

As the all-in-one chief officer of innovation, change, and success for your customers - you need a technology partner who can help you prepare customers for the multi-cloud era. Nutanix provides the Enterprise Cloud software platform and organizational support you need. Learn why the world's most successful solution providers lead with Nutanix.

Accelerate Your Success Partner with Nutanix

WHY SHOULD YOU PARTNER WITH NUTANIX?

Embrace Innovation

Lead with the industry innovator in enterprise cloud technology.

- A full Enterprise Cloud platform that is much more than HCI
- Named as a leader in Gartner MQ for Integrated Systems two years in a row
- Broad ecosystem of 100+ technology partners

Delight Your Customers

The one-click platform they will love and continue to invest in.

- 6,000+ customers run their IT on Nutanix
- Customers acquire 4X initial purchase on average within 18 months
- 90+ NPS average is 3X industry average

Maximize Your Opportunities

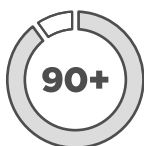
Deliver the ultimate in customer choice - and boundless sales options for you.

- Run any enterprise application such as Oracle, SQL, and Splunk- in any cloud
- Available on hardware that represents 52% of the global server market
- Ability to move costs between CAPEX and OPEX
- Professional services opportunities to maximize your profitability

BUILD THE FOUNDATION FOR BUSINESS AND PROFITABILITY GROWTH



Customers worldwide



Net Promoter Score



Average initial revenue within 18 months of sale



Day average sales cycle



Average deal margin



Channel



BEGIN YOUR JOURNEY WITH THE NUTANIX PARTNER NETWORK

The flexible Nutanix Partner Network (NPN) program provides you the benefits, tools, and resources to help build your Nutanix practice and sell better and faster. As you grow your business, experience more benefits and resources when you achieve higher tiers within the program.



EVERYTHING YOU NEED IN ONE PLACE

The Nutanix Partner Portal is your launchpad to the Enterprise Cloud. [Get started now](#) to access the resources you need to become a valued Nutanix partner:

1. Get smart with [Nutanix nu.school](#) education to earn certifications and sharpen your knowledge on Nutanix solutions and positioning.
2. Access [Nutanix partner sales resources and collateral](#) such as case studies, white papers, solutions briefs, and more to stay up to date and drive more opportunities.
3. Discover the robust amount of [Nutanix marketing resources and tools](#) to help expand your reach and accelerate your pipeline.
4. Ready to sell? [Explore all the tools you'll need](#) to position and close deals including Nutanix Sizer, online demos, and deal registration.

We're here to help

If you have any questions, reach out to your Nutanix channel account manager or email partnerhelp@nutanix.com



T. 855.NUTANIX (855.688.2649) | F. 408.916.4039
info@nutanix.com | www.nutanix.com | [@nutanixpartners](https://twitter.com/nutanixpartners)

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).

©2017 Nutanix, Inc. All rights reserved. Nutanix is a trademark of Nutanix, Inc., registered in the United States and other countries. All other brand names mentioned herein are for identification purposes only and may be the trademarks of their respective holder(s).