances have exceeded our sales expectations, and have delighted our joint customers. Dell and Nutanix are fully committed to continuing this success story. As such, the two companies will continue to innovate, develop and support the Dell XC series of appliances. A good example is the [new XC6320](#) hyper-converged appliance that announced at Dell World last week.

Dell is committed to a heterogeneous and open architecture that prioritizes customer choice first and foremost. Once combined, Dell and EMC will continue to offer choice via multiple partner offerings, including those developed with Nutanix.

Michael also [recently stated](#) Dell's intention for VMware to remain an independent public company. Dell believes it is very important to maintain VMware's successful business model with an open and independent ecosystem.

Both Dell and Nutanix realize that the customer is the ultimate decision maker. Partnerships are about focusing on common interests in service of our customers. The onus of keeping Dell XC series successful rests with both companies, as we continue to innovate ahead of a rapidly changing IT landscape.

Thank you for your business, and the trust you place in Dell and Nutanix.

Sincerely,

A handwritten signature in blue ink, appearing to read "Alan Atkinson".

Alan Atkinson
Vice President and General Manager
Dell Storage

A handwritten signature in blue ink, appearing to read "Sudheesh Nair".

Sudheesh Nair
Senior Vice President, WW Sales
Nutanix, Inc.