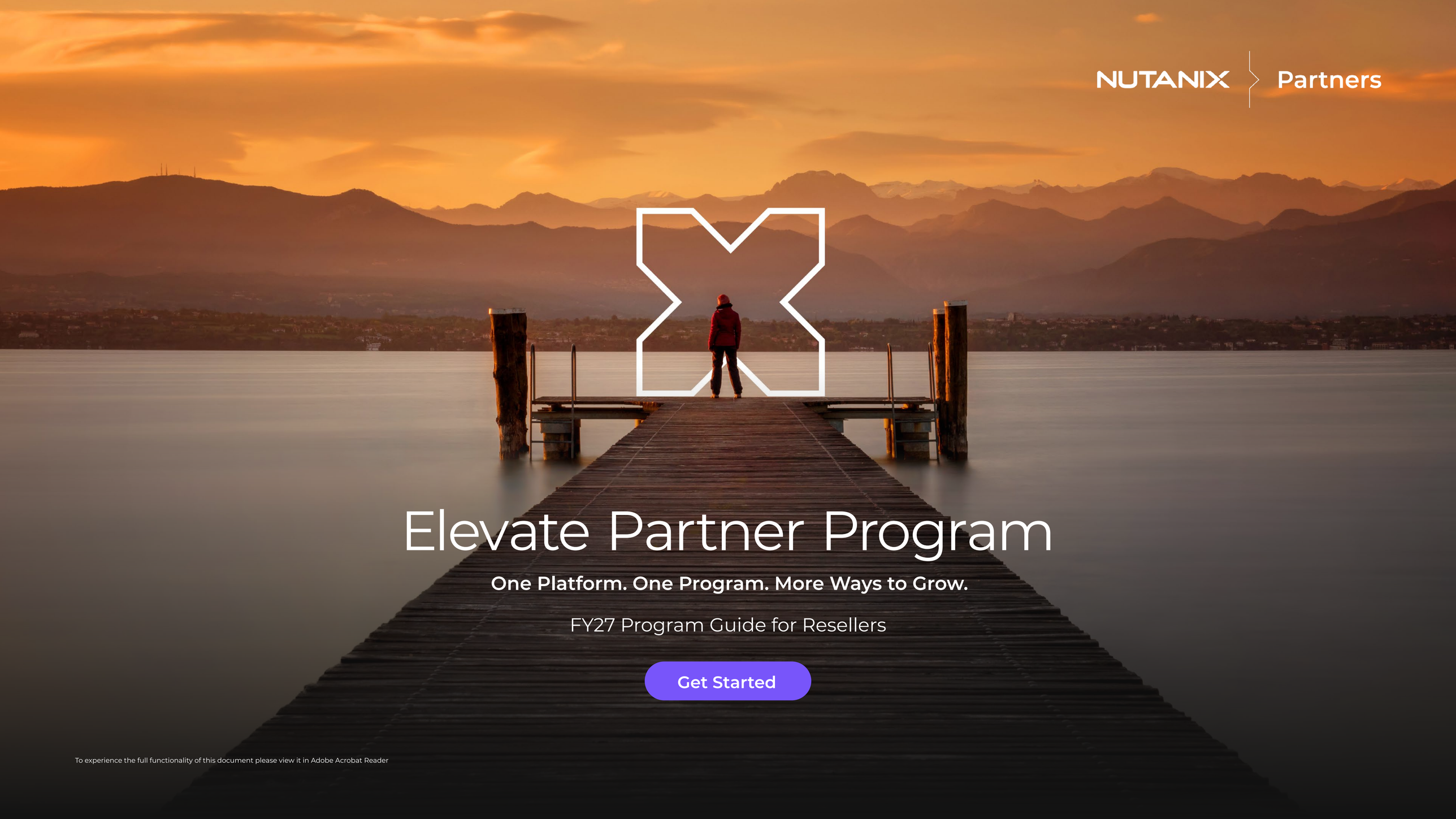

NUTANIX
Partners
Elevate Partner Program
One Platform. One Program. More Ways to Grow.
FY27 Program Guide for Resellers
Get Started
To experience the full functionality of this document please view it in Adobe Acrobat Reader

Elevate Partner Program

One Platform. One Program. More Ways to Grow.

Welcome to the FY27 Nutanix Elevate Partner Program, built to strengthen our relationship and empower your organization to achieve even greater success. Nutanix provides a unified, partner-first program designed around four core pillars: **Profitability, Platform, Commitment**, and **Differentiation**. With Elevate, we help you reduce business risk, build advanced capabilities across hybrid multicloud, AI, and cloud-native solutions, and deliver a single platform for customers to run all their apps and data anywhere.

The FY27 Nutanix Elevate Partner Program is designed to help you grow your business, increase profitability, and accelerate customer success. This year, Elevate goes beyond rewarding new customer acquisition. You can earn for landing new logos, expanding your Nutanix customer base, driving year-over-year growth, and delivering strong lifecycle outcomes. With more ways to earn and new opportunities to differentiate your business, Elevate helps you turn the Nutanix Cloud Platform into a growth engine for your business.

Whether you are building your foundation or leading customer transformation, Elevate aligns your investments in sales, technical, and services expertise directly to increased margins, predictable BDF reinvestment, and clear market differentiation. By building your business with Nutanix, you tap into an industry-leading platform that delights customers, maximizes front- and back-end profitability, and equips your team to market, sell, and deliver with confidence through seamless partner tools and resources.

Contents

Reseller Program →
Competencies →
Verified Services →
Benefits →
Resources →
Terms and Conditions →
Contact Us →

Reseller Elevate Level Structure

The Nutanix Elevate Reseller Partner Program is designed to reward partners who develop deep skillsets around selling, delivering, and building practices around the Nutanix portfolio.



Authorized Reseller
Partners with foundational sales and technical competencies.



Professional Reseller
Partners who have invested in their sales and technical expertise to provide integrated Nutanix solutions.



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



Premier Reseller
Trusted advisors who have demonstrated deep expertise in selling and delivering comprehensive Nutanix solutions. Their extensive product, administration and services competencies allow them to provide exceptional value and support to their customers.

Reseller Program Requirements – Zone 1

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 a minimum of one (1) NCSR, and submit two (2) deal registrations for new opportunities within their first 12 months.



Competency Requirements	Zone 1			
Sales				
Nutanix Certified Sales Representative: Nutanix Basics **(NCSR)**	2	3	4	5
Nutanix Accredited Associate - Infrastructure **(NAAI)**	2	3	4	5
Nutanix Certified Sales Expert **(NCSX)**	-	Recommended	2	3
Technical				
Nutanix Accredited Professional - Infrastructure **(NAPI)**	2	3	4	5
Nutanix Certified Associate **(NCA)**	Recommended	2	N/A	N/A
Nutanix Certified Professional - Multicloud Infrastructure **(NCP-MCI)**	-	Recommended	4	5
Nutanix Certified Professional - Cloud Native **(NCP-CN)**	-	-	Recommended	2
Nutanix Certified Professional - Choose Your Specialty: AI **(NCP-AI)**, Business Continuity **(NCP-BC)**, Cloud Integration **(NCP-AWS or NCP-AZURE)**, Database Automation **(NCP-DB)**, End User Computing **(NCP EUC)**, Multicloud Automation **(NCP-MCA)**, Network & Security **(NCP-NS)**, Unified Storage **(NCP-US)**	-	-	-	2
Services				
Nutanix Certified Services - Core **(NCS-Core)**	-	Recommended	4	5
Nutanix Certified Services Professional - Choose your preferred track: Database Modernization (NDB), End User Computing (EUC), Multicloud Automation (MCA), or Multicloud Infrastructure (MCI)	-	Recommended	2	4
Performance Requirements				
Software Bookings Minimum for the Prior 12 Months (USD)	$300,000	$1,000,000	$2,000,000	$3,000,000
OR				
# of New Logos Booked for the Prior 12 Months ($10K minimum)	2	5	9	11

Bookings minimums are calculated on the **Total Contract Value (TCV)** of Nutanix software and services bookings, using an assumed average reseller buy price (uplifted) from the respective distributor. Included in the bookings total are new, existing, renewal business, and OEM business when Nutanix software is purchased, provided the OEM discloses the reseller to Nutanix. Deals transacted directly by an OEM are ineligible.
All other types of sales, including but not limited to orders with no Nutanix software, **Not for Resale (NFR) products**, "Other Parts," hardware support, and hardware, are strictly excluded.
A New Logo is defined as the first time an end-user customer, or affiliated entity, purchases Nutanix software. The New Logo deal must meet a minimum threshold of **$10K USD TCV** per end-user customer to qualify.
For both the bookings and New Logo count requirements, deals where the reseller and end-user customer (or affiliated entities) are the same will be excluded.

Additional Technical & Services Information:

- For both the Technical (NCA and NCP) and Services (NCS) Certifications versions 6.XX and 7.XX are eligible.
- NCA provides a Nutanix technical foundation and NCP-MCI builds on this at a more advanced level however 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, the NCP will count for any requirements. Also, the more advanced NCM-MCI certification will count towards the NCP-MCI requirement.
- For Nutanix Certified Services courses the partner will pick their preferred track.

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 must achieve the program requirements for their respective country's Elevate Zone.

	Americas	APJ	EMEA
Zone 1	United States	India Japan	France Germany United Kingdom
Zone 2	Brazil Canada	Australia Singapore South Korea	Italy Netherlands Saudi Arabia Sweden Switzerland
Zone 3	All countries not in Zones 1 & 2		

Reseller Program Requirements – Zone 2

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 a minimum of one (1) NCSR, and submit two (2) deal registrations for new opportunities within their first 12 months.



Competency Requirements	Zone 2			
Sales				
Nutanix Certified Sales Representative: Nutanix Basics **(NCSR)**	1	2	3	4
Nutanix Accredited Associate - Infrastructure **(NAAI)**	1	2	3	4
Nutanix Certified Sales Expert **(NCSX)**	-	Recommended	1	2
Technical				
Nutanix Accredited Professional - Infrastructure **(NAPI)**	1	2	3	4
Nutanix Certified Associate **(NCA)**	Recommended	2	N/A	N/A
Nutanix Certified Professional - Multicloud Infrastructure **(NCP-MCI)**	-	Recommended	3	4
Nutanix Certified Professional - Cloud Native **(NCP-CN)**	-	-	Recommended	1
Nutanix Certified Professional - Choose Your Specialty: AI **(NCP-AI)**, Business Continuity **(NCP-BC)**, Cloud Integration **(NCP-AWS or NCP-AZURE)**, Database Automation **(NCP-DB)**, End User Computing **(NCP EUC)**, Multicloud Automation **(NCP-MCA)**, Network & Security **(NCP-NS)**, Unified Storage **(NCP-US)**	-	-	-	1
Services				
Nutanix Certified Services - Core **(NCS-Core)**	-	Recommended	3	4
Nutanix Certified Services Professional - Choose your preferred track: Database Modernization (NDB), End User Computing (EUC), Multicloud Automation (MCA), or Multicloud Infrastructure (MCI)	-	Recommended	1	3
Performance Requirements				
Software Bookings Minimum for the Prior 12 Months (USD)	$150,000	$750,000	$1,500,000	$2,250,000
OR				
# of New Logos Booked for the Prior 12 Months ($10K minimum)	2	4	7	9

Bookings minimums are calculated on the **Total Contract Value (TCV)** of Nutanix software and services bookings, using an assumed average reseller buy price (uplifted) from the respective distributor. Included in the bookings total are new, existing, renewal business, and OEM business when Nutanix software is purchased, provided the OEM discloses the reseller to Nutanix. Deals transacted directly by an OEM are ineligible.
All other types of sales, including but not limited to orders with no Nutanix software, **Not for Resale (NFR) products**, "Other Parts," hardware support, and hardware, are strictly excluded.
A New Logo is defined as the first time an end-user customer, or affiliated entity, purchases Nutanix software. The New Logo deal must meet a minimum threshold of **$10K USD TCV** per end-user customer to qualify.
For both the bookings and New Logo count requirements, deals where the reseller and end-user customer (or affiliated entities) are the same will be excluded.

Additional Technical & Services Information:

- For both the Technical (NCA and NCP) and Services (NCS) Certifications versions 6.XX and 7.XX are eligible.
- NCA provides a Nutanix technical foundation and NCP-MCI builds on this at a more advanced level however 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, the NCP will count for any requirements. Also, the more advanced NCM-MCI certification will count towards the NCP-MCI requirement.
- For Nutanix Certified Services courses the partner will pick their preferred track.

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 must achieve the program requirements for their respective country's Elevate Zone.

	Americas	APJ	EMEA
Zone 1	United States	India Japan	France Germany United Kingdom
Zone 2	Brazil Canada	Australia Singapore South Korea	Italy Netherlands Saudi Arabia Sweden Switzerland
Zone 3	All countries not in Zones 1 & 2		

Reseller Program Requirements – Zone 3

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 a minimum of one (1) NCSR, and submit two (2) deal registrations for new opportunities within their first 12 months



Competency Requirements	Zone 3			
Sales				
Nutanix Certified Sales Representative: Nutanix Basics **(NCSR)**	1	1	2	3
Nutanix Accredited Associate - Infrastructure **(NAAI)**	1	1	2	3
Nutanix Certified Sales Expert **(NCSX)**	-	Recommended	1	2
Technical				
Nutanix Accredited Professional - Infrastructure **(NAPI)**	1	1	2	3
Nutanix Certified Associate **(NCA)**	Recommended	1	N/A	N/A
Nutanix Certified Professional - Multicloud Infrastructure **(NCP-MCI)**	-	Recommended	2	3
Nutanix Certified Professional - Cloud Native **(NCP-CN)**	-	-	Recommended	1
Nutanix Certified Professional - Choose Your Specialty: AI **(NCP-AI)**, Business Continuity **(NCP-BC)**, Cloud Integration **(NCP-AWS or NCP-AZURE)**, Database Automation **(NCP-DB)**, End User Computing **(NCP EUC)**, Multicloud Automation **(NCP-MCA)**, Network & Security **(NCP-NS)**, Unified Storage **(NCP-US)**	-	-	-	1
Services				
Nutanix Certified Services - Core **(NCS-Core)**	-	Recommended	2	3
Nutanix Certified Services Professional - Choose your preferred track: Database Modernization (NDB), End User Computing (EUC), Multicloud Automation (MCA), or Multicloud Infrastructure (MCI)	-	Recommended	1	2
Performance Requirements				
Software Bookings Minimum for the Prior 12 Months (USD)	$75,000	$500,000	$1,000,000	$1,500,000
OR				
# of New Logos Booked for the Prior 12 Months ($10K minimum)	1	3	6	8

Bookings minimums are calculated on the **Total Contract Value (TCV)** of Nutanix software and services bookings, using an assumed average reseller buy price (uplifted) from the respective distributor. Included in the bookings total are new, existing, renewal business, and OEM business when Nutanix software is purchased, provided the OEM discloses the reseller to Nutanix. Deals transacted directly by an OEM are ineligible.
All other types of sales, including but not limited to orders with no Nutanix software, **Not for Resale (NFR) products**, "Other Parts," hardware support, and hardware, are strictly excluded.
A New Logo is defined as the first time an end-user customer, or affiliated entity, purchases Nutanix software. The New Logo deal must meet a minimum threshold of **$10K USD TCV** per end-user customer to qualify.
For both the bookings and New Logo count requirements, deals where the reseller and end-user customer (or affiliated entities) are the same will be excluded.

Additional Technical & Services Information:

- For both the Technical (NCA and NCP) and Services (NCS) Certifications versions 6.XX and 7.XX are eligible.
- NCA provides a Nutanix technical foundation and NCP-MCI builds on this at a more advanced level however 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, the NCP will count for any requirements. Also, the more advanced NCM-MCI certification will count towards the NCP-MCI requirement.
- For Nutanix Certified Services courses the partner will pick their preferred track.

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 must achieve the program requirements for their respective country's Elevate Zone.

	Americas	APJ	EMEA
Zone 1	United States	India Japan	France Germany United Kingdom
Zone 2	Brazil Canada	Australia Singapore South Korea	Italy Netherlands Saudi Arabia Sweden Switzerland
Zone 3	All countries not in Zones 1 & 2		

Checkpoint Timeline

Quarterly checkpoints evaluate partner competencies, TCV software bookings, and renewal performance to determine Elevate Level and Rebate Tier for the following quarter.

To measure renewal performance, we use On-Time Renewals plus earlies (OTRe). OTRe is calculated per asset expiration date against the measured quarters' Available to Renew (ATR) snapshot. Early renewals credit to their original due quarter, while late renewals count as losses for that quarter even if completed later. Measurement applies strictly to the incumbent partner of record. Renewals completed by a non-incumbent reseller count as an OTRe loss for the incumbent.

Tier 0: Resellers with an OTRe less than 50% (<50%), no rebates are earned at this tier.

Tier 1: Resellers with an OTRe equal to or larger than 50% (>=50%) OR resellers without ATR within the prior 4 quarters.

Tier 2: Resellers with an OTRe equal to or larger than 80% (>=80%).

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

Checkpoint	Competencies Completed By	TCV Software Bookings & OTRe Between	Elevate Level	Rebate Tier	Review Completed	Effective Date
Q1	October 31, 2026	November 1, 2025 - October 31, 2026	Promotion Only	Promotion & Demotion	Mid-November 2026	November 1, 2026
Q2	January 31, 2027	February 1, 2026 - January 31, 2027	Promotion & Demotion	Promotion & Demotion	Mid-February 2027	February 1, 2027
Q3	April 30, 2027	May 1, 2026 - April 30, 2027	Promotion Only	Promotion & Demotion	Mid-May 2027	May 1, 2027
Q4	July 31, 2027	August 1, 2026 - July 31, 2027	Promotion & Demotion	Promotion & Demotion	Mid-August 2027	August 1, 2027



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
- The Nutanix Channel Programs and management team will conduct quarterly checkpoints to determine compliance.
- 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.

Employee Contact Administration

It is critical to maintain accurate contact and admin information in our systems, including notifying Nutanix when an employee has left your company. This allows us to protect your sensitive data and ensure the correct people are receiving pertinent information. To update admins on specific tools or notify us of employee departures, please email: partnerhelp@nutanix.com.

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.

Brand Guidelines
All partners must agree to follow Nutanix brand guidelines and official Nutanix messaging when promoting our brand. The Brand Portal provides specific branding information and resources. Completion of the Brand Training is required to access the Brand Portal.

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)

Please reference the Worldwide Bookings Policy for complete details. Nutanix reserves the right to change the PO requirements at any time.

How to Access Nutanix Training

Your Nutanix Journey

Grow your Nutanix hybrid multicloud selling and technical knowledge with Nutanix University. No matter which stage of your Nutanix learning journey you're on, become more successful through our partner education offerings that range from fundamental to advanced levels.

Start Learning

Free Exams

To help your organization build skills and move your way up the Elevate levels, Nutanix is offering free certification exam vouchers for the below certification exams:

- Nutanix Certified Associate (NCA)
- Nutanix Certified Professional - Cloud Native (NCP-CN)
- Nutanix Certified Professional - AI (NCP-AI)
- Nutanix Certified Professional - Business Continuity (NCP-BC)
- Nutanix Certified Professional - Cloud Integration (NCP-AWS or NCP-AZURE)
- Nutanix Certified Professional - Database Automation (NCP-DB)
- Nutanix Certified Professional - End User Compute (NCP-EUC)
- Nutanix Certified Professional - Multicloud Automation (NCP-MCA)
- Nutanix Certified Professional - Multicloud Infrastructure (NCP-MCI)
- Nutanix Certified Professional - Networking & Security (NCP-NS)
- Nutanix Certified Professional - Unified Storage (NCP-US)
- Nutanix Certified Master - Multicloud Infrastructure (NCM-MCI)
- Nutanix Certified Services - Core (NCS-Core)

All active Nutanix reseller, distribution, and service provider partners are eligible to claim and redeem their vouchers in Nutanix University for proctored exams through January 31, 2027.

Learn More

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



Sales Competencies



Nutanix Certified Sales Representative: Nutanix Basics
The NCSR certification is the first step for partners to move up within the Elevate Program. Recipients of the NCSR badge have demonstrated their ability to speak to their customers about the current market conditions, infrastructure concerns and how they can benefit from Nutanix portfolio of products and features.

Enroll



Nutanix Accredited Associate - Infrastructure
Designed to provide sellers the knowledge to understand the history and benefits of HCI, value and benefit of Nutanix, why customers move to Nutanix, capabilities of Nutanix Cloud Infrastructure, and how to handle a first pitch to a customer on Nutanix as an infrastructure platform. With this knowledge sellers will be able to identify, pitch, and qualify opportunities.

Enroll



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.

Participating partners understand the foundation of Nutanix, our vision for customer success, and know how to effectively tell our story. NCSX candidates have exhibited sales disciplines and behaviors that match the requirements of our internal sales team.

Learning Path

Technical Competencies



Nutanix Accredited Professional - Infrastructure
The SE acquires the knowledge to work a basic infrastructure deal from opportunity through close of sale. This includes understanding key components of the Nutanix Cloud Infrastructure architecture, how to demo, how to whiteboard, how to size solutions, and about the key concepts in connecting NCI into the customer networks.

Enroll



Nutanix Certified Professional - Cloud Native (NCP-CN)
Successful NCP-CN candidates demonstrate mastery of how to deploy, configure, optimize, troubleshoot, and perform administrative tasks on a Nutanix Kubernetes Platform (NKP) cluster. Candidates for the NCP-CN typically have at least 6-12 months of building and managing Kubernetes clusters, 6-12 months of working with Linux, and 6 months of experience with a Kubernetes platform.

Enroll



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.

Enroll



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

Enroll

Nutanix Certified Professional - Choose Your Speciality



Nutanix Certified Professional AI (NCP-AI)

Enroll



Nutanix Certified Professional Business Continuity (NCP-BC)

Enroll



Nutanix Certified Professional Cloud Integration (NCP-AWS or NCP-AZURE)

Enroll



Nutanix Certified Professional Database Automation (NCP-DB)

Enroll



Nutanix Certified Professional End User Compute (NCP-EUC)

Enroll



Nutanix Certified Professional Multicloud Automation (NCP-MCA)

Enroll



Nutanix Certified Professional Networking & Security (NCP-NS)

Enroll



Nutanix Certified Professional Unified Storage (NCP-US)

Enroll

Click here to learn more about all Nutanix Professional Level Certifications.

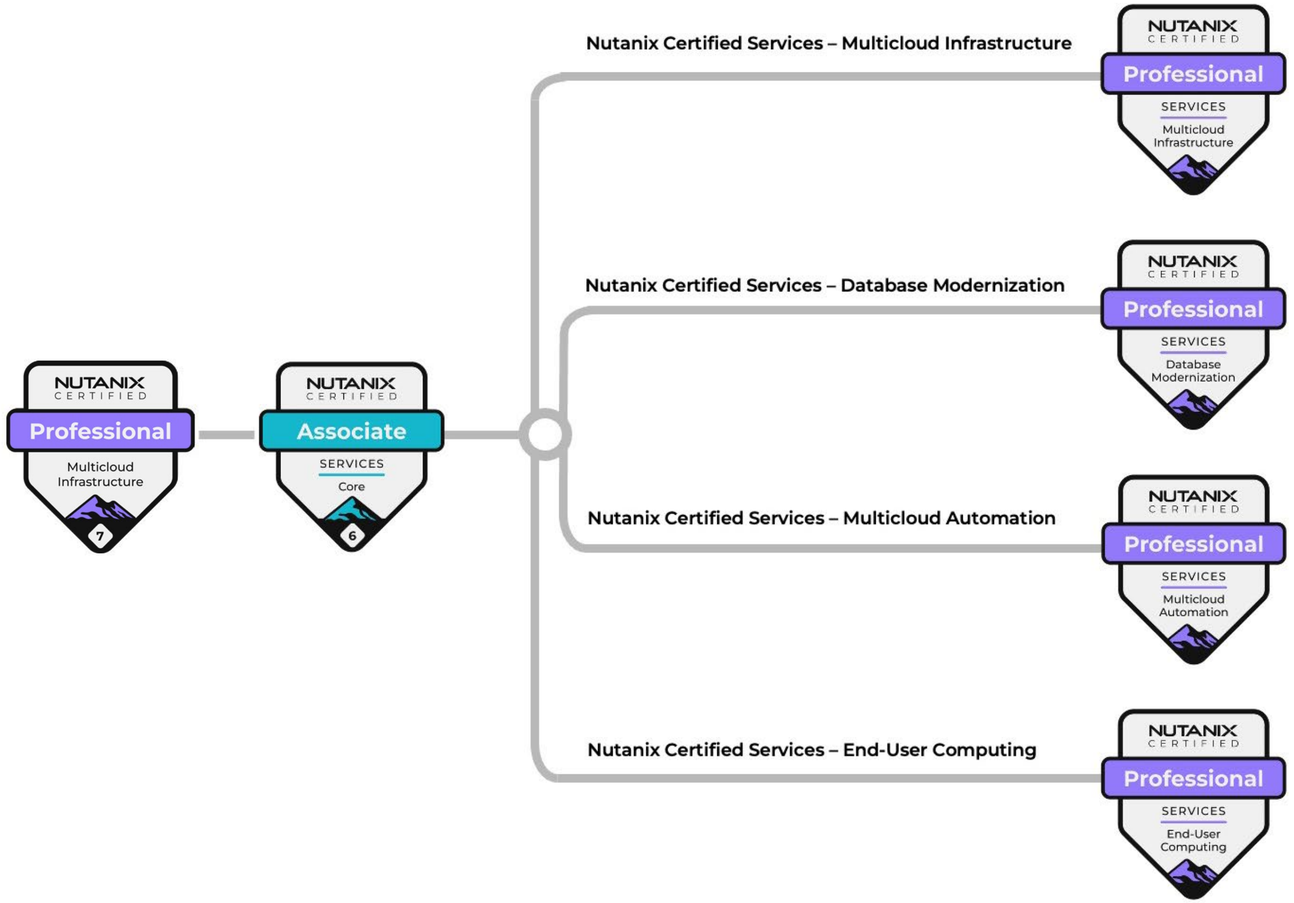
Services Competencies

Nutanix Certified Services - Core (NCS-Core)
This certification exam tests your skills and abilities to 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.

Enroll

Nutanix Certified Services Certification Program Enables partners to deliver Professional Services based on Nutanix Service Delivery Kits to ensure high-quality and standardized service delivery.

Learn More



Powered by Nutanix: Verified Services

Powered by Nutanix Verified Services is designed to help partners showcase and differentiate their services capabilities by recognizing proven experience delivering Nutanix solutions. The program provides partners with a credible way to demonstrate their expertise through real customer projects, giving customers greater confidence when selecting partners.

By earning a Verified Services badge, partners can highlight their delivery capabilities, increase their visibility within the Nutanix ecosystem, and position themselves for additional services opportunities. The program focuses on demonstrated customer success and delivery experience, helping partners translate their investment in skills and services into a recognized market differentiator.

The program is intended to recognize partners that are actively delivering successful customer outcomes and investing in building a scalable Nutanix services practice.

Badges





Coming Soon
Multicloud Automation (MCA)
Nutanix Kubernetes Platform (NKP)
Nutanix Artificial Intelligence (NAI)
Nutanix Cloud Clusters (NC2)
Nutanix Database Service (NDB)
End User Computing (EUC)
Nutanix Cloud Manager (NCM)
Nutanix Unified Storage (NUS)
Cloud Infrastructure Deployment

Requirements

Zone 1

Competency Requirements	Migration	MCI
Technical		
Nutanix Certified Professional Multicloud Infrastructure (NCP-MCI)	4	4
Services		
Nutanix Certified Services - Core (NCS-Core)	4	4
NCS | Virtual Machine Migration course	2	-
NCS | Workload Migration Workshop course	2	-
Nutanix Certified Services Professional - Multicloud Infrastructure (MCI)	-	2
Proof of Execution		
Services Verification	1	1

Zone 2

Competency Requirements	Migration	MCI
Technical		
Nutanix Certified Professional Multicloud Infrastructure (NCP-MCI)	3	3
Services		
Nutanix Certified Services - Core (NCS-Core)	3	3
NCS | Virtual Machine Migration course	1	-
NCS | Workload Migration Workshop course	1	-
Nutanix Certified Services Professional - Multicloud Infrastructure (MCI)	-	2
Proof of Execution		
Services Verification	1	1

Zone 3

Competency Requirements	Migration	MCI
Technical		
Nutanix Certified Professional Multicloud Infrastructure (NCP-MCI)	2	2
Services		
Nutanix Certified Services - Core (NCS-Core)	2	2
NCS | Virtual Machine Migration course	1	-
NCS | Workload Migration Workshop course	1	-
Nutanix Certified Services Professional - Multicloud Infrastructure (MCI)	-	1
Proof of Execution		
Services Verification	1	1

Services Verification

To achieve service verification partners need to submit one supporting document from each category below. Please submit your service verification documents to: verifiedservices@nutanix.com

SOW including scope of services (including the below)	Project Deliverables (including the below)	Completion Customer Confirmation (pick one of the below)
Change orders executed	Questionnaires	Results of Customer CSAT
Description of work performed by customer/3rd parties	Validation Test Plan/Signoffs	Customer Contact information
Scope of work	Migration Plan/Schedule	Customer testimonials
	Change Control Documentation	
	Design Documentation	
	As-Built Guide	
	Transfer of Information (TOI)/Knowledge Transfer	

For more guidance by Verified Services Badge please review our checklist documents on Partner Central:

Migration MCI

Reseller Program Benefits Overview

Benefits	Authorized Reseller		Professional Reseller		Champion Reseller		Premier Reseller	
Financial								
Rebate Tier	Tier 1	Tier 2	Tier 1	Tier 2	Tier 1	Tier 2	Tier 1	Tier 2
Reseller Growth Rebate *(Caps at 200%)*			2% Rebate	Up to 4%	3%	Up to 6%	6%	Up to 12%
Acquisition & Platform Expansion Rebate	2% *($60K cap)*	4% *($120K cap)*	3% *($60K cap)*	6% *($120K cap)*	4% *($60K cap)*	8% *($120K cap)*	5% *($75K cap)*	10% *($150K cap)*
New Logo Individual Incentive*	2% *($7.5K cap, minimum payout $500)*		2% *($7.5K cap, minimum payout $500)*		2% *($7.5K cap, minimum payout $500)*		2% *($7.5Kcap, minimum payout $500)*	
Platform Expansion Individual Incentive. (earned on NAI, NDB, NKP, and NUS only)	4% *($7.5K cap, minimum payout $500)*		4% *($7.5K cap, minimum payout $500)*		4% *($7.5K cap, minimum payout $500)*		4% *($7.5Kcap, minimum payout $500)*	
Referral Program	5% *($75K cap)*		5% *($75K cap)*		5% *($75K cap)*		5% *($75K cap)*	
Earned Business Development Funds (BDF)							1%	
Business Development Funds (BDF)			Proposal Based		Proposal Based		Proposal Based	
Performance+ Deal Registration Advantage**	✓		✓		✓		✓	
Incumbency Policy Advantage**	✓		✓		✓		✓	
Enablement								
Training & certifications through Nutanix University	✓		✓		✓		✓	
Eligible for joint Nutanix sales enablement	✓		✓		✓		✓	
Access								
Nutanix Partner Central	✓		✓		✓		✓	
Partner Funds Center	✓		✓		✓		✓	
Partner Demand Center+	✓		✓		✓		✓	
Listed on the Partner Locator	✓		✓		✓		✓	
Nutanix Sizer	✓		✓		✓		✓	
Nutanix Test Drive	✓		✓		✓		✓	
Access to utilize remote Nutanix labs	✓		✓		✓		✓	
Powered by Nutanix: Verified Services	✓		✓		✓		✓	
No-cost Not For Resale (NFR) licenses			✓		✓		✓	
Executive Briefing Center (EBC) sessions available					✓		✓	

* Eligibility requires an approved deal registration. Resellers must opt-in to Individual Incentive programs and caps for individuals may vary by country.
** For more detailed information on Performance+, including the Incumbency Policy please review the full policy.

Please reference full incentive terms and conditions for all rebates and incentives to see all requirements and eligibility details.
Enrolled partners can submit **Performance+** deal registrations and have basic access to the Nutanix Partner Central and select tools.

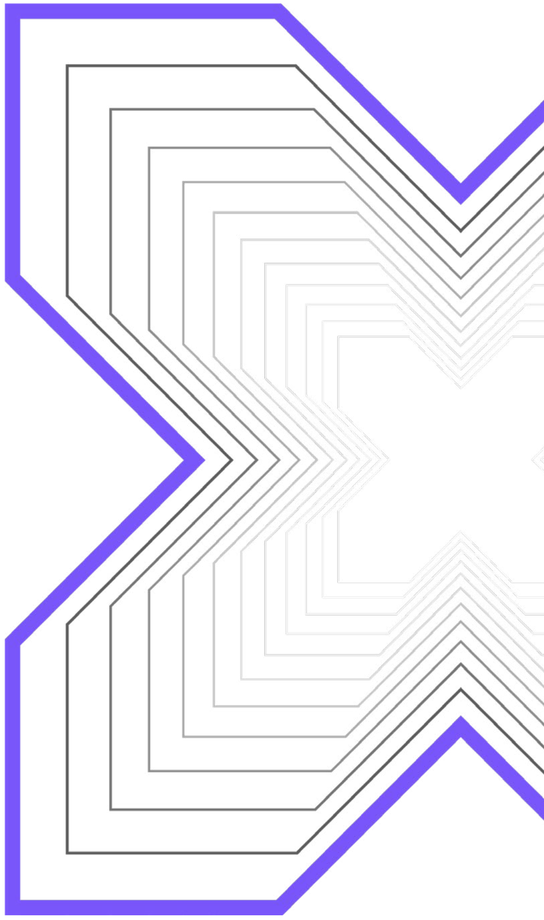
Not For Resale (NFR) Software Licenses for Resellers

NFR licenses are production-version licenses of Nutanix Cloud Platform software for use in non-production environments. These licenses are strictly for internal use—such as learning, testing, training, and demonstrating Nutanix capabilities—and may not be resold.

NFR Licenses for Premier, Champion and Professional Resellers

Partners who maintain these levels in the Elevate Partner Program are entitled to no-cost NFR licenses through the Self-Service Portal based on the below table, which outlines the available NFR products and their capacity limits.

Product	License Tier	Professional	Champion	Premier	Support	Term
Nutanix Cloud Infrastructure (NCI)	Ultimate	<=200 cores	<=400 cores	<=600 cores	Basic Support*	12 months**
Nutanix Cloud Manager (NCM)	Ultimate	<=200 cores	<=400 cores	<=600 cores		
Nutanix Unified Storage (NUS)	Pro	<=400 TiB	<=800 TiB	<=1,200 TiB		
Nutanix Database Service (NDB)	N/A	<=200 cores	<=400 cores	<=600 cores		
End User Compute (EUC)	Ultimate	<= 100 users	<= 200 users	<= 400 users		
Nutanix Kubernetes Platform (NKP)	NKP Full Stack-Ultimate	<=200 cores	<=400 cores	<=600 cores		
	Ultimate	<= 200 vCPUs	<= 400 vCPUs	<= 600 vCPUs		
	Cloud Kubernetes	<= 200 vCPUs	<= 400 vCPUs	<= 600 vCPUs		
NAI a la carte	Pro	<= 200 vCPUs	<= 400 vCPUs	<= 600 vCPUs		
NAI GB	Pro	<=600 GPU GB	<=1,200 GPU GB	<=1,800 GPU GB		
NAI Bare Metal (NAI-NKP)	Ultimate	<= 200 vCPUs	<= 400 vCPUs	<= 600 vCPUs		
GPT in a Box	Ultimate	<=200 cores	<=400 cores	<=600 cores		



* Basic Support is to be used for labs and demo environments. NFR Licenses are not intended for Production workloads. 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 Requirements
Nutanix software has been designed to integrate with hardware 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
Premier, Champion, and Professional Resellers:
Partners at these levels can access the Nutanix NFR Self-Service Portal, which delivers a streamlined experience to request, track, and manage your eligible no-cost NFR licenses.

Authorized and Enrolled Resellers:
Reach out to your Nutanix channel team to begin the process to purchase discounted NFR licenses. Once purchased, they will appear in your organization's available licenses in the Nutanix Support Portal. Note Authorized and Enrolled partners will not have access to the NFR Self-Service Portal.

Partner Licensing Use Policy
All NFR software described in this guide is intended for education, self-learning or demonstration purposes ONLY. Your company shall not in any way be entitled to sell, rent, lease, lend, loan, market, distribute, advertise, sublicense, assign, or otherwise transfer rights, in whole or in part, to the software or any part thereof. Usage should adhere to the Nutanix License and Services Agreement.

Please note you cannot mix NFR licenses with standard Nutanix licenses in the same cluster.

Learn More



Business Development Funds

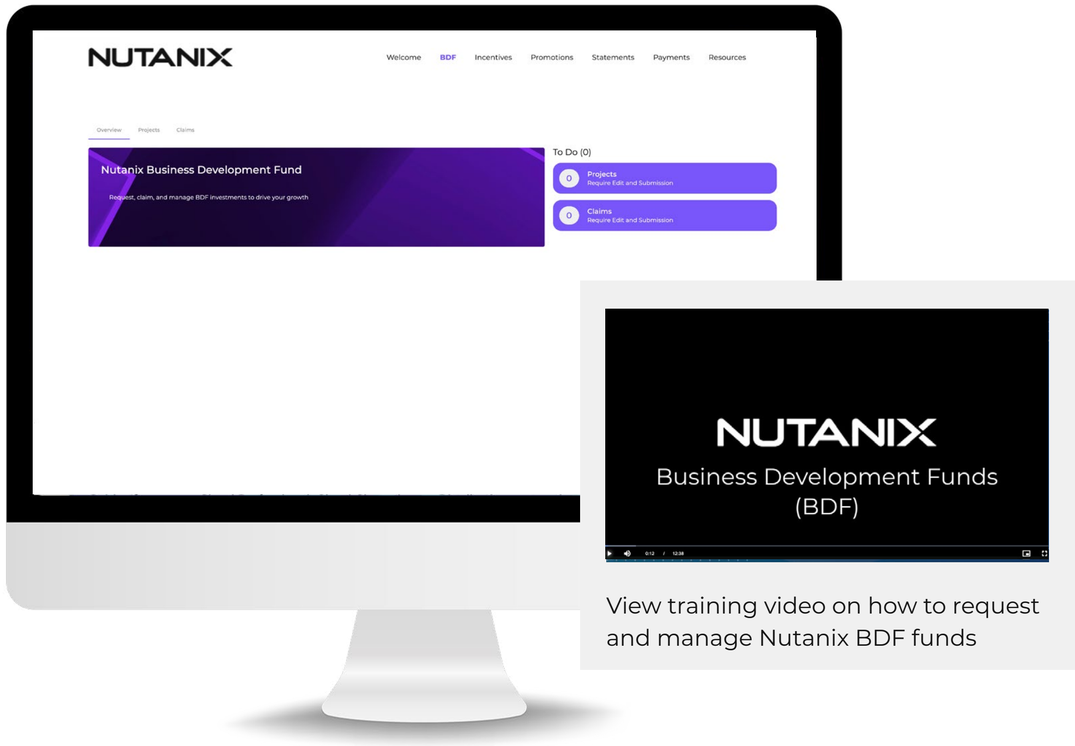
Nutanix invites eligible partners to participate in the Business Development Funds (BDF) program to help enable your teams and drive demand for new and existing customer relationships to grow your Nutanix business. In FY27, Nutanix offers two BDF funding categories designed to support joint marketing, sales alignment, and pipeline growth:

- Earned BDF: Accrual-based funding based on a partner's bookings of Nutanix software and services is available to our Premier Resellers. This offers a predictable funding source to reinvest in demand generation and enablement—including demo hardware procurement.
- Proposal-Based BDF: Discretionary funding awarded on a case-by-case basis depending on the strategic merit, ROI potential, and campaign alignment of a partner's proposed BDF plan. Proposal-Based BDF is available to Professional, Champion and Premier Resellers.

Partners can access BDF guidelines and resources, as well as submit and manage all BDF requests and claims, in the Nutanix Partner Funds Center.

To manage and request BDF for your organization, you must have the proper admin access in the Nutanix Partner Funds Center. If your organization is eligible for Nutanix BDF and you require access, or if you have any additional questions about the BDF program, please email partnermarketing@nutanix.com.

Learn More



View training video on how to request and manage Nutanix BDF funds

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 have been met.

Learn More



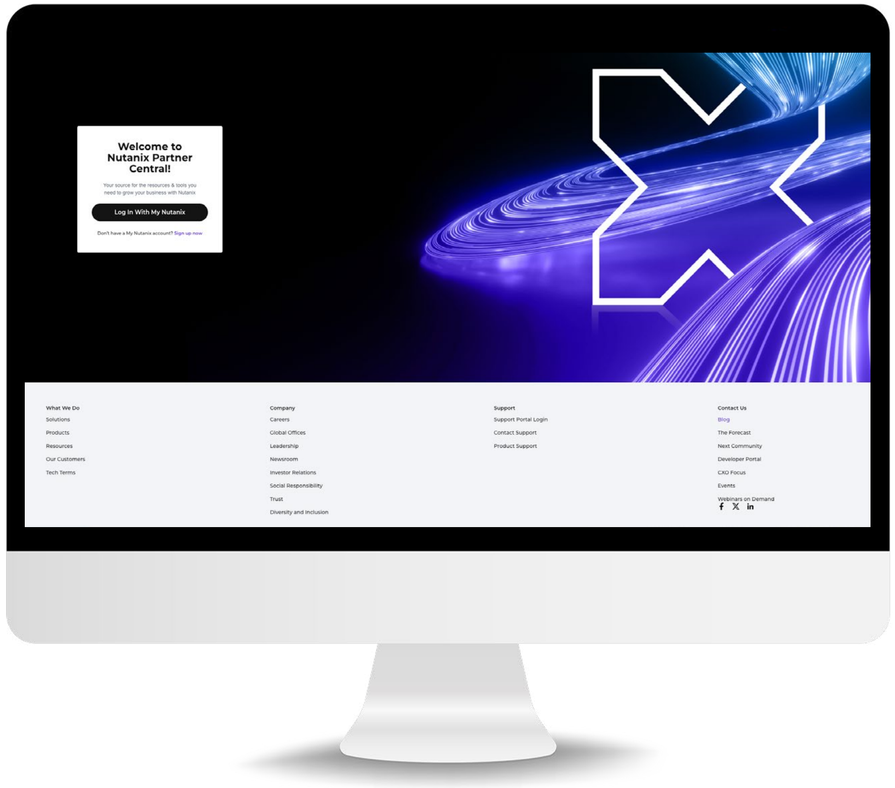
Resources

Nutanix Partner Central is a unified, intelligence-driven platform that brings the tools, insights, and resources you need as a partner to manage and grow your Nutanix business.

Leveraging Nutanix Partner Central allows you to:

- Access near-real-time sales, pipeline, renewal, and loss insights, with exportable reports and scheduled views.
- Track Elevate Partner Program status, competency certifications and performance requirements in addition to your progress towards the next level.
- View earned and estimated rebates and incentives and use the Earnings Estimator to preview potential deal profitability.
- Access to Business Development Funds information, Partner Demand Center+ and other marketing resources to drive demand and create pipeline.
- Stay informed with the latest Nutanix news and access a myriad of selling tools, competitive insights, white papers, presentations and other helpful content.
- Improve your company's visibility with the Partner Locator and connect to more potential customers.
- Manage users, roles, permissions, and access for your organization.

Explore Nutanix Partner Central



Resources

Business and 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.



Partner Email Preference Center
Stay informed through the Partner Email Preference Center by opting in to communications about program and incentive updates, product and event news, and more.



Partner Onboarding
Access your Nutanix 90-day onboarding journey designed to guide you step-by-step towards becoming a Nutanix expert and meeting Elevate Program tier requirements.

Selling Resources



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



Nutanix Test Drive Partner Center
Launch guided tours of Nutanix products via cobranded Test Drive landing pages to drive demand.



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+
Build pipeline faster with PDC+. Featuring intelligent, AI-powered marketing – combining Agentic AI, guided activation, hyper-personalized content, and automated localization to create email, social, and web content in one platform.



Marketing Insights
Turn AI and machine learning-powered account insights into action with Marketing Insights, using intent signals, Nutanix fit, and next-best campaign recommendations to create, progress, and close deals faster.



Partner Locator
The Partner Locator on Nutanix.com matches prospects with local partners by technical expertise, service/support capabilities, verified solutions, and Elevate status. Partners can personalize their Nutanix value proposition through Partner Central.

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, including the U.S. Foreign Corrupt Practices Act and the U.K. Bribery Act, 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.

Conflict of Interest
By your participation in the above referenced program, and by your acceptance of any funds, gifts, gratuities, rebates, prizes or any item of value commensurate with this program, you represent, warrant and affirm to Nutanix that neither your organization or any person employed therewith is now or at any other applicable time engaged with the Nutanix end user customer in any type of consultative, fiduciary or advisory capacity concerning technology procurement, and further, neither your organization or any individual employed therewith has or shall at any applicable time received or will receive any monetary or other form of compensation from the Nutanix end user in exchange for any such aforementioned activity. You agree to fully indemnify and defend Nutanix, its agents, employees, officers and directors, against any and all claims, suits, expenses, fees, fines, liens or costs that any such person may incur as a result of any violation of this provision.

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.

Partner Code of Business Conduct and Ethics
Nutanix expects all partners to conduct business in strict legal compliance and with the highest ethical standards. Partner agrees to comply with Nutanix Partner Code of Business Conduct and Ethics, as updated from time to time, and located on the Nutanix Partner Central. Failure to comply with the Nutanix Partner Code of Business Conduct in connection with the above referenced program may result in the suspension, limitation or termination of your participation in the above referenced program or the Nutanix Elevate Program.

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.

NUTANIX

Contact Us

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November 4, 2026

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