

VE Subscription Rebate

APCJ

Drive VE subscriptions through Partners!

For all VE Subscription opportunities closed, F5 will pay a one-time rebate to the partner involved in the deal. To qualify, the opportunity must be a partner-initiated opportunity and must meet the minimum list price target, dependent on the theater in which it is booked:

N. America (US and Canada): \$150K (List Price) booking

APCJ, EMEA, LATAM: \$100K (List Price) booking

One-time rebate payments will vary by subscription length:

- \$5,000 USD to Partner for initial booking of 1 Year VE Subscription
- \$12,500 USD to Partner for initial booking of multi-year VE Subscription
- \$15,000 USD to Partner for initial booking for multi-year subscription to a net-new logo customer

Program Details:

- Program valid October 1, 2017 through March 31, 2018.
- List price is defined as the SKU price on F5's price list.
- All qualified partner-initiated opportunities that include a VE Subscription will be eligible for a rebate.
- All qualifying VE Subscription deals must be closed and booked at 100% in F5 systems on or before March 31, 2018.
- Rebates will be paid after the end of every quarter for deals that closed in the previous quarter.
- This rebate is stackable with other current F5 partner rebates. Please check Partner Central for additional rebate information.

How do I claim my rebate?

An F5 representative will notify you on next steps for payment processing if your deal qualifies.

I don't have access to F5's price list. How do I know if my deal qualifies?

Contact your Distributor or your F5 Partner Account Manager to confirm if your deal qualifies for the rebate.

What qualifies as a Net-New Logo?

Net-New Logo** is defined as a customer that has never previously purchased F5 products or services within the same country.

**Examples of what qualifies as Net New logo

- a. Company A is a multinational company and a customer of F5 in Singapore. The company buys for the first time in Korea. The purchase in Korea will be considered as a Net New purchase.
- b. Company A and B are subsidiaries of the same conglomerate. While Company A has purchased from F5 before, Company B is buying from F5 for the first time. Company B is considered a Net New customer.

VE Subscription Rebate Program – Terms and conditions

By participating in the VE Subscription Rebate Program, you hereby agree to abide by these terms and conditions. Terms and conditions are subject to change or can be modified by F5 Networks, Inc. and may be canceled by F5 at any time. F5 reserves the right to verify and/or exclude any qualified rebates at any time.

F5 reserves the right to end this rebate program at any time.

Partner must be an F5 Unity Partner in good standing and must comply with [F5 Channel Partner Program Policies and Procedures](#) in order to be eligible. Beginning January 1, 2018, all partners must have an executed [partner agreement](#) on file with F5 to be eligible for the rebate. The rebate is limited to certain countries in the Americas, EMEA and APCJ regions.

The rebate will apply to all VE Subscription partner initiated opportunities that are closed between October 1, 2017 and March 31, 2018. The qualifying partner-initiated opportunities must be closed and booked 100% in F5 systems on or before March 31, 2018 to be eligible for the associated rebates. Partners will have 90 days from the date the opportunity is booked to provide all necessary paperwork and claim their rebate. Rebates will not be granted after this timeframe. It is the partner's responsibility to seek confirmation by F5 that they have qualified for the rebate.

All payments must go through the respective partner company. Payment will be made to the partner company in USD and after the required tax forms and supplier forms are submitted to F5.

EMEA Partners

All Payments must go through the respective partner company. Once the claim has been approved, the partner has 30 days to submit an invoice for the approved rebate amount. The partner company will need to raise an invoice for F5 Networks Limited for the amount of the Rebate value approved. This ensures the Rebate payment to be received by the partner is processed correctly through the EU VAT system.

APCJ Partners

All Payments must go through the respective partner company. Once the claim has been approved, the partner has 30 days to submit an invoice for the approved rebate amount. The partner company will need to raise an invoice for F5 Networks Singapore Pte Ltd for the amount of the Rebate value approved. This ensures the Rebate payment to be received by the partner is processed correctly through the GST system.

US, Canada, and LATAM Partners

All payments must go through the respective partner company. Once the claim has been approved, the partner has 30 days to submit the required tax forms to F5. The partner company will be responsible for all tax implications, commission/ comp compliance and rules of distribution, and F5 will have no responsibility for payment to the individual sales representative.

Partners can opt out of the program at any time. Additional rules and terms and conditions may apply, please go to [F5 Partner Central](#) for more details

Once Payment is initiated, Partners will have until the end of the following quarter to claim their rebate. It is the Partner's responsibility to see confirmation by F5 that they have qualified for the rebate.



To learn more about VE Subscriptions, please go to [F5 Partner Central](#).