



NVIDIA PARTNER NETWORK PARTNER PROGRAM

JOIN THE NVIDIA PARTNER NETWORK

For more than 25 years, NVIDIA has pioneered visual computing solutions to tackle challenges ordinary computers cannot, and we have brought them to market with a network of valued partners. Help us inspire the next generation by joining the NVIDIA Partner Network (NPN).

NVIDIA has evolved the GPU into a full-stack accelerated computing platform designed to meet the demands of today's machine learning and artificial intelligence (AI) workloads.

At the exciting intersection of virtual reality, high-performance computing, and AI, NVIDIA-accelerated computing opens up enormous new markets, creating growth opportunities for our entire ecosystem.

The NVIDIA NPN Partner Program is designed for you whether your primary business model is value-added reselling, solutions integration, designing or manufacturing systems, or providing hosted, professional, or consulting services.

PROGRAM COMPETENCIES

The NPN Program offers several competencies to differentiate your expertise to customers and maximize the benefits of the NVIDIA Partner Network. Regardless of your company's size or market focus, alignment with NPN's competencies helps you distinguish and deliver your GPU-accelerated computing solutions in the marketplace.

NVIDIA offers the following competencies that reflect the different workloads they accelerate:

> Compute

Delivering scientific breakthroughs and game-changing innovations for industries, such as financial services, higher education, industrial, automotive, etc. NVIDIA Ampere, Turing™, and Volta™ architecture GPUs are included in this competency.

> Compute with DGX

Enabling computers to learn from data and write software to solve some of the most complex problems in computer science. NVIDIA DGX™, along with NVIDIA Ampere, Turing, and Volta architecture GPUs are included in this competency.

> Virtualization

Servicing markets that are benefiting from graphics-accelerated desktop and application virtualization. Virtualization software products are included in this competency.

> Visualization

Enabling delivery of the world's preeminent visual computing platform for professional graphics, rendering, and scalable visual solutions. NVIDIA® Quadro RTX™ products are included in this competency.

> Embedded Edge

Delivering modern AI at the edge across all industries, plus developing products or solutions that complement the NVIDIA embedded edge platform. NVIDIA Jetson™ products are included in this competency.

The NVIDIA Partner Management Team will work with you to determine the Competencies that best fit your business.

FIVE-STAR PARTNER PROGRAM IN NORTH AMERICA

CRN's Five-Star Partner Program recognizes an elite subset of partner programs its research team has evaluated as exemplary in giving solution providers the best partnering elements in their channel programs. NVIDIA is featured as a Five-Star vendor.



TO LEARN MORE AND JOIN NOW, VISIT
www.nvidia.com/npn

PROGRAM BENEFITS

The NPN Partner Program is a multi-tiered program that offers rich benefits to partners who develop deeper expertise in NVIDIA GPU-accelerated computing, grow profitable revenue, acquire new customers, and drive greater account penetration with existing customers. Benefits and requirements will vary by Partner Program type, level, and competency.



BUSINESS PARTNERSHIP

NVIDIA is dedicated to our partners and believes that a strong partnership is the foundation of mutual success.

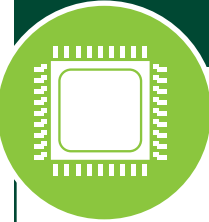
- > Partner management team to nurture relationship
- > Business planning and review meetings
- > Access to the NPN Partner ecosystem and NVIDIA Deep Learning Institute (DLI) to expand your capability offerings



MARKETING

NVIDIA teams up with you to execute smart, effective, and results-oriented campaigns.


- > Partner marketing resources to drive programs and awareness
- > Marketing campaign assets and tools designed to help you generate demand and leverage the NVIDIA brand
- > Access to marketing development funds



PRODUCTS AND TECHNOLOGY

NVIDIA is recognized as the world leader in GPU computing and is committed to delivering solutions that inspire and delight customers.


- > Award-winning technologies and brands
- > Competencies to differentiate your business
- > Everything from complete solutions, e.g., DGX, to individual components that our partners can build and resell



TRAINING AND ENABLEMENT

NVIDIA provides easy-to-use training and enablement tools, ensuring your team is on top of the latest technologies and how to position them.

- > Self-paced online sales and technical training curriculums
- > Industry-specific vertical training and tools, including NVIDIA learning maps
- > Access to valuable enablement tools such as sales playbooks



SALES

NVIDIA is focused on driving revenue and accelerating the growth of our partners.

- > Opportunities for sales leads generated from NVIDIA campaigns, events, and NVIDIA.com partner locator
- > Lucrative incentives, promotions, and rebates
- > Demonstration product discounts



SERVICE AND SUPPORT

NVIDIA wants you and your customers to be delighted with our solutions. We're here to support you every step of the way.

- > Partner technical resources
- > Online NVIDIA support knowledgebase
- > Priority technical support

To learn more and join now, visit www.nvidia.com/npn

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