

# Nutanix FY25 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 25,000+ 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, 2024 CRN Partner Program Guide

Champion Vendor, 2024 Canalys EMEA Titans Channel Leadership Matrix



### 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 7-year average 90+ Net Promoter Score (NPS).

90+ NPS Score 7-Year Average

Leader in 2023 Forrester Wave™ Hyperconverged Infrastructure, Q4 2023 report



### 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.

1000+ validated solutions with technology partners

## What our partners are saying.

*"The Nutanix Elevate Partner Program is predictable and has meat in it. It's matured its channel program. As a partner, we feel protected."*

**Tim Joyce - President and CEO of Roundstone Solutions**

*"We enjoy working with the Nutanix team – the people are the best!"*  
**Dharshana Koasgalage - Senior Vice President, Reddington Gulf FZE**

*"[Nutanix] understands what resellers and MSPs are trying to achieve with their customers and are providing us with the tools, skills, abilities, and programs to deliver on that vision."*

**Nick Winch - Ceo, Quirx**

# 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 sales and technical expertise and experience with Nutanix solutions.



**Champion**  
Possess high levels of product, administration, and services competencies with Nutanix.



**Premier**  
Trusted advisors who have demonstrated deep expertise in delivering Nutanix solutions, with extensive product, administration and services competencies.

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 Accreditations and Certifications (NCSR: Nutanix Basics, Associate - Infrastructure & NCSX)	Performance+ Deal Registration	Business Development Funds (BDF)
New Business Individual Incentive	Technical Pre-Sales Accreditation (Professional - Infrastructure)	Partner Portal Access	Partner Demand Center Customizable Content, Campaigns, & Programs
Channel-Led Rebate	Technical Post-Sales Certifications (NCA & NCP-MCI)	Nutanix Xcelerate Suite (X-Ray, Collector, Sizer, and Test Drive)	Packaged Demand Programs via Agency Marketplace
Outperformance Rebate	Services Certifications (NCS-Core, Nutanix Certified Services Proficient & Advanced)	Not For Resale (NFR) License Access	Eligible for High-Quality Lead Sharing
Referral Program	On-Demand Online Training Access Through Nutanix University	Special Customer Promotions & Offers	.NEXT Conference & Events
Nutanix Surge Promotion Rebate and Individual Incentive	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](#).  
Need Partner Portal Access? [Register Here](#).