



NGINX[®]
Part of F5



NGINX “NEW LOGO” PIO INCENTIVE

All F5 partners in Austria, Germany and Switzerland are eligible

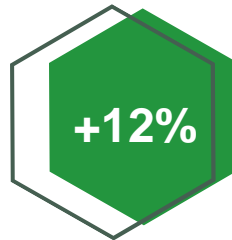
Get additional discount off NET for NGINX Deals and boost your margins!



Deal size below \$25K*



Deal size above \$25K*



Deal size above \$60K*



Deal size above \$120K*

*F5 Annual Contract Value (ACV)

THE INCENTIVE IS VALID UNTIL 30TH SEPTEMBER 2021 (DISTRIBUTOR ORDER ENTRY AT F5)

For more information, please refer to the Terms and Conditions of this incentive on the following pages.



Terms and Conditions for NGINX “New Logo” PIO Incentive

VALIDITY



The New Logo Discount Incentive will run from the 1st April 2021 until 30th September 2021 (“Validity Period”).

To qualify for the New Logo Incentive, Eligible Partners must provide an approved deal registration through F5 Partner Central within the Validity Period.

For the purposes of clarity, any opportunities registered in Partner Central outside the Validity Period will not be eligible for the New Logo Incentive.

Purchase orders from Authorised Distributors need to be received and booked by F5 not later than 30th September 2021.

CRITERIA



F5 Unity+ Partner Program channel partners who –

- (i) are at a minimum partner program tier level of Authorized Distributor or Authorized Partners and
- (ii) authorized to distribute or resell in the DACH region are eligible (“Eligible Partners”) for a New Logo Discount as a benefit in accordance with terms mentioned below (“Benefit”).

The New Logo Discount is valid up to a specific period of time and is designed to reward Eligible Partners for bringing in New Customers for the NGINX Product Portfolio through partner-initiated opportunities.



Boost your margins and grow with NGINX!

Partner Eligibility

To be eligible for the NLD Benefit, a partner must:

1. Be an F5 approved Partner.
2. Eligible Partner must always comply with – (i) all Unity+ Partner Program Terms and (ii) with the terms and conditions of Eligible Partner’s reseller or distributor agreement with F5. For example, Eligible Partner must not be the subject of any legal investigation, regulatory or enforcement action involving a violation of ethics or compliance and must remain compliant with all requests related to F5 due diligence concerning Eligible Partner’s membership of the Unity+ Partner Program and the terms and conditions of Eligible Partner’s reseller or distributor agreement with F5.
3. Meet the Benefit Criteria, as defined on the next page.

Definitions

New Logo Discount (hereinafter “NLD”) – Eligible Partners who bring in PIOs to the NGINX Product Portfolio from New Customers, will be eligible for a New Logo Discount.

For Purposes of this Benefit:

“**New Customer**” means a customer, which is not using a product from the NGINX Product Portfolio.

“**NGINX Product Portfolio**” means all paid versions of NGINX products, excluding any Maintenance Services, Renewals, Professional Services and Trainings. For a complete list of NGINX SKUs, please contact your Distribution partner or the NGINX Team in DACH.

“**PIO**” means Partner Initiated Opportunity.

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TERMS



Currency: The NLD Benefit will be calculated and applied in USD, based on the then current F5 list prices.

For the avoidance of doubt, the NLD Benefit cannot be combined with any other ongoing or future discounts, benefits, incentives and campaigns and will be applied to the PIOs generated from New Customers on a standalone basis only.

NLD Roll-out: For an Eligible Partner to qualify for the NLD Benefit, F5 requires the Eligible Partners to provide an approved deal registration through F5 Partner Central within the Validity Period.

When registering a deal that qualifies for the NLD Benefit F5 recommends adding the following note with each deal registration “#NGINXNewLogoIncentive”

Taxation and Accounting: There may be tax and accounting consequences to Eligible Partner that result from participation in the NLR Benefit. F5 will not remit any taxes on Eligible Partners’ behalf or provide Eligible Partner with tax or accounting-related advice or documentation.

Eligible Partner is solely responsible for any tax or accounting treatment arising from their participation in the NLR Benefit.

F5 proprietary/confidential – internal and registered Unity+ Partner Program participants and other partners under NDA use only.

Calculation of New Logo Discount

F5 will calculate the applicable NLD for each PIO based on the factors outlined below:

F5 Annual Contract Value	Discount*
Below \$ 25.000	5%
\$ 25.000 and above	10%
\$ 60.000 and above	12%
\$120.000 and above	14%

*Additional discount applies off NET to F5 Unity+ PIO Discounts based on Partner Level and any other non-standard pricing approval.

Changes or Termination of Benefit

F5 reserves the right to vary the terms of this Benefit or to cancel the Benefit. The effective date of termination of the NLD Benefit will be the 30th of September 2021. Failure to comply with applicable laws and regulations such as the Foreign Corrupt Practices Act or the UK Bribery Act, and failure to avoid conflicts of interest, will result in immediate termination of the Eligible Partner’s participation, and any applicable NLD pursuant to this Benefit will be forfeited.

Questions?

Reach out to Vito Colletti, Channel Account Manager at F5



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To register NGINX Deals go to  [Partner Central](#)

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