



NVIDIA PARTNER NETWORK Partner Program

Join the NVIDIA Partner Network

For more than 25 years, NVIDIA has pioneered visual computing solutions to tackle challenges that ordinary computers cannot, delivering them to market with a network of valued partners. Be a part of this legacy: Join the NVIDIA Partner Network (NPN) and help inspire the next generation.

We've evolved the GPU into a full-stack accelerated computing platform to help you meet the needs of visual, high performance, and artificial intelligence (AI) computing customers. We've done so with a full-stack accelerated computing platform designed for today and the next era of the most demanding machine learning and AI workloads.

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

The NPN Partner Program is designed for those whose primary business model is value-added reselling, solutions integration, designing or manufacturing systems, providing hosted services, consulting, or servicing NVIDIA products and solutions.

PROGRAM COMPETENCIES

The Program offers several Competencies to differentiate partner expertise and maximize the benefits of the NVIDIA Partner Network. Regardless of your company size, business model, or market focus, alignment with NPN Competencies helps you differentiate and deliver NVIDIA advanced solutions in the marketplace.

NVIDIA offers the following Competencies, designed to accelerate targeted workloads:

> Compute

Focuses on partners who provide NVIDIA GPU-accelerated computing platforms for enterprise IT that is integrated across hardware and software, delivering a robust secure infrastructure that supports all modern workloads—from data center to the edge—while driving scientific breakthroughs and game-changing innovations.

> Compute DGX

Leading organizations across industries use these purpose-built NVIDIA DGX supercomputers to power their AI projects at the forefront of innovation, shatter world records, and change the world. If software is to be written by computers, companies with the best software engineers will need the best computers—enter NVIDIA DGX.

> Embedded Edge

Delivers the power of modern AI at the edge or autonomous machines across all industries with tools to develop and deploy AI-powered robots, drones, IVA applications, and other machines that think for themselves. From manufacturing to construction, healthcare to delivery, NVIDIA Jetson™ delivers outstanding performance and power-efficiency.

> Virtualization

Brings the power of NVIDIA GPUs to virtual desktops, apps, and workstations and accelerates graphics and compute workloads to make virtualized workspaces accessible to creative and technical professionals working from anywhere.

> Visualization

Fuels innovation from the desktop to data center to cloud, while delivering unparalleled performance and AI capabilities, rendering, and scalable visual solutions. Focuses on design and manufacturing, media and entertainment, science and medical imaging, energy exploration, and more.

FIVE-STAR PARTNER PROGRAM IN NORTH AMERICA

NVIDIA is consistently recognized in the CRN Five-Star Partner Program, an elite subset of partner programs that CRN research has identified as delivering exemplary partnering elements in channel programs.



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 revenue, acquire new customers, and drive greater account penetration with existing customers. Benefits and requirements 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.

Our business services include:

- > Partner management team to nurture relationship
- > Business planning and review meetings
- > Access to the NPN Partner ecosystem, enabling you to expand your capabilities and solution offerings

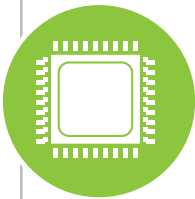


Marketing

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

Our marketing offerings include:

- > Partner resources to drive programs and awareness
- > 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.

Our offerings include:

- > 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 that your team understands the latest technologies and how to successfully position them.

Our training and enablement offerings include:

- > Self-paced online sales and technical training curriculums and access to the NVIDIA Deep Learning Institute (DLI)
- > Industry-specific vertical training and tools, including NVIDIA learning maps
- > Access to valuable enablement tools through the NPN Partner Portal



Sales

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

Our sales opportunities include:

- > Leads generated through NVIDIA campaigns, events, and the 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.

Our service and support offerings include::

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

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