

NUTANIX

Partners

Build Your Business with Nutanix

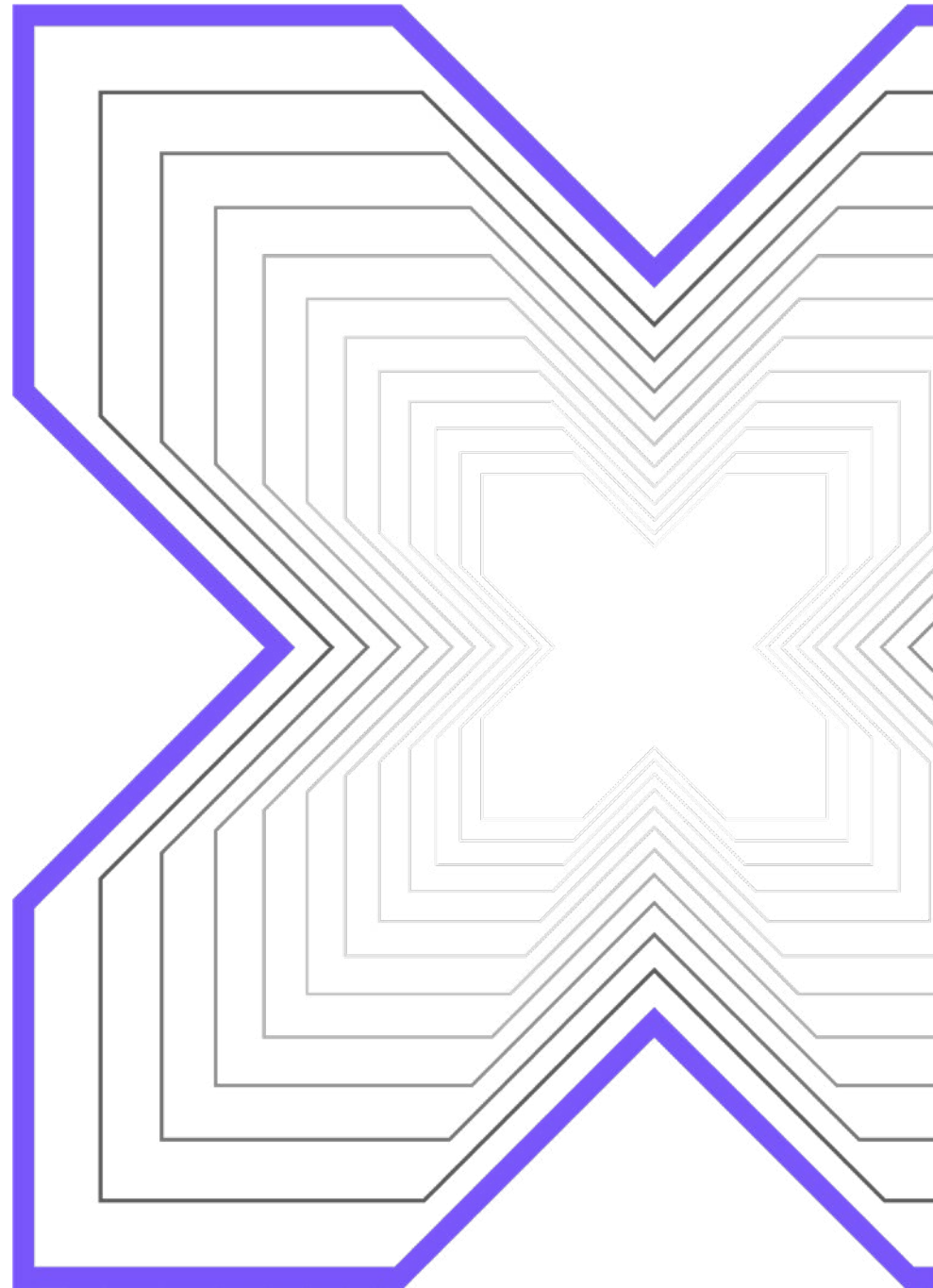
Nutanix provides partners with one place to build a sustainable and profitable business. A channel-first partnership that prioritizes rich incentives and consistent profitability throughout every stage of the customer journey.

One platform validated with 700+ technology providers to help your customers accelerate app performance, minimize cost and security risks, and provide a cloud operating model across edge, on-premises, and public clouds.

Nutanix helps partners reduce risk and build a multi-vendor strategy while providing your customers the freedom to choose their cloud, apps, and platform.

All made possible, together.

- Drive profitable growth quickly
- Own your future with abundant opportunities
- Experience success from the start
- Effective selling made simple
- Freedom for customers to choose their cloud, apps, and platform



Five reasons to become a Nutanix partner.



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 4-Star Rating, CRN
Partner Program Guide

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



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



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.

5,000+ 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

Learn more and become a Nutanix partner today at: www.nutanix.com/partners