



Elevate Partner Program

FY23 Program Guide for Resellers & Service Providers

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Elevate Partner Program

The Nutanix Elevate Partner Program supports and rewards our ecosystem of skilled partners across all specializations who deliver the utmost in value to their customers.

Using a common program framework, Elevate balances competency-based requirements with tangible benefits and enhanced incentives to drive a recurring revenue continuum.

With major shifts in the IT vendor landscape, now more than ever partners need someone they can trust when forming a strong relationship as a trusted advisor and vendor. By partnering with Nutanix and through the Elevate Partner Program, our promise is to help you capture this once-in-a-lifetime opportunity, while building the highest level of customer satisfaction and profitability for your organization throughout the customer lifecycle.

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Reseller Competency Level Structure

The Nutanix Elevate Reseller Partner Program is a competency-based program. The program is designed to reward partners who develop deep skillsets around selling, delivering, and developing services around the Nutanix portfolio.



AUTHORIZED RESELLER

Partner with foundational sales and technical competencies.



PROFESSIONAL RESELLER

Partners who have invested in their Nutanix expertise, through sales and technical training and certifications, who can develop integrated solutions around Nutanix solutions.



CHAMPION RESELLER

Nutanix experts with deep sales, technical and services delivery competencies who consistently sell the full Nutanix portfolio.

Elevate Zone 1		Elevate Zone 2		Elevate Zone 3
Americas	United States	Americas	Canada	All countries not in Elevate Zones 1 & 2
APAC	Australia	APAC	Hong Kong	
APAC	China	APAC	South Korea	
APAC	India	APAC	Taiwan	
APAC	Japan	APAC	Thailand	
APAC	Singapore	EMEA	Italy	
EMEA	France	EMEA	Netherlands	
EMEA	Germany	EMEA	Switzerland	
EMEA	United Kingdom			

We engage and evaluate our partnerships within geographical zones. Elevate Zones are based on the size of the market in each region and are defined by market opportunity and historical business activity.

Since our resellers are authorized by country, each entity goes by their country's Elevate Zone and must attain their own competencies by country to achieve the desired Elevate level based on the program **Requirements**.



Reseller Program Requirements

Our Elevate Reseller Partners demonstrate their high levels of competency by putting their skillsets developed through enablement into practice when selling and supporting their customers.

If a partner does not meet the below requirements, they will be considered Enrolled. New partners start as Enrolled and we expect them to obtain one (1) NCSR and submit two (2) deal registrations for new opportunities within their first 12 months.

Competencies	NUTANIX RESELLER AUTHORIZED			NUTANIX RESELLER PROFESSIONAL			NUTANIX RESELLER CHAMPION		
	Zone 1	Zone 2	Zone 3	Zone 1	Zone 2	Zone 3	Zone 1	Zone 2	Zone 3
Sales									
Nutanix Certified Sales Representative 2023 - NCSR 2023 (NCSR 2022 is also eligible)	2	1	1	4	3	2	4	3	2
Nutanix Certified Sales Expert - NCSX	-	-	-	-	-	-	2	1	1
Technical									
NEW IN FY23 Nutanix Sizing Associate Badge*	1	1	1	3	2	2	3	2	2
Nutanix Certified Systems Engineer - NCSE Core (Nutanix Sizing Associate is a pre-requisite)	1	1	1	3	2	2	3	2	2
NEW IN FY23 Nutanix Certified Associate - NCA*	Recommended	Recommended	Recommended	2	2	1	N/A	N/A	N/A
Nutanix Certified Professional - Multicloud Infrastructure - NCP-MCI (NCP 5XX are all eligible)	-	-	-	Recommended	Recommended	Recommended	2	2	1
Services									
Nutanix Certified Services Core - NCS-Core (NCP-MCI is a pre-requisite)	-	-	-	-	-	-	2	2	1
Bookings Minimum									
Bookings minimum for the prior 12 months	\$75,000 USD								

*Partners have until the end of Q2 FY23 (January 31, 2023) to obtain these competencies.

Technical Training Information: Individuals who already have the NCSE Core WILL need to take the new Nutanix Sizing Associate training. NCA provides a Nutanix technical foundation and NCP-MCI builds on this at a more advanced level but NCA is not a pre-requisite for NCP-MCI. Therefore, if an individual has the NCP-MCI they DO NOT need to take the NCA.

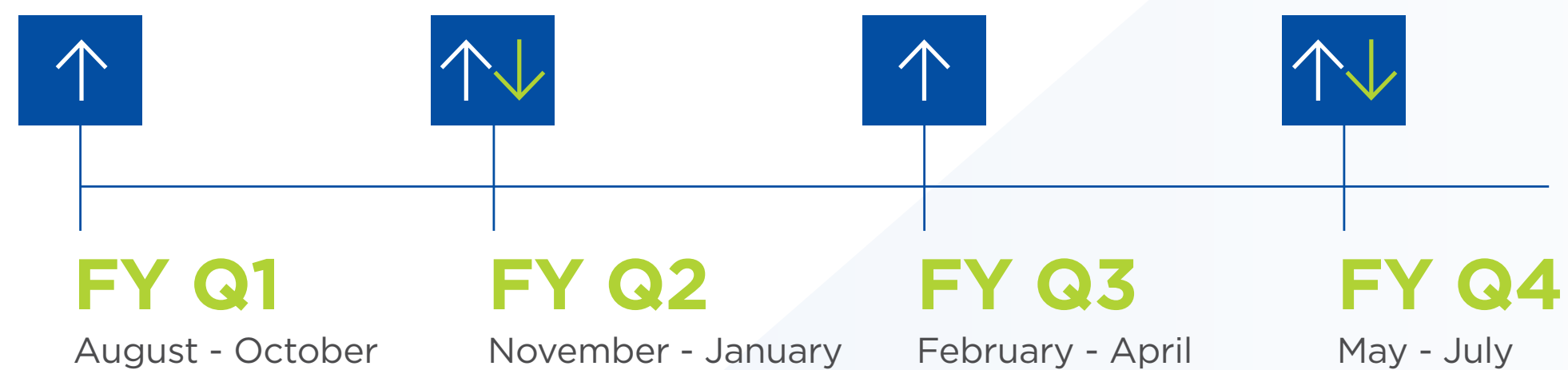
Checkpoint Timeline

Checkpoints are conducted after each quarter ends to review the competencies earned during the quarter that just ended.

If a partner obtains all the competencies required for a higher Elevate level, they can be promoted after the quarterly checkpoint is complete. Level demotions are performed after the checkpoints at the end of the first half and the end of the fiscal year, or when a new requirement is being reviewed.

The promotion, or demotion, is effective back to the start date of the new quarter once the checkpoint results are completed. Partner levels are not adjusted outside the quarterly checkpoints. Please reference the below table for specific dates.

Checkpoint	Reviewing Competencies Obtained Between:	TCV Bookings Between:	Checkpoint Type:	Review Completed:	Promotion/Demotion Effective:
Q1	August 1, 2022 - October 31, 2022	November 1, 2021 - October 31, 2022	Promotion Only	Mid-November 2022	November 1, 2022
Q2	November 1, 2022 - January 31, 2023	February 1, 2022 - January 31, 2023	Promotion & Demotion	Mid-February 2023	February 1, 2023
Q3	February 1, 2023 - April 30, 2023	May 1, 2022 - April 30, 2023	Promotion Only	Mid-May 2023	May 1, 2023
Q4	May 1, 2023 - July 31, 2023	August 1, 2022 - July 31, 2023	Promotion & Demotion	Mid-August 2023	August 1, 2023



Additional Requirements

Partner Agreement

All partners must have accepted the Nutanix Indirect Reseller Agreement (NIRA) and currently be in good standing to qualify for Nutanix Elevate Reseller Partner Program benefits.

Program Compliance

As a Nutanix partner, we encourage you to conduct all business engagements with integrity, to be ethical and accountable with your customers and Nutanix.

Program Non-compliance

- To make sure that partners are operating at the appropriate Elevate Reseller Partner Program competency level, the Nutanix Channel Sales and management team will conduct quarterly **checkpoints** to determine compliance. Partner competency levels may be adjusted based on the results.
- Notwithstanding the foregoing, Nutanix has the right to terminate this Program and the Nutanix Indirect Reseller Agreement (NIRA) in accordance with the terms of the agreement.

Regional Requirements

There may be incidents where partners will need to abide by additional regional program requirements. Your local regional Nutanix sales team will provide information to you if you have additional regional requirements.

Training and Certified Requirements

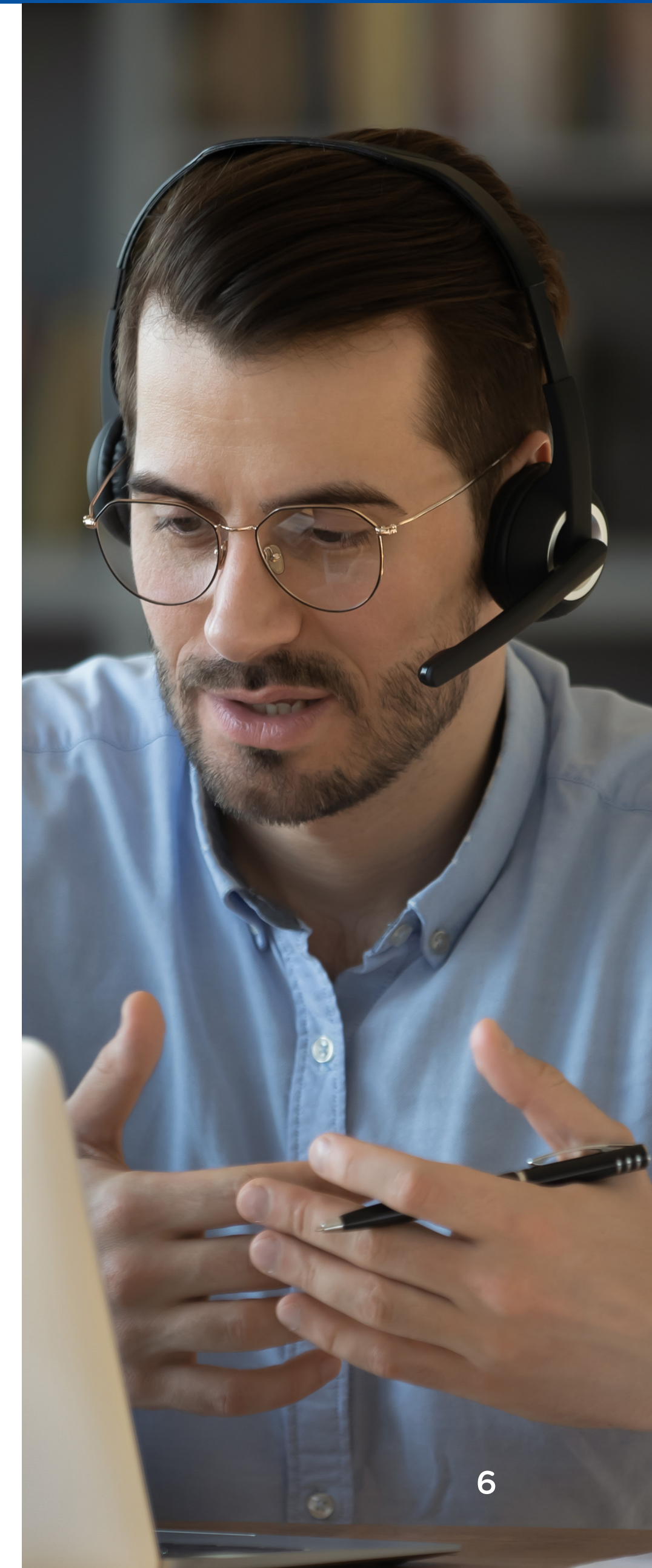
Partners at all levels must ensure that the required number of sales, technical, and services personnel, complete Nutanix product training. Partners must also ensure their sales and technical personnel stay current with product and solution training when updates are made available. Please see **requirements** for details.

Purchase Orders

Partners purchasing through distribution will receive their specific purchasing terms and requirements from their elected Distributor. There can also be variations depending on the region. The following elements will be required on all Nutanix purchases regardless of location:




- Complete End-User information
- Complete Install Location information
- Complete Shipping information
- End-User PO# (some GEOs require a copy of the actual PO)

Nutanix reserves the right to change the PO requirements at any time.



Reseller Program Benefits Overview

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. We offer simplified pricing structures, deal registration, incentives and rebates that enable you to increase profits, revenues and margins while closing business faster.

Benefits	 AUTHORIZED RESELLER	 PROFESSIONAL RESELLER	 CHAMPION RESELLER
Performance+ Deal Registration Advantage	✓	✓	✓
New Business Rebate on initial deal <i>(and subsequent deals within 270 days)*</i>	<ul style="list-style-type: none"> • 2% on initial deal • 1% on subsequent deals 	<ul style="list-style-type: none"> • 4% on initial deal • 3% on subsequent deals 	<ul style="list-style-type: none"> • 7% on initial deal • 5% on subsequent deals
New Business Individual Incentive	<ul style="list-style-type: none"> • Up to \$3,750 for Sales & SE • \$250 more for Citrix 	<ul style="list-style-type: none"> • Up to \$3,750 for Sales & SE • \$250 more for Citrix 	<ul style="list-style-type: none"> • Up to \$3,750 for Sales & SE • \$250 more for Citrix
Nutanix Cloud Clusters (NC2) on Azure Incentive	Up to \$1,500 for Partner Rep	Up to \$1,500 for Partner Rep	Up to \$1,500 for Partner Rep
Sizer Rebate <i>(Partner's Sizer scenario must be referenced on final Nutanix quote and order)*</i>	2%	2%	2%
Top Partner Rebate <i>(Minimum bookings and invitation required)</i>			✓
Referral Program	5%	5%	5%
Business Development Funds (BDF)		Proposal-based	Proposal-based
Partner Portal Access	✓	✓	✓
Ability to utilize Nutanix Sizer	✓	✓	✓
Access to knowledge base and support forums	✓	✓	✓
Inclusion in Partner Locator	✓	✓	✓
Access to No-cost Not For Resale (NFR) Licenses		✓	✓

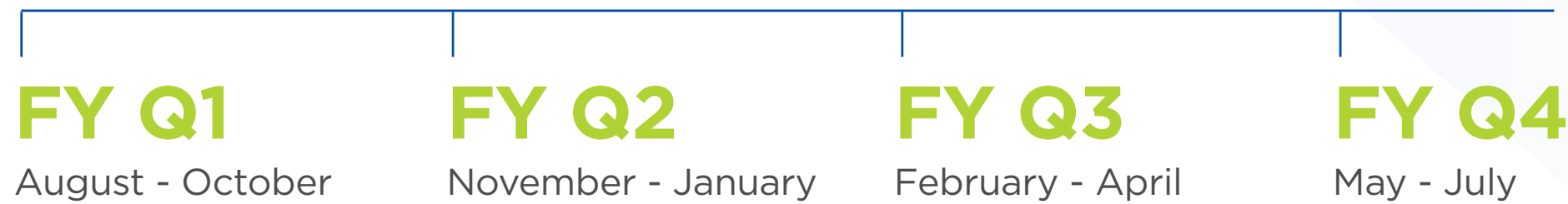
* Eligibility requires an approved deal registration.

Enrolled partners can submit **Performance+** deal registrations and have basic access to the Partner Portal and select tools.

Service Provider Program Structure

The Nutanix Elevate Service Provider Program provides enhanced benefits as Service Providers increase their skill set and Nutanix revenue while selling more of the Nutanix solution offerings.

Our programs are reviewed and updated based on the Nutanix fiscal year.



AUTHORIZED SERVICE PROVIDER
These Service Providers have signed the needed agreements and are early in their Service Provider journey with Nutanix.

PROFESSIONAL SERVICE PROVIDER
Service Providers with an enhanced Nutanix skill set, regular revenue across multiple Nutanix solution offerings.

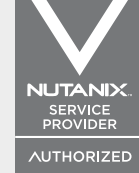


CHAMPION SERVICE PROVIDER (INVITE ONLY)
Service Providers with deep sales, technical and services delivery competencies who provides multiple differentiated services based on the Nutanix Hybrid multicloud platform.

Elevate Zone 1		Elevate Zone 2		Elevate Zone 3
Americas	Canada	APAC	India	All Countries not in Elevate Zone 1 & 2
Americas	United States	APAC	Singapore	
APAC	Australia	APAC	South Korea	
APAC	China	APAC	Thailand	
APAC	Japan	EMEA	Italy	
EMEA	France	EMEA	Netherlands	
EMEA	Germany	EMEA	Switzerland	
EMEA	UK&I			




We engage and evaluate our partnerships within geographical zones. Elevate Zones are based on the size of the market in each region and are defined by market opportunity and historical business activity.



Service Provider Program Requirements

Requirements	 AUTHORIZED SERVICE PROVIDER	 PROFESSIONAL SERVICE PROVIDER	 CHAMPION SERVICE PROVIDER (INVITE ONLY)
Business Requirements			
Signed Nutanix Elevate Service Provider Program (NESPP) Agreement	✓	✓	✓
Number of unique Nutanix-based offering sold	Minimum 1	Minimum 1	Minimum 1
Training			
Nutanix Certified Professional - Multicloud Infrastructure - NCP-MCI	1	2	4
Nutanix Certified Systems Engineer - NCSE Core	-	1	2
Nutanix Certified Services Core (NCS-Core)	Required to access Nutanix Services IP		1
Minimum Booked Business based on a rolling four previous complete quarters requirement by Zone (TCV)			
Zone 1	NONE	\$185,000 USD	\$700,000 USD
Zone 2	NONE	\$135,000 USD	\$600,000 USD
Zone 3	NONE	\$85,000 USD	\$500,000 USD

Service Provider Program Benefits Overview

Benefits	 AUTHORIZED SERVICE PROVIDER	 PROFESSIONAL SERVICE PROVIDER	 CHAMPION SERVICE PROVIDER (INVITE ONLY)
Nutanix Partner Portal Access	✓	✓	✓
Ability to utilize Nutanix Sizer	✓	✓	✓
Access to knowledge base and support forums	✓	✓	✓
Access to Nutanix Services IP*	✓	✓	✓
Access to training/education material and discounted certification	✓	✓	✓
Access to No-cost Not For Resale (NFR) Licenses		✓	✓
Eligible for joint Nutanix sales enablement		✓	✓
Ability to utilize Partner Demand Center (formerly XPAND)		✓	✓
New Business Rebate on initial deal <i>(and subsequent deals within 270 days)**</i>	<ul style="list-style-type: none"> • 2% on initial deal • 1% on subsequent deals 	<ul style="list-style-type: none"> • 4% on initial deal • 3% on subsequent deals 	<ul style="list-style-type: none"> • 7% on initial deal • 5% on subsequent deals
New Business Individual Incentive	<ul style="list-style-type: none"> • Up to \$3,750 for Sales & SE • \$250 more for Citrix 	<ul style="list-style-type: none"> • Up to \$3,750 for Sales & SE • \$250 more for Citrix 	<ul style="list-style-type: none"> • Up to \$3,750 for Sales & SE • \$250 more for Citrix
Sizer Rebate <i>(Partner's Sizer scenario must be referenced on final Nutanix quote and order)*</i>	2%	2%	2%
Top Partner Rebate <i>(Minimum bookings and invitation required)</i>			✓
Access to SP specific products & pricing		✓	✓
Technical Solutions and Services Workshop with Subject Matter Experts		✓	✓
Usage of Nutanix Service Provider program branding tools		✓	✓
Business Development Funds (BDF)		Proposal-based	Proposal-based
Regular Business Review and Services Planning with designated Nutanix team		✓	✓

* Requires NCS Core certification to access. ** Eligibility requires an approved deal registration.

Enrolled partners can submit **Performance+** deal registrations and have basic access to the Partner Portal and select tools.



How to Access Nutanix Training

Your Nutanix journey

Your Nutanix training and certification journey begins on the enhanced Partner Portal. The Learn page is your centralized hub to access Nutanix training, certifications, and enrichment content located on Nutanix University.

All of the Nutanix training for both sales and technical professionals on Nutanix University enables you to effectively deliver the value of Nutanix solutions to your customers. A majority of the training is offered on-demand and is broken into convenient segments making it easy to complete.

Within Nutanix University you can see the latest news and releases pertaining to Nutanix training and certifications. And within the Partner Portal you can view your real-time Nutanix certifications to track your learning progress.

For any additional training specific questions, please contact education@nutanix.com



Sales Competencies



Nutanix Certified Sales Representative 2023 (NCSR 2023):

Delivered as a self-paced modular eLearning experience with 3 hours of valuable content and an hour-long exam. This course will build awareness around the Nutanix business value story. Product and solutions portfolio are highlighted along with the basic use cases they fulfill. Learners will be equipped with solution selling in a competitive environment and also an understanding of channel partners and distributors and the importance in which we place them.

The NCSR 2022 Certification will continue to be an eligible certification to meet your organization's Elevate Sales competency requirements in FY23.



Nutanix Certified Sales Expert (NCSX):

After completing your NCSR, you can be nominated by your Nutanix Channel Sales team to earn this prestigious sales certification. You will present in front of a panel of Nutanix experts, delivering your best Nutanix pitch along with demonstrating how you handle objections and deal with sales challenges.

Technical Competencies



Sizing Associate:

This accreditation will make you more knowledgeable on how the Nutanix core architecture drives sizing, how to use the RVtools and Nutanix Collector discovery tools, how to analyze the discovery tools output, and how to use Sizer to more effectively design and size a solution for your customers. Complete the learning plan's 3 courses to receive your Sizing Associate badge.



Nutanix Certified Associate (NCA):

Develop skills and abilities navigating a Nutanix AOS cluster as well as configuring and operating Nutanix core offerings to successfully manage Nutanix in the datacenter. A candidate for the NCA certification has approximately 6-12 months of holistic IT infrastructure experience as well as some hands-on experience working with an AOS implementation.



Nutanix Certified Systems Engineer Core (NCSE Core):

This technical pre-sales certification validates that you have demonstrated the knowledge and ability to evangelize, size, propose, and handle competitive objections for core solutions on the Nutanix Enterprise Cloud platform.



Nutanix Certified Professional - Multicloud Infrastructure (NCP-MCI):

NCP-MCI 5.x certification holders have demonstrated the skills and knowledge to manage Nutanix AOS nodes, blocks, and clusters in the datacenter. Earning it validates your ability to deploy, administer, and troubleshoot Nutanix AOS, proving your mastery of key concepts from VM management to lifecycle operations.

Services Competencies









Nutanix Certified Services Core (NCS-Core):

This certification exam tests your skills and abilities deliver cluster deployment services. Successful NCS-Core candidates are able to assess customer environments, collect appropriate data, complete sizing and effectively present solutions. The exam is delivered in a remotely proctored environment to add security and help ensure the seriousness, authenticity, and credibility of the certification.



Global Program Incentives Summary

Individual Incentives	Eligible Partners	Company Rebates	Eligible Partners
<p>New Business Individual Incentive* NEW in FY23</p> <p>August 1, 2022 - July 31, 2023</p> <p>Earn incremental incentives for identifying, registering, and winning new business.</p> <ul style="list-style-type: none"> Individual Sales and SE reps can earn up to \$3,750 each Earn \$250 more when the deal includes Citrix virtual app and desktop Claim must be submitted within 60 days of the close date <p>Nutanix Cloud Clusters (NC2) on Azure Incentive* NEW in FY23</p> <p>November 1, 2022 - July 31, 2023</p> <p>Secure up to \$1,500 incremental incentives for identifying, registering, and winning business that includes NC2 on Azure.</p> <ul style="list-style-type: none"> Partner rep can earn up to \$1,500 Claim must be submitted within 60 days of the close date <p><i>Partner company must opt-in for the partner's employees to take advantage of the individual incentives.</i></p>	<p>Eligible Partners</p>  <p>RESELLER SERVICE PROVIDER</p>  <p>RESELLER</p>	<p>New Business Rebate*</p> <p>August 1, 2022 - July 31, 2023</p> <p>Acquire net new customers to Nutanix and get rewarded for your initial win as well as subsequent deals you close to that same end customer for the next 270 days.</p> <ul style="list-style-type: none"> Authorized: 2% initial, 1% subsequent Professional: 4% initial, 3% subsequent Champion: 7% initial, 5% subsequent <p>Sizer Rebate* NEW in FY23</p> <p>August 1, 2022 - January 31, 2023</p> <p>Receive 2% for creating the Sizer scenario for your customer's solution.</p> <ul style="list-style-type: none"> Sizer scenario must be referenced on the Nutanix quote used to place the order to Nutanix <p>Top Partner Rebate</p> <p>August 1, 2022 - July 31, 2023</p> <p>Enhance your profitability by earning up to 4% for achieving quarterly accelerated sales growth goals. Champion Resellers and Service Providers who meet a minimum bookings amount are eligible for this invite only program. Partners join the program in Nutanix FYQ1 or FYQ3 and receive quarterly rebate targets for the year or 6 months respectively.</p> <ul style="list-style-type: none"> Quarterly payout based on goal attainment <p>Referral Program NEW in FY23</p> <p>November 1, 2022 - July 31, 2023</p> <p>Be rewarded 5% for actively promoting and selling Nutanix to a new customer where you aren't the partner of record closing the deal.</p> <ul style="list-style-type: none"> Partner must provide 2 of 3 from: Proof of Joint Sales Engagement, Lead a Customer Executive Briefing (EBC) or Perform an On-Site POC or demonstration of Nutanix 	<p>Eligible Partners</p>  <p>RESELLER SERVICE PROVIDER</p>  <p>RESELLER SERVICE PROVIDER</p>  <p>RESELLER SERVICE PROVIDER</p>  <p>RESELLER</p>



The Nutanix Partner Rebate Center is the central location for your Nutanix Partner incentive needs. Shown here are incentive summaries only, please reference full terms and conditions and other details on the Promos and Incentives page on the Nutanix Partner Portal.

* Must have an approved deal registration for eligibility

Performance+ Deal Registration

Performance+ Deal Registration Program is a highly modernized and simple deal registration program designed to reward eligible partners in qualifying programs who identify, qualify and close sales opportunities.

Performance+ Deal Registrations are opportunity based and partners that initiate a Performance+ Deal Registration with Nutanix will receive an advantage over other potential partners for the time period prescribed for the registered opportunity. For a deal registration to be awarded, Nutanix will review the Performance+ Deal Registration information and evaluate if the criteria has been met.



Business Development Funds

Nutanix is pleased to offer a Business Development Funds (BDF) program for eligible partners in FY23.

Nutanix Professional and Champion partners are eligible to submit proposals for BDF investment to help you grow your Nutanix business. Other partner types may be eligible for BDF funds on an exception basis with Nutanix regional approval.

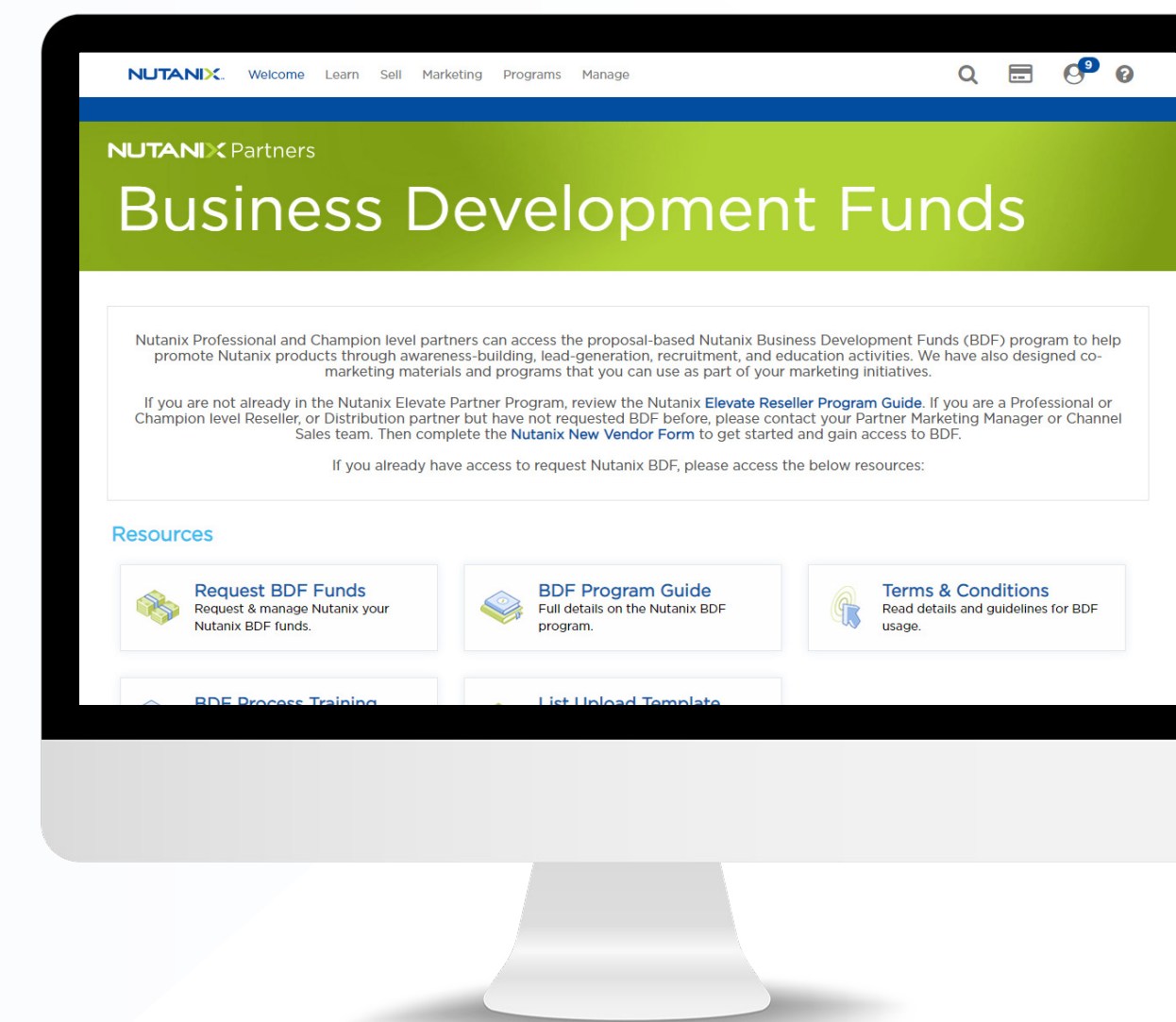
BDF is comprised of two funding types:

- Marketing Development Funds (MDF)
- Sales Development Funds (SDF)

Together, both funding types can be supported within the Nutanix BDF Program.

Partners can access BDF information and resources as well as submit and manage BDF requests in the Nutanix Partner Portal.

To manage and request BDF for your organization, you must have the proper BDF admin access on the partner portal. If your organization is eligible for Nutanix BDF and you require this access, please email partnermarketing@nutanix.com.



Not For Resale (NFR) Licenses

NFR licenses are production version licenses of our Nutanix Cloud Platform Software that are heavily discounted and cannot be resold. NFR software is available to our entire authorized Nutanix partner ecosystem to help you learn, test, and demonstrate our software in your non-Production environment.

NFR Licenses for Champion and Professional-Level Partners

Partners who maintain either Champion or Professional levels in the Elevate Partner Program are entitled to no-cost NFR licenses based on the capacity limitations listed in the table above.

The below table outlines the available NFR products, and their capacity purchase limits.

Product	License Tier	Capacity	Support	Term
Nutanix Cloud Infrastructure (NCI)	Ultimate	<=200 cores	Basic Support*	12 months**
Nutanix Cloud Manager (NCM)	Ultimate	<=200 cores		
Nutanix Unified Storage (NUS)	Pro	<=100 TiB		
Nutanix Data Base Service (NDB)	N/A	<=200 cores		
End User Compute (EUC)	Ultimate			

* Basic Support is to be used for labs and demo environments. Nutanix does not recommend running Production workloads on this environment. [Click here](#) for more information.

** Must renew every 12 months.



Additional NFR Details

Software Availability

Currently Nutanix offers NFR software licenses for our **Nutanix Cloud Platform**, featuring a suite of Nutanix software capabilities to tackle complex infrastructure challenges. NFR software is not available for Nutanix legacy software and SKUs.

Hardware Platform & Public Cloud Requirements

Nutanix software has been designed to integrate with hardware and public cloud platform configurations produced or certified by Nutanix and our OEM partners. NFR license usage requires supported platforms from Nutanix, OEM partners, third party server vendors, or public cloud partners. [View compatible platforms and configurations here.](#)

How to Order

Reach out to your Nutanix channel team to begin the process to acquire NFR licenses. Once purchased, they will appear in your organization's available licenses in the **Nutanix Support Portal**. Please note you cannot mix NFR licenses with standard Nutanix licenses in the same cluster.

Partner Licensing Use Policy

All NFR software described in this guide is for the intent of education, self-learning or demonstration purposes only. Usage should adhere to the **Nutanix License and Services Agreement**, specifically section 2.4.

2.4. Previews License Grant. Subject to Your compliance with this Agreement, and the licenses granted hereunder, We grant You a license to Previews, for the purposes of evaluation, or as applicable, to Previews specifically identified as alpha, beta, pre-release, demonstration or preview and its Documentation for Your internal business purposes within the Usage Capacity or other licensing metrics as applicable. Previews may only be used in non-production environments and not for commercial purposes or the processing of any production data. Non-public information provided by Nutanix in connection with Previews may not be disclosed to third parties without prior Nutanix authorization. Notwithstanding the foregoing within this section 2.4, and subject to Your compliance with the rest of this Agreement, We grant You a non-exclusive, non-transferable, non-sublicensable, terminable (in accordance with Section 13 herein) license to Use the No-Charge Products solely for internal purposes on Licensee's own premises. Previews are likely to be under development, and might not ever be generally released.

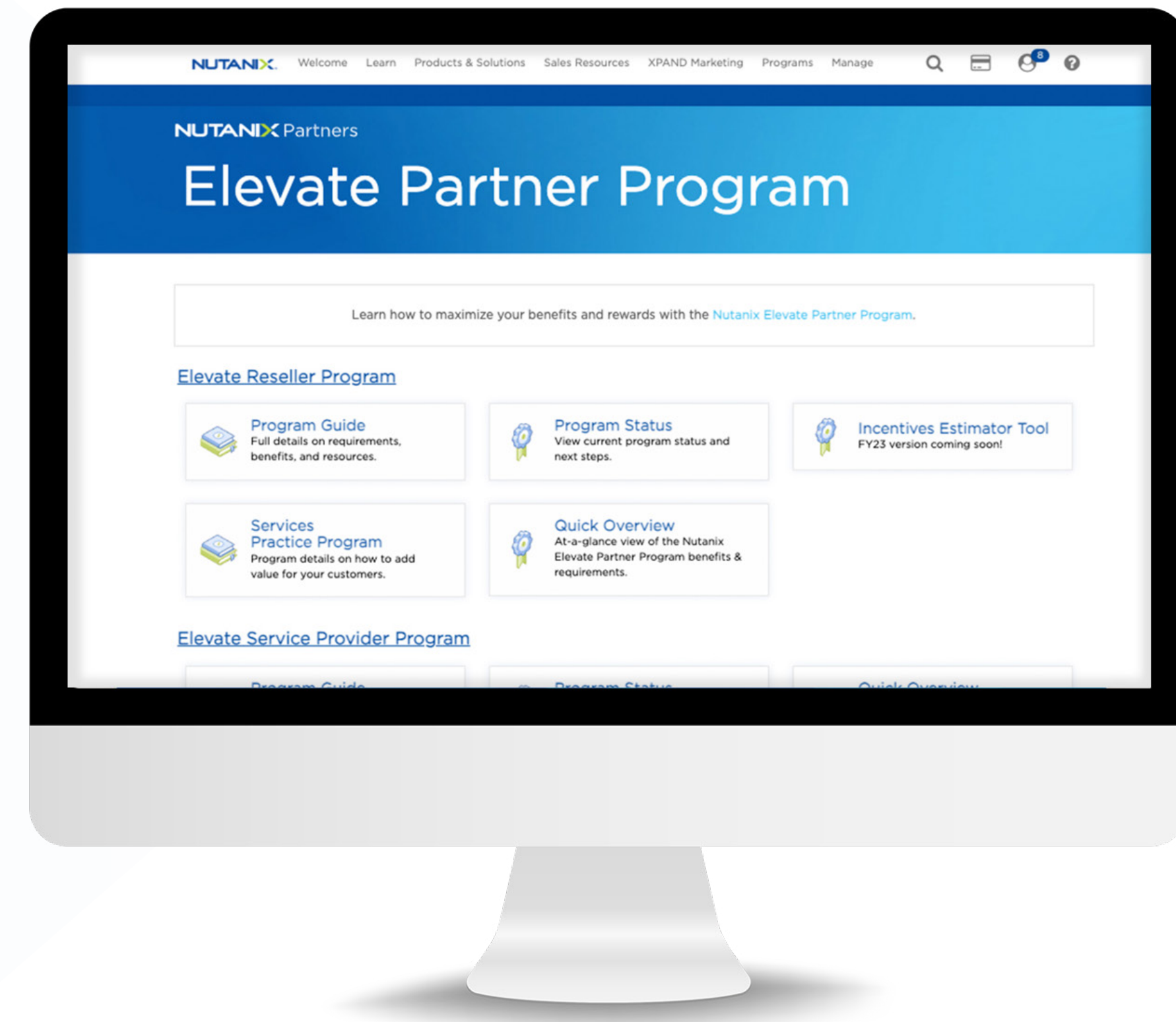


Resources

As a valued partner, leverage the Partner Portal to help you learn, market, and sell Nutanix products and solutions.

Partner Portal Benefits:

- Manage your Nutanix business with real-time insights around your opportunities, deal registrations, and certifications
- Access the latest selling tools, competitive insights, white papers, and customer presentations
- Digital marketing automation and demand scale with the Partner Demand Center (formerly XPAND) and Agency Marketplace
- Stay up to date on the latest news, incentives, and promotions
- View your Elevate Program status, progress towards the next level, and download assets to market your Elevate competency level
- Request and manage your Nutanix Business Development Funds (BDF)



Resources

Learning Resources



Nutanix University

Build marketable skills in enterprise cloud technology with a mix of online and instructor-led training and industry-recognized certification programs.



KnowledgeBase

Self-service tool that points you to the Nutanix resources you need instantly.



Partner News Center

The latest and greatest partner news on Nutanix products, programs, and incentives.

Selling Resources



Deal Registration Portal

Submit and view your Nutanix deal registrations to better manage your business and protect your opportunities.



Nutanix Test Drive

Test Drive Nutanix products and features through a guided, real-time experience.



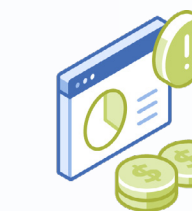
Nutanix Sizer

Create design scenarios, size workloads and download BOM to send to your distributor for fast quoting.



Partner Collateral Library

Search and access product/solution assets and enablement content including white papers, customer presentations, sales battle cards, competitive briefs, and more.



Manage Your Business

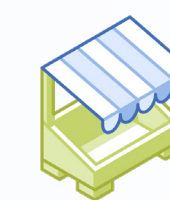
View information on your current Nutanix deal registrations, opportunities, and training certifications.

Marketing Resources



Partner Demand Center (formerly XPAND)

Automated digital demand platform: Create full funnel campaigns, send custom, co-brandable Nutanix demand generation content and syndicate rich social media content to your prospects, plus get real-time notifications of the leads they generate.



Agency Marketplace

Full service agency programs including digital, direct, and event marketing tactics - purchasable with BDF funds.



Partner Locator

The Locator lets customers search for a Nutanix partner in their area, providing information to customers around the varied skills, certifications, and specializations each partner offers. Partner Portal admins can modify your Locator information.

Terms and Conditions

Compliance with Laws, Anti-Corruption and Global Trade

Each party represents that it has not and will not violate any applicable laws in relation to the program. Further, each party represents and warrants that it has not and will not violate any applicable anti-corruption law in relation to the program.

Each party represents and warrants that it has not and will not violate any applicable trade sanctions and import/export control laws and regulations of any country in relation to this program. Any imposition of sanctions or export controls that prevents Nutanix from performing under the terms of this program shall be considered Force Majeure.

Intellectual Property Rights

Nothing in this Agreement shall be construed as a grant to either party of any ownership or other interest in any copyrights, patents, trademarks, know-how, inventions, trade secrets and registrations and applications for the registration thereof (“Intellectual Property”) of the other.

Nutanix Privacy Statement

The Nutanix Privacy Statement can be viewed at:

<https://www.nutanix.com/legal/privacy-statement>.

The statement describes the information that we gather from you in connection with our offerings, how we use and disclose such information, the steps we take to protect such information, and how you can exercise your data protection rights.

Limitation of Liability

Nutanix shall not be liable for any loss of profits or for special, consequential, incidental, indirect, reliance, punitive or exemplary damages, either in contract or tort, whether or not the possibility of such damages was disclosed to or could have been reasonably foreseen by Nutanix.

Force Majeure

Nutanix will not be liable for performance delays or for nonperformance due to causes beyond our reasonable control.

Taxes

Each party is responsible for its own respective income taxes or taxes based upon gross revenues, including, but not limited to, business and occupation taxes. Partner is responsible for any required tax withholding or reporting on incentives paid to partner’s employees. The individual shall be responsible for any and all applicable taxes related to its receipt of the Nutanix contribution, including but not limited to any sales, use, goods and services, services, consumption, business, value added, or other taxes or comparable levies, transaction privilege taxes, gross receipts taxes, net receipt taxes, any personal federal, state and local withholding taxes and other charges such as duties, customs, tariffs, imposts, contributions and other government imposed surcharges.

The information contained in this Partner Program Guide supplements your Nutanix partner agreement(s). It includes an overview of the Partner Program, its benefits and requirements. Decisions made by Nutanix regarding the Elevate Partner Program are made at Nutanix’s sole discretion. Nutanix reserves the right to update this Program as needed and information in this document is subject to change. If you have questions regarding the Elevate Partner Program specifics, please contact your Nutanix Channel Sales team.



Contact Us

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