

Nutanix Consulting Partner (NCP) Program

The Nutanix Consulting Partners (NCP) program enables partners to deliver professional services to Nutanix customers. The Consulting Partners are enabled, trained and qualified to deliver service offerings defined by Nutanix Services. The NCP program is open to all Nutanix Partner Network (NPN) partners with an active professional services practice that focuses on datacenter infrastructure and virtualization. As a NCP partner, you will benefit from Nutanix services tools, templates, methodologies, and training, that will help to enhance partner profitability and grow your consulting practice. The Nutanix services portfolio is enhanced by Nutanix intellectual property, best practices - and extends to infrastructure deployment, migration, integration and optimization services.

ENSURING HIGHEST QUALITY OF SERVICE

The Nutanix Consulting Partner program helps our partners to evolve from product fulfillment to delivering true solution outcomes to our shared customers. The key to the NCP program is to ensure 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 employee consultant.

ENGAGEMENT DELIVERY MODELS

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

- **Direct:** You resell 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 Consulting Partner, you are empowered to deliver the highest quality of service and richest customer experience by leveraging Nutanix Services intellectual property. You will be able to leverage project-completion surveys to demonstrate your Quality of Service (QoS) ratings to Nutanix. You will also be able to provide formal knowledge transfer to customers by leveraging Nutanix templates and documentation.

PROGRAM REQUIREMENTS

PROGRAM TIER	AUTHORIZED	PREMIER
Annual Program Fee	No Fee	No Fee
Certified Virtualization Professionals on Staff (VCP, Citrix, etc.)	2	4
Certified Nutanix Platform Sales Representatives (NPSR)	2	2
Certified Nutanix Platform Sales Engineers (NSEN)	2	4
Certified Nutanix Platform Professionals (NPP)	2	2
Complete "Nutanix Core Competency Plus: Install & Configure Training" (2 day class)	1	Not Required
Complete Nutanix Consulting Partner Bootcamp Training (4 day class)	Not Applicable	2 NPP certified engineers must pass Bootcamp

NCP must adhere to Nutanix Services Delivery Practices and utilize appropriate Delivery Toolkit on all engagements.	Not Applicable	Required: License to use Delivery Toolkits included in program
NCP must submit completed customer project deliverables to Nutanix Services PMO-Operations at close of project	Not Applicable	Required
NCP must obtain customer signature on Nutanix Milestone Completion Form (MCF) as well as Customer Feedback Survey upon completion of project and report results to Nutanix Services PMO-Operations. (See below for minimum partner CSAT score requirements)	Not Applicable	Required
Not-For-Resale (NFR) Equipment – If partner does not already have equipment, Nutanix Services highly recommends acquiring equipment to support your services practice.	Not Applicable	Optional

Complete required GSO Services Project Completion documentation and GSO Customer Satisfaction Survey scoring. Target partner CSAT score is 9.0¹ (on a 1.0 to 10.0 scale).

PROGRAM BENEFITS

Nutanix Product Training	✓
Nutanix Solution Intellectual Property (templates, tools, best-practices)*	✓
Nutanix-Generated Service Opportunities	✓
Co-Marketing Materials (branding opportunities, partner logos)	✓
High Quality Service Delivery leads to additional service engagements	✓
Resources to build Nutanix-based Professional Services Practice	✓

Note (*) Additional fee may apply for usage of GSO Intellectual Property

Authorized tier partners will be granted access to Nutanix Service Enablement Starter Packs (Service ESP's). A complete list of Service ESP's is posted to the Nutanix Partner Portal. Access to the Service ESP's is granted via role based access after successfully completing the Nutanix Core Competency: Install and Configure training module.

Premier tier partners will be granted access to Nutanix Services Toolkits based on successfully completing and passing the Nutanix Consulting Specialist “Bootcamp” training course.

¹ Target CSAT Score is subject to change. A NCP may be subject to exclusion from this program for repeatedly missing Target CSAT Score.



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Nutanix makes infrastructure invisible, elevating IT to focus on the applications and services that power their business. The Nutanix enterprise cloud platform leverages web-scale engineering and consumer-grade design to natively converge compute, virtualization and storage into a resilient, software-defined solution with rich machine intelligence. The result is predictable performance, cloud-like infrastructure consumption, robust security, and seamless application mobility for a broad range of enterprise applications. Learn more at www.nutanix.com or follow us on Twitter [@nutanix](https://twitter.com/nutanix).

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