

Nutanix Elevate Partner Program

Nutanix provides partners with a unified program designed to deliver a sustainable and profitable business model. With the Elevate Partner Program, Nutanix helps partners reduce business risk and build skills in hybrid multicloud solutions, while providing customers a single platform to run all their apps and data across multiple cloud environments efficiently and cost effectively.

Five reasons to become a Nutanix partner.



Opportunity

Unlock the full potential of your business and reduce risk by developing a multi-vendor strategy with a leader in the hybrid multicloud category.

Trusted by 24,000+ Customers



Profitability

Drive profitable growth quickly through ample deal registration benefits and a partner program that provides rich incentives as you perform and grow. Discover more avenues of profitability as you develop and deliver a full Nutanix services portfolio.

5 Star Rating, 2023 CRN Partner Program Guide

2022 Champion Vendor, Canalis Channel Leadership Matrix for EMEA & APJ



Customer Success

Deliver true ROI enabling your customers to manage their datacenters, clouds, and the edge as a single entity from one platform. Delight customers with industry leading support, with a proven 8-year average 90+ Net Promoter Score (NPS).

90+ NPS Score average over 8 years

Gartner Peer Insights 2022 Customers' Choice for HCI



Simplicity

Seamless partner-ready selling, sizing, and marketing automation tools put the power back into your hands. We put partners in the driver's seat to get deals across the line with ease.

20,000+ annual sales and technical certifications completed by partners

60,000+ annual sizing scenarios created in Nutanix Sizer by partners

Create a quote from your BOM with a single click



Freedom

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

700+ validated solutions with technology partners

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

Authorized to sell Nutanix with foundational sales and technical competencies.



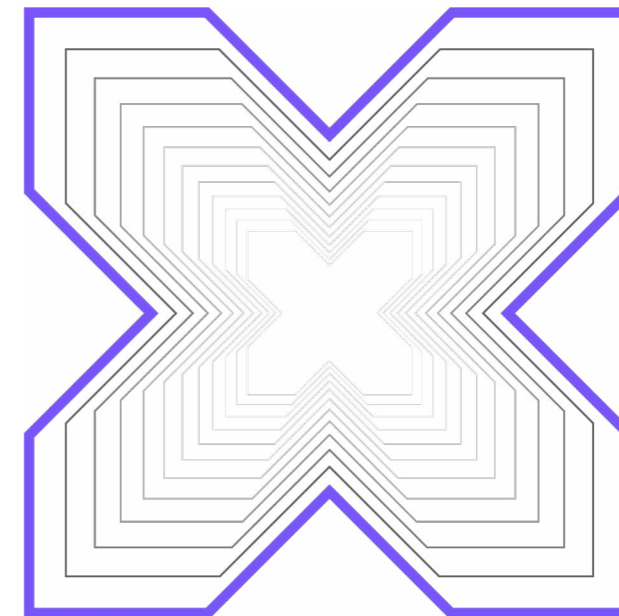
Professional

Have expertise and experience with Nutanix solutions and services.



Champion

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



Unlock competitive differentiation and experience one place to build your business by [becoming a Nutanix partner today!](#)

Incentives	Training & Certification	Selling Tools	Marketing Resources
New Business Rebate	Sales Certifications (NCSR and NCSX)	Performance+ Deal Registration	Business Development Funds (BDF)
New Business Individual Incentive	Technical Certifications (NCSE)	Partner Portal Access	Digital Marketing Automation with Partner Demand Center
Channel-Led Rebate	Administration Certifications (NCA and NCP)	Nutanix Sizer	Packaged Demand Programs via Agency Marketplace
Outperformance Rebate	Services Certifications (NCS)	Not For Resale (NFR) License Access	Qualified Lead Sharing
Referral Program	On-Demand Online Training Access	Exclusive Product Offers & Bundles	.NEXT Conference & Events
	Instructor Led Training Courses	Partner Business Insights Dashboard	Showcased on Nutanix Partner Locator

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