

NVIDIA PARTNER NETWORK

SOLUTION PROVIDER PARTNER PROGRAM

PROGRAM BENEFITS	ELITE	PREFERRED	COMMUNITY
BUSINESS PARTNERSHIP			
Partner Management Team	Named Partner Business Manager (PBM)	Shared PBM from NVIDIA Sales Center	
Business Review Meetings	✓	✓	
NPN Partner Portal	✓	✓	✓
Executive Sponsorship Program	✓		
Partner Advisory Council	By Invitation	By Invitation	
Newsletters	✓	✓	✓
PRODUCTS AND TECHNOLOGY			
Award-Winning NVIDIA Product Line	✓	✓	
Early Access Program	✓	By Invitation	
Technology Updates	✓	✓	
Executive Briefing Center	✓	By Invitation	
SALES			
Quarterly Performance Bonus	✓		
Incentive Promotions	✓	✓	
Sales Leads and Opportunities	✓	✓	
Not For Resale (NFR) Discounts	✓	✓	
Loaner Gear	✓	✓	
Opportunity Win-Loss Reviews	✓		
NVIDIA Rewards	✓		
NVP Awards	✓	✓	
MARKETING			
Partner Marketing Team	Named Partner Marketing Manager	Access to Marketing Planning Templates and Tools	
Marketing Planning Meetings	✓	By Invitation	
Marketing Development Funds (MDF)	✓	✓	
NVIDIA.com Partner Locator	✓	✓	
NVIDIA.com "Where To Buy" Page	✓	Top 5% by Revenue	
Marketing Assets and Tools	✓	✓	✓
Product Launch Kits and Marketing Campaigns	✓	✓	
Partner Depot	✓		
NVIDIA Branding	✓	✓	✓
Partner Program Badge	✓	✓	
Success Story Support	✓	✓	
Public Relations Support	✓	✓	
GTC Incentives	✓	Available from Select Distributors	
TRAINING			
Sales and Technical Training	✓	✓	✓
NVIDIA GPU Genius™	✓	✓	✓
Technology Webinars	✓	✓	✓
SUPPORT			
Partner Technical Team	Named Technical Resource	Shared Technical Resource	
Online Support Tools	✓	✓	✓
Priority Technical Support	✓	✓	
RMA Support	✓	✓	

PROGRAM REQUIREMENTS	ELITE	PREFERRED	COMMUNITY
BUSINESS PARTNERSHIP			
NPN Partner Agreement	✓	✓	✓
Partner Profile Maintenance	✓	✓	✓
Business Review Meetings	✓	✓	
Integrity and Compliance	✓	✓	✓
PRODUCTS AND TECHNOLOGY			
Competency Exhibit	✓	✓	
Competency Attainment	✓	✓	
SALES			
Sales Volume Commitment*	✓	✓	
Sales Out Data (POS)	✓	✓	
Pipeline Management Using NPN Partner Portal	✓	✓	
Purchase NFR Unit for Demonstrations	✓		
MARKETING			
In-House Marketing Champion	✓		
Marketing Planning Meetings	✓		
NVIDIA Branding Compliance	✓	✓	✓
Partner Program Badge Displayed	✓	✓	
Local Marketing Events	✓	✓	
TRAINING			
Certified Sales Professional*	✓	✓	
Certified Technical Professional*	✓	✓	
SUPPORT			
Support	✓	✓	
Drive RMA Process	✓	✓	

*Volume and quantity details available in Competency Exhibits