

# NGINX Partner Network

## EMPOWERING THE CREATORS OF THE NEW DIGITAL WORLD

Teams that lead modern enterprises know that in today's digital business era, the ability to innovate quickly within their computing and application infrastructure is their most critical business advantage. These leaders understand that success hinges on the fast outcompeting the slow. That's why empowering teams with a modern application delivery platform is essential. It enables them to more easily deliver new software, monitor it in production, and maintain it over time, ensuring a sustainable competitive edge.

NGINX is one of the world's most successful open source projects, with tens of thousands of the world's largest organizations relying on it to run their mission-critical, customer-facing applications. The NGINX Application Platform builds on this foundation, offering a suite of products that enable organizations to create applications with performance, reliability, security, and scale.



**NGINX Controller**  
Centralized monitoring & management



Analytics



Control



Policy



Load Balancer



Content Cache



API Gateway



WAF



**NGINX Plus**  
Application delivery



**NGINX Unit**  
Web and application server



Monolith



Microservices



Cloud



Virtual Machine



Container



Bare Metal

**Infrastructure** – Multi-cloud versatility

## THE FUTURE IS BRIGHT

Gartner estimates that by 2021, 65% of new applications will be built as a mesh of multichannel apps and multi-grained back-end services. They note that agile and scalable applications are the lifeblood of a digital business, but many organizations have yet to master modern architectural approaches. And, in a recent survey of Gartner Research Circle members, respondents identified modernizing core applications as a top priority. These application modernization efforts will require advanced application delivery solutions, and NGINX is positioned to capture this opportunity together with our partners.

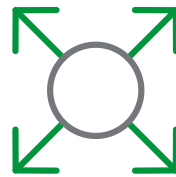
Partnering with NGINX offers you the opportunity to capitalize on this business evolution and help your customers drive business value with their digital initiatives. By including the NGINX Application Platform in your portfolio, you can help your customers achieve the speed and agility they need to compete in the modern business landscape. And, by working with NGINX, you'll gain an active partner on all fronts – technology, marketing, and sales.

**WITH NGINX, YOU CAN HELP YOUR CUSTOMERS ACHIEVE  
AN AGILE INFRASTRUCTURE AND DELIVER TANGIBLE BUSINESS VALUE**



**1. Reduced costs**

Reduce capex, and eliminate the associated opex complexity, by collapsing multiple app delivery components into a single, multi-use platform.



**6. More openness**

Leverage cloud infrastructure designed for the enterprise and built on open source software, as used by the largest, most successful digital companies.



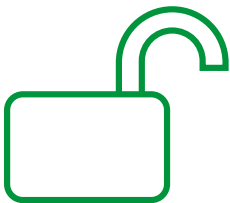
**2. Improved customer experience**

Improve application performance and deliver better customer experiences through full-system metrics and analytics.



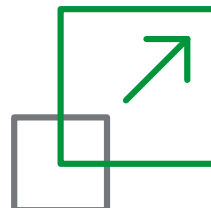
**7. Higher reliability**

Increase resiliency and provide a secure foundation for mission-critical, customer-facing apps.



**3. Decreased lock-in**

Avoid lock-in and run infrastructure across any private or public cloud, mobilizing apps and services across cloud boundaries.



**8. Massive scale**

Scale from tens to hundreds of millions of users on a single platform, enabling business to grow without a commensurate increase in costs.



**4. Increased flexibility**

Support legacy systems alongside modern apps to quickly accommodate changing business requirements.



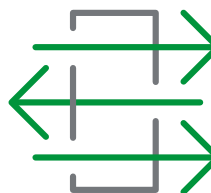
**9. Proven technology**

Trust time-tested technology that already runs the largest, most successful digital businesses in the world.



**5. Simple operations**

Automate operations with an easy-to-use platform that enables self-service, increases developer productivity, and aligns with line-of-business usage.



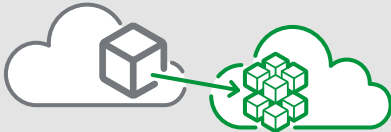
**10. Automated service delivery**

Program and automate with APIs that integrate infrastructure with continuous delivery capabilities.



### GROW YOUR SERVICES REVENUE

You provide the pieces, NGINX is the glue – navigate your customers into the digital era with modern technologies and your expert services



### STAY AT THE FOREFRONT

Be a leader in driving customer modernization efforts by giving them the flexibility to move to the cloud, deploy microservices apps, adopt DevOps practices, and more



### DIFFERENTIATE YOUR BUSINESS

Create solutions designed to meet the specific needs of your customers and your market by building your own embedded solutions, powered by NGINX



### ACCESS A BROAD USER BASE

NGINX is a well-known technology in use by millions of users and thousands of enterprises worldwide



“ *Red8 is focused on engineering excellence as our customers rely on us to accelerate their digital transformations. Our goal is to create solutions that solve difficult technical challenges for our clients, and deliver significant operational and financial value to their enterprise. Our partnership with NGINX aligns Red8 with proven best practices to offer our clients facing cloud, infrastructure, and application modernization initiatives during this digital transformation era.*

—Glenn Dekhayser, Field CTO, Red8



“ *Quru is dedicated to helping customers increase agility and transform their infrastructure with modern open source technology solutions designed with real customer needs in mind. So many of our customers run the NGINX webserver and experience its well-deserved reputation for high performance application delivery everyday and so we are excited to help our customers realize the added benefits that NGINX Plus brings.*

—Roland Whitehead, CEO, Quru



For more information, visit [nginx.com/partners](https://nginx.com/partners) or send us an email at [partners@nginx.com](mailto:partners@nginx.com)

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