Introducing a modern channel program purpose-built to deliver successful customer and business outcomes today.

Whatever your future is set on, own it with Nutanix.

Experience an integrated, competency-based partner program that delivers substantial rewards when you deliver successful business outcomes to customers.

**SIMPLE**
One competency-based value program to deliver software sales and consultative services based on the Nutanix platform.

**TRUSTED**
Built from your feedback, with clear partner deal advantages and protection.

**TRANSFORMATIVE**
A clear roadmap and benefits when you invest in expanding your Nutanix skillset.

**PROFITABLE**
Enhanced levels of profitability end-to-end: From attractive deal margins to services opportunities and enhanced rebate levels.

"Traditional channel programs that focused on reselling tiers and accelerating sales are stalling because they don't motivate new and evolving partners that deliver customer value beyond the actual transaction. B2B channel pros must pursue innovative agile partner programs to remain competitive and grow outside of their traditional core business."

Jay McBain in Forrester’s March 2020 report, “New Partners Won’t Thrive In Current Channel Programs”
**Why Partner with Nutanix?**

- Simple Program Architecture
- Upfront Pricing Advantages with Performance+
- New and Enhanced Rebate Programs
- Services Delivery Program to Optimize Customer & Business Outcomes
- Optimized Tools and Support Provide Automation & Business Intelligence
- >90 90+ 5 Year Average Customer NPS
- **FORRESTER** A Leader in Forrester Wave for Hyperconverged Infrastructure

Learn More at Nutanix.com/Partners/Resellers

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**Elevate Program Benefits at a Glance**

Elevate competency levels are built to reward partners who develop deep sales, technical and services skill sets to deliver successful customer outcomes with the Nutanix Portfolio.

<table>
<thead>
<tr>
<th>Benefits*</th>
<th>AUTHORIZED PARTNER</th>
<th>CLOUD PROFESSIONAL</th>
<th>CLOUD CHAMPION</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Those early in their Nutanix partnership</td>
<td>Those who have invested in their Nutanix expertise, training and certifications.</td>
<td>Nutanix experts with deep sales, technical, and services delivery skillsets.</td>
</tr>
<tr>
<td>Performance+ Deal Registration Pricing Advantage</td>
<td>X</td>
<td>X</td>
<td>X</td>
</tr>
<tr>
<td>Net New Business Incentive on First Deal (and subsequent deals within 180 days)</td>
<td></td>
<td>$</td>
<td>$</td>
</tr>
<tr>
<td>Auto Payment on Rebates</td>
<td>X</td>
<td></td>
<td>X</td>
</tr>
<tr>
<td>Top Partner Rebate (minimum bookings requirement)</td>
<td></td>
<td></td>
<td>X</td>
</tr>
<tr>
<td>Portfolio Products Rebate (designated products)</td>
<td></td>
<td></td>
<td>X</td>
</tr>
<tr>
<td>MDF</td>
<td></td>
<td>Proposal-based</td>
<td>Proposal-based</td>
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<tr>
<td>Partner Portal Access</td>
<td>X</td>
<td>X</td>
<td>X</td>
</tr>
<tr>
<td>Inclusion in Partner Locator</td>
<td></td>
<td>X</td>
<td>X</td>
</tr>
<tr>
<td>Access to XLAB software licenses</td>
<td>X</td>
<td>X</td>
<td>X</td>
</tr>
<tr>
<td>Access to Partner XTRIBE Community + Rewards</td>
<td>X</td>
<td>X</td>
<td>X</td>
</tr>
</tbody>
</table>

*For full Elevate Program benefits and incentives eligibility requirements, view the terms & conditions on the Nutanix Partner Portal.

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**COMING SOON!**

Specializations

- End User Computing
- Dev-Ops
- Data Center
- Multicloud