



HCL Base Node Appliances

One Validated Platform. Three Hardware Tiers. Infinite Scale.

Technical & Sales Overview

Built to Scale, Built to Sell

Acronis

Sourcecode's HCL Base Node appliances give customers a single, validated path from an affordable entry point all the way to enterprise-grade performance — without ever changing software platforms. Every node, from the most economical configuration to the most powerful, runs the same Acronis software stack, so a customer's first cluster and their tenth cluster behave, manage, and protect data identically.

This turns a hardware decision into a growth decision. Reps can lead with budget and use case instead of getting stuck explaining incompatible product lines, and customers buy with confidence that today's purchase scales into tomorrow's requirements.

Why It Wins

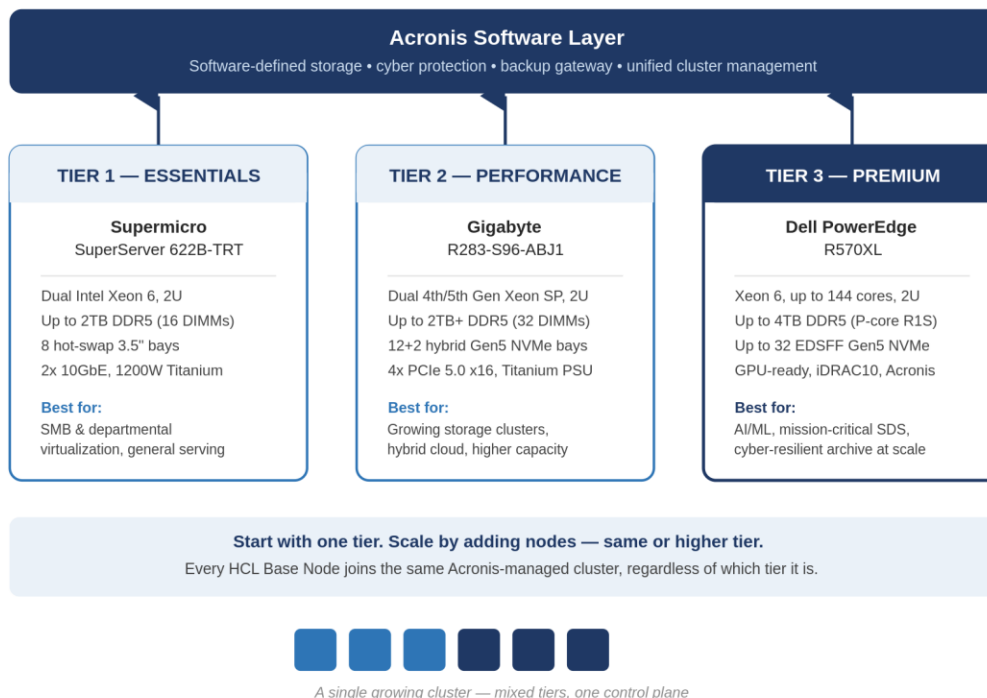
- **One software experience across every tier.** Acronis manages all HCL Base Nodes identically, whether entry-level or premium, so there is no retraining or retooling as customers grow.
- **Right-size, not compromise.** Three certified hardware tiers let customers match spend to workload instead of overbuying headroom they don't need or hitting a ceiling they didn't expect.
- **Grow by adding nodes, not by re-platforming.** The scale-out architecture means today's affordable cluster becomes tomorrow's enterprise cluster by adding more nodes of the same tier or a higher one.
- **Built-in cyber resilience.** Every node is HCL-validated for Acronis's backup, ransomware defense, and recovery capabilities, turning a hardware sale into a data-protection sale.

How the Appliance Works

Acronis Cyber Infrastructure runs on commodity, RHEL-compatible server hardware and pools storage, compute, and management services across a cluster of nodes. A minimum of three nodes is recommended for production with high availability, and performance and resilience both improve as nodes are added — the cluster gets faster and more fault-tolerant the larger it grows, not just bigger. A built-in Backup Gateway can stage backups locally before tiering them to the cloud, giving customers a single appliance that manages primary storage, software-defined infrastructure, and cyber protection together.

One Software Platform, Three Hardware Tiers

Acronis Cyber Infrastructure manages every HCL Base Node identically — scale by adding nodes, not by re-platforming



Hardware Tier Details

TIER 1 — ESSENTIALS: Supermicro SuperServer 622B-TRT

- **Compute.** Dual Intel Xeon 6 (6700/6500 series) processors in a 2U chassis, up to 350W combined TDP, air-cooled.
- **Memory.** 16 DDR5 RDIMM slots, up to 2TB at 6400 MT/s.
- **Storage.** 8 front hot-swap 3.5" bays (4 NVMe/SAS/SATA + 4 SAS/SATA), plus 2 M.2 PCIe 5.0 NVMe slots.
- **Networking & power.** 2x 10GbE RJ45 ports, dedicated 1GbE BMC port, dual redundant 1200W Titanium-level power supplies.
- **Best for.** SMB and departmental virtualization, application/data serving, and general compute-intensive workloads where teams want enterprise reliability at the lowest entry cost.

TIER 2 — PERFORMANCE: Gigabyte R283-S96-ABJ1

- **Compute.** Dual 4th/5th Gen Intel Xeon Scalable processors (including Xeon Max), up to 350W TDP, in a 2U chassis.
- **Memory.** 32 DDR5 DIMM slots across 8 channels per processor, supporting up to 5600 MT/s (1DPC) and far greater total capacity than the Essentials tier.
- **Storage.** 12+2 hybrid hot-swap bays — 12x 3.5" front bays supporting Gen5 NVMe/SATA/SAS-4, plus 2x 2.5" rear bays for OS or additional capacity.

- **Expansion & power.** Up to 4x full-height, half-length PCIe 5.0 x16 slots for NICs or storage controllers, with redundant Titanium-level power supplies.
- **Best for.** Growing storage clusters, hybrid/private cloud, and customers who need more drive bays and memory headroom than Tier 1 without moving to single-socket premium hardware.

TIER 3 — PREMIUM: Dell PowerEdge R570XL (Acronis Software pre-integrated)

- **Compute.** Single-socket Intel Xeon 6 processor — up to 144 E-cores, or up to 86 P-cores with the R1S option — in a power-efficient 2U chassis.
- **Memory.** 16 DDR5 DIMM slots up to 6400 MT/s; up to 4TB of RDIMM with a P-core R1S processor.
- **Storage.** The widest range in the lineup: up to 12 LFF or 24 SFF SAS/SATA bays, or up to 32 EDSFF E3.S Gen5 NVMe bays for extreme density (up to 1.9PB raw at full EDSFF capacity).
- **Acceleration & security.** GPU-ready for up to three 400W double-width or four 75W single-width accelerators; iDRAC10 management with Silicon Root of Trust, Secure Boot, and Zero Trust architecture.
- **Best for.** AI/ML inferencing, large-scale software-defined storage, and mission-critical workloads where customers want maximum density and built-in cyber protection in a single node.

Side-by-Side Specifications

	Tier 1 — Essentials Supermicro 622B-TRT	Tier 2 — Performance Gigabyte R283-S96-ABJ1	Tier 3 — Premium Dell R570XL + Acronis
CPU	Dual Intel Xeon 6 (6700/6500), up to 350W combined	Dual 4th/5th Gen Xeon SP, up to 350W combined	Single Xeon 6, up to 144 E-cores or 86 P-cores
Memory	16 DIMMs, up to 2TB DDR5 @ 6400 MT/s	32 DIMMs, up to 5600 MT/s (1DPC)	16 DIMMs, up to 4TB DDR5 (P-core R1S)
Storage	8x 3.5" hot-swap bays + 2x M.2 NVMe	12+2 hybrid Gen5 NVMe/SATA/SAS-4 bays	Up to 24 SFF/12 LFF, or 32 EDSFF Gen5 NVMe
Expansion	Up to 6x PCIe 5.0 slots	Up to 4x PCIe 5.0 x16 FHHL slots	Up to 6x PCIe 5.0 + 2x OCP 3.0, GPU-ready
Networking	2x 10GbE RJ45 + dedicated BMC	2x 1GbE base + PCIe NIC expansion	OCP 3.0 + dedicated iDRAC10 port
Power	2x 1200W Titanium redundant	Redundant Titanium-level PSUs	800W–1800W Platinum/Titanium redundant
Management	IPMI-based BMC	Gigabyte Server Management (GSM)	iDRAC10, Silicon Root of Trust, Zero Trust
Ideal workload	SMB & departmental virtualization	Growing storage clusters, hybrid cloud	AI/ML, mission-critical SDS, cyber-resilient archive

All figures reflect each platform's published maximum configuration; actual specs depend on the configuration ordered.

The Software Layer: Acronis Cyber Protection & Storage

Every HCL Base Node, regardless of tier, runs the same Acronis software stack, which is what makes the lineup a true appliance rather than three disconnected hardware SKUs.

- **Software-defined storage.** Pools local disks across nodes into a single resilient cluster, presenting block, file (NFS), and S3-compatible object storage from the same pool.
- **Cyber protection built in.** Backup, ransomware defense, and recovery are part of the platform rather than a bolt-on, so every node sold is also a data-protection sale.
- **Backup Gateway.** Stages backups locally before tiering them to the cloud, useful for customers who want on-prem speed with off-site durability.
- **Cluster-wide management.** Customers (and resellers) manage Tier 1, 2, and 3 nodes from the same console, with no per-tier learning curve.

Why This Wins in the Marketplace

- **A wider addressable deal size.** One lineup serves the budget-conscious SMB and the enterprise AI/ML buyer, so a single conversation can flex up or down instead of dead-ending on price.
- **Lower channel complexity.** Partners only need to learn one software platform and one support motion, even though they are offering three distinct hardware tiers.
- **A natural upselling path.** Customers who start on Tier 1 or 2 can add Tier 3 nodes to the same cluster as needs grow, rather than re-buying or migrating.
- **Differentiated from single-vendor appliances.** Because the value is in the validated software layer, not a single proprietary box, Sourcecode can keep adding new HCL-certified hardware tiers over time without disrupting existing customers.

Recommended Entry Points by Use Case

- **SMB & branch office:** Tier 1 (Supermicro 622B-TRT) covers general virtualization and file serving at the lowest cost of entry.
- **Mid-market scale-out storage & hybrid cloud:** Tier 2 (Gigabyte R283-S96-ABJ1) adds drive bays and memory headroom for clusters that are expected to grow.
- **AI/ML, mission-critical SDS, and cyber-resilient archive:** Tier 3 (Dell R570XL) delivers storage density, GPU readiness, and integrated Acronis protection that enterprise buyers expect.

Bottom line. Three hardware tiers, one Acronis-managed software platform — customers choose the node that fits their budget today and grow the same cluster as their needs change, with cyber protection built in from the first node.