To:

From:

Re: Nutanix .NEXT Europe User Conference 2019

I’m writing to ask for approval to attend the Nutanix .NEXT Europe user conference in Copenhagen, Denmark from October, 2019. Attending this conference will educate me on new ways to reduce costs and complexities in our enterprise datacenter, as well as enhance my IT skills and deepen my knowledge of enterprise cloud solutions. I’ll also have the opportunity to hear best practices and lessons learned directly from subject matter experts in channel-specific sessions during Partner Xchange on October 8. I believe .NEXT will better equip me with the knowledge, experience and peer network to make a positive, tangible impact within our company.

**Here’s an estimated cost of attending the conference:**

|  |  |
| --- | --- |
| Airfare: | $ XXX |
| Transportation: (round trip taxi from CPH airport to hotel) | $ 80 USD |
| Hotel: (2 nights at $267 USD + VAT) | $ 534 USD |
| Meals and misc.: | $ 100 USD |
| Registration Fee: | $ 699 USD prior to June 8  *$899 USD After June 8* |
| Total: | $ XXX |

After the conference, I’ll share a summary of what I learned, as well as a set of recommendations to increase our team’s productivity, optimize datacenter operations and drive greater business value to our stakeholders.

Thank you for considering this request.

Regards,

**Recommended Classes & Training for Your Team**

**Exploring Nutanix (For newer team members)**

This free half-day seminar will introduce attendees to the core features and benefits of Nutanix AOS, AHV, and Prism. Our expert Nutanix instructors will show the fundamental components of the Nutanix Enterprise Cloud, including Prism Central, Xtract (VM migration), Security Guidelines (STIG), Self-Service Restore (SSR) and X-ray (HCI testing app).

**Tech Labs (For any level)**

Get hands-on with the latest private and hybrid cloud technologies from Nutanix in self-paced labs including:

* **Buckets** - Learn how simple it is to manage your unstructured data with Nutanix Buckets, an integrated, scalable S3-compatible object store.
* **Calm** - Create a one-click self-service capability to automate application provisioning and lifecycle management across multiple environments, making the entire IT infrastructure more agile and application-centric.
* **Cloud Native** - Learn how Nutanix Cloud Native products solve complexity and deployment challenges in an IT environment, by building a cloud-based application leveraging Nutanix Karbon, Era, and Buckets.
* **Era** - Learn how to provision and manage databases quickly using Nutanix Era.
* **Essentials** - For those that are new to Nutanix, this is the lab for you. Get familiar with the Prism UI and learn how to set up a virtual environment running on Nutanix.
* **Files** - Administer Nutanix Files and see the simplicity and scalability available in a multi-protocol (SMB, NFSv4, NFSv3) Nutanix file server for the Enterprise Cloud.
* **Flow** - Learn how to create a powerful distributed firewall with application-centric policy management with Nutanix Flow.
* **Karbon** - Learn how to deploy a highly available Kubernetes cluster and operate web-scale workloads with Nutanix Karbon
* **Xi Frame** - Learn how to deliver a seamless VDI or Application Virtualization experience for your users, whether on-prem or in the cloud, with Nutanix Frame
* **Xi Leap** - Learn how to protect your data using the Hybrid Cloud with the first No-Install Disaster Recovery service with Xi Leap.
* **Xi IoT** – Learn how to leverage the intelligent edge using Xi IoT, Nutanix's Edge Computing Platform

**Nutanix Certification Courses at Partner Xchange**

This one-day course will guide Nutanix partner technical representatives through material they’ll be tested on in the Nutanix Certified Systems Engineer (NCSE) Levels 1 and 2 certification exams. Through an interactive combination of hands-on exercises and lessons from expert instructors, students will become acquainted with the core concepts of positioning, selling, and configuring, and right-sizing Nutanix Solutions.

**Onsite Exams**

Bring a fully-certified team back from .NEXT! We’ll be offering exams every day of the conference at no cost to .NEXT attendees.

**Plus**: Explore what’s new and exciting in tech from 100+ industry vendors including Lenovo, Veeam, Rubrik, DellEMC, Infoblox, Arista and more!