

Nutanix Services Partner (NSP) Program

The Nutanix Services Partner (NSP) program enables partners to design, architect, deploy and manage solutions on Nutanix Enterprise Cloud. The NSP program is open to all Nutanix Partner Network (NPN) partners with an active professional services practice focusing on datacenter infrastructure and virtualization. As an NSP partner, you will gain access to a range of resources and training to develop and grow your Nutanix consulting practice. Resources include Nutanix Services intellectual property and best practices for solution deployment, migration, integration and optimization services.

ENSURING HIGHEST QUALITY OF SERVICE

The Nutanix Services Partner program helps our partners to evolve from product fulfillment to delivering true solution outcomes to our shared customers. The key to the NSP program is ensuring the highest quality of service and a consistent services experience to end-customers, regardless of whether the services are delivered by a partner consultant or a Nutanix consultant.

ENGAGEMENT DELIVERY MODELS

As a Nutanix Services Partner, you can sell and deliver Nutanix services in two engagement models:

- **Direct:** You sell and deliver Nutanix services directly to the customer. You can brand these services as your own, or leverage Nutanix' services portfolio. In this model, you contract your services directly with the customer.
- **Subcontractor:** You are engaged by Nutanix Services to deliver customer engagements as a subcontractor based on a mutually agreed opportunity model. These services are Nutanix branded and the services contract is between the customer and Nutanix.

Regardless of the engagement model, as a Nutanix Services Partner, you are empowered to deliver the highest quality of service and richest customer experience by leveraging Nutanix Services intellectual property.

BENEFITS

PROGRAM TIER	AUTHORIZED	PREMIER
Access to the full Nutanix Services Toolkits	✓	✓
Access to Services Training classes	✓	✓
Access to an online Community to exchange knowledge and best practices with Nutanix Consultants and other Premier NSPs	Not Applicable	✓
Qualify to be considered for sub-contracting engagements	Not Applicable	✓

TRAINING CLASSES

- **Nutanix Consulting Partner Installation (NCPI)**
 - Maximize the amount of revenue and profit for your opportunities by offering your own Installation Services. This FREE 2-day bootcamp covers key topics like deployment best practices, hypervisor integration and troubleshooting. Certification is based on practical exams.
- **Nutanix Consulting Specialist (NCS)**
 - This FREE 4-day bootcamp covers a very unique set of skills, including the demonstrated ability to deliver professional services engagements based on Nutanix Services intellectual property and delivery toolkits. In accordance with Nutanix Services Partner Program goals, every NCS will be a superb technologist - capable of designing and delivering a wide range of cutting-edge services, including cluster deployments, data protection and migration services, as well as customer environment “fitness” services. Certification is based on participation in the labs and a final presentation at the end of the class.

PROGRAM REQUIREMENTS

PROGRAM TIER	AUTHORIZED	PREMIER
Adhere to Nutanix Services delivery best practices for the partner’s Nutanix-related service engagements	✓	✓
Obtain and maintain the necessary Nutanix training and required certifications as Nutanix may designate from time to time	✓	✓
Not-For-Resale (NFR) Equipment	Optional, but highly recommended	Optional, but highly recommended
Certified for Installation Services (NCPI)	1	N/A
Certified for Installation and Advanced Services (NCS)	N/A	2



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Nutanix is a global leader in cloud software and hyperconverged infrastructure solutions, making infrastructure invisible so that IT can focus on the applications and services that power their business. Companies around the world use Nutanix Enterprise Cloud OS software to bring one-click application management and mobility across public, private and distributed edge clouds so they can run any application at any scale with a dramatically lower total cost of ownership. The result is organizations that can rapidly deliver a high-performance IT environment on demand, giving application owners a true cloud-like experience.

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