

# F5 Unity+ Partner Program Benefit Overview: Big-IP Refresh Program for Resellers

APCJ, EMEA & LATAM: July 2023 – March 2024

All approved F5 Unity+ Partner Program channel partners in good standing are eligible (“**Eligible Partners**”) for the Big-IP Refresh Program as a benefit (“**Benefit**”). The Big-IP Refresh Program is designed to reward Eligible Partners whose teams initiate qualified Big-IP Refresh opportunities, during the specified timeframe on F5’s fiscal calendar.

## Partner Eligibility

To be eligible for the Big-IP Refresh 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 Big-IP Refresh payout. “Qualifying Business” is defined as:

- Partner Initiated Opportunities (“PIO”) only
- Add-on SKUs are not eligible
- All Big-IP Bourne, iSeries, and Viprion devices refreshed are eligible for rebate
- All accounts are eligible – No target list
- Payouts will be capped at max 10 devices for all accounts
- Program terms are valid for opportunities created and closed in F5 systems between 7/1/23 and 3/31/24
- Partner payments are contingent on receipt of proof of Big-IP replacement in the form of Certificate of Destruction and/or End User email validation of such
- Program is stackable with other F5 Programs

## Performance Period

Rebate is valid during F5’s FY23 fiscal year for Q4 through F5’s FY24 fiscal year for Q2, beginning July 1, 2023 – March 31, 2024.

## Benefit Calculation

If the above criteria is met, Partner will earn a \$1000 backend rebate per device replaced on Qualifying Business if replaced with an upgraded F5 Hardware product. The Partner will earn a \$2000 backend rebate per device replaced on Qualifying Business if replaced with an upgraded F5 Software product. The Partner will earn a \$5000 backend rebate per device replaced on Qualifying Business if replaced with an upgraded F5 Velos product. Rebates are limited to 10 devices in estate, per account (e.g., an account with 5 devices in their current estate can earn the partner a maximum rebate of \$5K for HW / \$10K for SW).

## Benefit Payment

**Timing of Payments.** The Big-IP Refresh 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 the Big-IP Refresh 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 Big-IP Refresh 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 Big-IP Refresh 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 Big-IP Refresh 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](http://www.f5.com) or <https://partnercentral.f5.com> (login required)

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