

Nutanix FY27 Elevate Partner Program

One Platform. One Program. More Ways to Grow.

The FY27 Nutanix Elevate Partner Program is designed to help you grow your business, increase profitability, and accelerate customer success. This year, Elevate goes beyond rewarding new customer acquisition. You can earn for landing new logos, expanding your Nutanix customer base, driving year-over-year growth, and delivering strong lifecycle outcomes. With more ways to earn and new opportunities to differentiate your business, Elevate helps you turn the Nutanix Cloud Platform into a growth engine for your business.

More Ways to Earn. More Ways to Grow.

Land 	Expand 	Grow 	Reward 	Retain 	Differentiate 
Win New Customers	Broaden Your Nutanix Footprint	Get Rewarded for Growth	Motivate Your Teams	Strengthen Customer Relationships	Stand Out from the Crowd
Earn rebates for bringing new customers to Nutanix and increase profitability with every win.	Earn more by expanding customers across the Nutanix Cloud Platform, from AI and cloud native to databases and storage.	Unlock additional rewards as your Nutanix business grows, with an incentive designed to recognize strong performance.	Eligible sales and technical employees can earn individual rewards for identifying and winning new and expansion opportunities.	Strong on-time renewal execution (OTRe) performance unlocks additional rebate opportunities and future Earned Incumbency benefits.	Unlock benefits that set you apart, including the Powered by Nutanix: Verified Services Program, plus fuel your go-to-market with Earned Business Development Funds for Premier Resellers.

Why Partners Choose Nutanix



Profitability

More opportunities to earn. More ways to improve your margins.



Platform

One platform to run apps, data, and AI anywhere. Multiple paths to customer value.



Commitment

A partner-first program built for sustainable growth.



Differentiation

Turn your expertise into competitive advantage.

What Partners Are Saying

"The completeness of the Nutanix platform has been a game changer for our customers, meeting all of their business needs in a single platform, simply and effectively."

Phil Sellers, CTO

XenTegra

"Nutanix always runs great promotions and incentives. It's important to feel that your efforts are valued and recognized. Acquiring net new customers is hard, and the effort should be rewarded."

Pedro Duarte, Sales Director



"Nutanix has a high NPS score for a reason, and I always consider them an extension of my team. There's no reason why I'm going to have any concern or cross my fingers if I have to tell a customer they need to loop in Nutanix support, because I know they're going to be handled and taken care of in a prompt fashion."

Jonathan Rullan, Co-Founder and CIO



Elevate Your Expertise | Build Skills. Earn Recognition. Differentiate.

Elevate Program tier levels recognize partners who invest in the sales, technical, and services expertise needed to deliver successful customer outcomes with the Nutanix Cloud Platform. As your capabilities grow, so does your opportunity to differentiate your business and unlock additional program benefits.



Build your foundation

Foundational sales and technical competencies to sell Nutanix

Start building your Nutanix business



Grow your expertise

Established sales and technical expertise across Nutanix solutions

Expand your capabilities



Demonstrate advanced capabilities

Advanced product, administration, and services competencies

Differentiate your business



Lead with deep expertise

Trusted-advisor status backed by extensive product, administration, and services expertise

Lead customer transformation

For full program details, eligibility requirements, and incentive terms, visit [Nutanix Partner Central](#) today.



info@nutanix.com | www.nutanix.com | [@nutanix](#)

©2026 Nutanix, Inc. All rights reserved. Nutanix, the Nutanix logo and all product and service names mentioned herein are registered trademarks or trademarks of Nutanix, Inc. in the United States and other countries. All other brand names mentioned herein are for identification purposes only and may be the trademarks of their respective holder(s). FY27-Elevate-Partner-Program-1-Pager-09032026

Program benefits, rebates, eligibility, and requirements are subject to applicable terms and conditions.