

Nutanix Elevate Partner Program

A modern channel program purpose-built to deliver successful customer and business outcomes today. The Nutanix Elevate Partner Program supports and rewards our ecosystem of skilled partners who deliver the utmost in value to their customers.

PERFORM FASTER

Deliver the leading hybrid multicloud platform faster through partner-ready selling, sizing, and marketing automation tools.

PROFIT SUSTAINABLY

Earn and grow profitability along the customer engagement lifecycle, not just the first transaction.

COMPETE UNIQUELY

Unmatched freedom of choice, with a mature ecosystem of validated technology alliance solutions to build the perfect solution for your customers.

WHAT OUR PARTNERS ARE SAYING

“One of the things we love about Nutanix is the innovation of the technology and what it helps us enable with our customers.”

Chris Gross - Vice President, Sanity Solutions

“We enjoy working with the Nutanix team – the people are the best!”

Dharshana Koasgalage - Senior Vice President, Reddington Gulf FZE

“For us there’s 3 key areas when working with a vendor: Ease of doing business, profitability, and how relevant the tech is to our customers. Nutanix scores really, really highly on each of these.”

Nicolas Wright - Alliance Manager, Softcat PLC



Elevate Partner Program Competency Levels

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



Authorized to sell Nutanix with foundational sales and technical competencies



Have expertise and experience with Nutanix solutions and services



Possess the highest level of product, administration, and services competencies with Nutanix

Unlock competitive differentiation throughout the profit continuum by becoming a Nutanix partner today!

Incentives	Training & Certification	Selling Tools	Marketing Resources
New Business Rebate	Sales Certifications (NCSR and NCSX)	Partner Portal Access	Business Development Funds (BDF)
Top Partner Rebate	Technical Certifications (NCSE)	Nutanix Sizer	Digital Marketing Automation with Partner Demand Center
Sizer Rebate	Administration Certifications (NCA and NCP)	Not For Resale (NFR) License Access	Packaged Demand Offerings via Agency Marketplace
New Business Individual Incentive	Services Certifications (NCS)	Nutanix Test Drive	Lead Sharing
Bonus Technology Alliance Individual Incentive for New Business	On-Demand Online Training Access	Performance+ Deal Registration	.NEXT Conference & Events
Nutanix Cloud Clusters (NC2) on Azure Individual Incentive	Instructor-led Training Courses	Partner Business Insights Dashboard	Nutanix Partner Locator

For full Elevate Program benefits and incentives eligibility requirements, view the program guide and terms & conditions on the [Nutanix Partner Portal](#).