

NPN Program Requirements:

| | AUTHORIZED | PREMIER |
|--|---------------------------------|---------------------------------|
| Signed NPN Program Enrollment Agreement Terms & Conditions | ✓ | ✓ |
| Annual Partner Review | ✓ | ✓ |
| Annual Revenue | | |
| For US | \$250K USD and < 3 closed sales | \$1M USD and < 10 closed sales |
| For Rest of World | \$100K USD and < 1 closed sales | \$500K USD and < 5 closed sales |
| Business Planning and Reviews | | ✓ |

| | | ACCESS | AUTHORIZED | PREMIER |
|-------------------|--|----------|------------|---------|
| SALES | Nutanix Platform Sales Representative (NPSR) | Online | 2 | 4 |
| | Nutanix Platform Sales Specialist (NPSS) | Online | 2 | 4 |
| | Nutanix Platform Sales Champion (NPSC) | Online | 1 | 2 |
| | Nutanix Platform Sales Expert (NPSX) | Online | | |
| PRE-SALES | Nutanix Platform Sales Representative (NPSR) | Online | 2 | 4 |
| | Nutanix Platform Systems Engineer (NPSE) | Online | 2 | 4 |
| | Nutanix Platform Professional (NPP) | ILT/vILT | N/A | 1 |
| POST SALES | Nutanix Platform Systems Engineer (NPSE) | Online | 2 | 4 |

For more information please contact:

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