

F5 Unity+ Partner Program Benefit Overview: Distributed Cloud Rebate Program for Resellers

APCJ, EMEA & LATAM

All approved F5 Unity+ Partner Program channel partners in good standing are eligible ("**Eligible Partners**") for the Distributed Cloud Rebate Program as a benefit ("**Benefit**"). The Distributed Cloud Rebate Program is designed to reward Eligible Partners whose teams initiate qualified Distributed Cloud NWC opportunities, during the specified timeframe on F5's fiscal calendar.

Partner Eligibility

To be eligible for the Distributed Cloud Rebate Program Benefit, partner must:

1. Be approved Partner in good standing within the Unity+ Partner Program
2. Meet all current Unity+ Partner Program requirements and obligations
3. Meet all Benefit Criteria, as defined below

Benefit Criteria

Compliance with Unity+ Partner Program Requirements. Eligible Partner must at all times comply with all Unity+ Partner Program Terms. For example, Eligible Partner may not be the subject of any legal investigation, regulatory or enforcement action involving a violation of ethics, bribery and corruption, and must remain compliant with all requests related to F5 due diligence concerning Eligible Partner's membership of the Unity+ Partner Program.

Qualifying Business

Not all business qualifies for the Distributed Cloud Rebate payout. "Qualifying Business" is defined as:

- Partner Initiated Opportunities ("PIO") only
- Approved PIO deal registration into a qualifying customer who purchases Distributed Cloud – Platform based products only
- Minimum deal size must be met. Minimum deal size is \$10K USD for Distributed Cloud-Platform based products
- Program terms are valid for opportunities closed in F5 systems between 10/1/24 and 9/30/25
- Program is stackable with other F5 Programs
- For a list of qualifying SKUs for XC Platform-based products, please see the accompanying SKU list on Partner Central
- Top Customer Accounts List: Please reach out to your Partner Account Manager for the latest list of Top Accounts that qualify

Performance Period

Rebate is valid during F5's FY25 fiscal year for Q1, beginning October 1, 2024 - September 30, 2025.

Benefit Calculation

If the above criteria is met, Partner will earn 5% rebate per qualifying PIO Distributed Cloud Platform based Opportunity. If the PIO Distributed Cloud opportunity is sold to a Top Account, as designated by F5, then the Partner will earn an additional 5% rebate. Rebate is calculated based on either Product & Initial Sale (P&I), First Year Bookings (FYB), or First Year Annual Contract Value (ACV).

Benefit Payment

Timing of Payments. The Distributed Cloud Rebate Program Benefit will be paid to Eligible Partner in USD on a quarterly basis (post quarter close).

Invoicing. F5 may request Eligible Partner to provide an invoice for Distributed Cloud Rebate Program Benefit amount with any applicable taxes or charges, based on local country regulations and requirements. Pursuant to Taxation and Accounting below, F5 will not remit any taxes on Eligible Partner's behalf.

Right of Offset and Recovery. For Eligible Partners with outstanding sums due to F5, including overdue or duplicate payments under this Benefit, F5 reserves the right to withhold and/or cancel payments for this and other F5 financial benefits. F5 may also elect to apply Distributed Cloud Rebate Benefit payments as credits to Eligible Partner's outstanding accounts receivable balance. F5 does not waive any rights in cases of F5 clerical error or miscalculation and reserves the right to recover or offset for any overpayment or duplicate payment at all times.

Taxation and Accounting

There may be tax and accounting consequences to Eligible Partner that result from participation in the Distributed Cloud Rebate Program 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 Distributed Cloud Rebate Program Benefit.

Changes or Termination of Benefit

F5 reserves the right to vary the terms of this Benefit or to cancel the Benefit upon publishing notice of such amendment or cancellation at [F5 Partner Central](#). The effective date of termination shall be the date on which notice of such cancellation or termination is posted on [F5 Partner Central](#). If the Benefit is cancelled or terminated, F5 will pay any payment to which Eligible Partner is entitled prior to such cancellation or termination, subject to F5's right of offset. However, violations of applicable anti-bribery, anti-corruption, or anti-money laundering laws and regulations, including the Foreign Corrupt Practices Act, or the F5 Partner Code of Conduct will result in Eligible Partner's immediate termination from the incentive program and forfeiture of any outstanding payment benefit or reimbursement.

More Information

Visit our website

www.f5.com or <https://partnercentral.f5.com> (login required)

About F5

At F5 (NASDAQ: FFIV) our mission is based on the fact that businesses depend on apps. Whether it's apps that help connect businesses to their customers or apps that help employees do their jobs—we make sure apps are always available, and secure, anywhere. Founded in 1996, the world's largest enterprises, service providers, financial and educational institutions, government entities, and consumer brands rely on F5 to stay ahead of security, cloud, and mobility trends. The company's more than 5,000 employees reside in more than 38 countries. F5 solutions are deployed in forty-nine of the Fortune 50 companies. To learn more, go to www.f5.com.

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