

# Partner Xchange Agenda

Tuesday, October 8, 2019

## Partner Certification Sessions

08:30 - 15:15 – Room 60-67  
**Nutanix Certified Sales Expert (NCSX) Certification Panel Exam**  
(invite-only, times vary)

08:30 - 15:30 – Hall B2, Room 1  
**Nutanix Certified Systems Engineer (NCSE), SE Academy L1**

08:30 - 15:30 - Hall B2, Room 2  
**Nutanix Certified Systems Engineer (NCSE) L2**

## Partner Advisory Board (invite-only)

12:00 - 15:25 – Treehouse South  
**EMEA Partner Advisory Board**  
(lunch served in PAB room)

## Hands-On Labs (self paced, 15-20 minutes each)

12:00 - 17:00 – Hall E  
**Hands-On Labs with EXCLUSIVE Fast-Pass Entry for Partners**  
Labs:  
Calm  
Cloud Native Lab (Era/Buckets/Karbon)  
Era  
Files  
Flow  
Nutanix Essentials  
Xi Frame  
Xi IoT  
Xi Leap

## Channel/General Sessions

09:00 - 13:00 – Hall B2, Room 3  
**Nutanix Portfolio 101 Technical Primer**

09:30 - 10:45 – Hall B2, Room 4  
**Deliver the Perfect Pitch: Whiteboard like a Nutanix Pro**

10:00 - 11:30 – Hall B2, Room 7  
**Learn Real-World HCI Benchmarking with Nutanix X-Ray**

12:45 - 14:00 – Hall B2, Room 7  
**Nutanix Sizing Workshop for Beginners**

13:30 - 14:30 – Hall B2, Room 5  
**Choosing the Right Hardware Platform for Your Nutanix Virtualized Workload Deployment**

13:30 - 15:00 – Hall B2, Room 4  
**Partnering to Land Your Key Accounts with Account-Based-Marketing (ABM)**

14:00 - 15:00 – Hall B2, Room 3  
**Building Profitable Managed Services: Nutanix for Service Providers**

14:15 - 15:30 – Hall B2, Room 7  
**Xi Frame Partner Deep Dive**

14:30- 15:30 – Hall B2, Room 6  
**Get Ready to Get Real with Xi IoT**

## Certification Exams

08:00 - 17:00 – Room 18, 19  
**Nutanix Certification Exam Center**  
One FREE exam attempt per certification. Walk up or schedule an exam time.

Bella Center, Copenhagen

# Partner Xchange Agenda (Continued)

Tuesday, October 8, 2019

## GSI Breakout Sessions

09:30 - 10:30 – Hall B2, Room 6

**GSI Session: Driving Deals with Nutanix Technologies**

10:45 - 11:45 – Hall B2, Room 6

**GSI Session: Game-Changing Service Offerings**

13:15 - 14:15 – Hall B2, Room 6

**GSI Session: What's New with Nutanix Solutions**

## Elevate Technology Alliance Breakout Sessions

09:30 - 10:30 – Hall B2, Room 5

**Nutanix Technology Alliances: Executive Update**

11:00 - 12:00 – Hall B2, Room 5

**Elevate Technology Alliances: Expanding Your Go-to-Market with Nutanix**

11:00 - 12:00 – Hall B2, Room 4

**Elevate Technology Alliances: Technical Session**

## Partner Xchange Keynote Session

15:45 - 17:00 – Auditorium 10-12

**Partner Xchange Keynote Session: Invisible Clouds, Visible Partner Profit with Nutanix**

## Ancillary Activities

12:00 - 13:00 – Hall B2, Foyer

**Partner Xchange Lunch**

09:00 - 16:30 – Hall B

**Partner Xchange Experience**

## Partner Celebration

19:00 - 22:00

**Partner Celebration at Vega Copenhagen**

(transportation provided from Bella Center)

Don't miss out on the Partner Xchange Experience in Hall B of the Bella Center from 09:00 - 17:00. Featuring sponsor exhibits and live demos on Nutanix platforms, including XPAND, Partner XTRIBE and more!

So, what are you waiting for?

Save **\$500** when you register for .NEXT today!

# Sponsor Partner Xchange at .NEXT Copenhagen.

At Nutanix we are committed to our partners. We invest in you, to help you capitalize on the modern cloud era opportunity.

Want to find out more?

Contact Cindy Eastman for more information on sponsorships.

Expand your .NEXT Sponsorship by connecting with the largest gathering of partners across the Nutanix ecosystem. Partner Xchange is a full day dedicated to our partners for training, certification, hands on labs and more. As a sponsor you can reach over 1,000 key sellers and influencers who can drive your business success from across the Nutanix Channel, GSI, OEM, Service Provider, and Alliances partner ecosystem. Connect with the best channel partners in the industry.

## Platinum Sponsorship

\$20,000 x1 Available

This exclusive package secures your place as the title sponsor for .NEXT and boasts a range of opportunities to maximize your presence. Includes:

- Event signage
- 6 foot table
- Lead scanner
- Display in the Partner Xchange common area and Partner Reception
- List of registered partners (company and title) 2 weeks prior to the event
- 4 full conference passes to .NEXT
- Dedicated social media post

## Gold Sponsorship

\$10,000 x4 Available

This sponsorship package offers an array of core benefits to maximize your presence at this flagship event. Includes:

- Event signage
- 6 foot table
- Lead scanner
- Display in the Partner Xchange common area
- 2 full conference passes to .NEXT