

# VAULT Channel Security Program

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# Incentives

## Two NEW Security SPIFFs to Maximize Partner Margin



### ASM+APM+LTM Bundle

- Combing leading F5 security solutions together in one package at a reduced price

### Datacenter Firewall

- F5's separate SKU for Data Center Firewall use cases

# Datacenter Firewall SKU Bundle SPIFF

DFW SKU LTM+Max SSL+Max Compression	List Price	SPIFF	SPIFF for Pair
F5-BIG-DFW-3600	\$41,995	\$1,000	\$2,000
F5-BIG-DFW-3900	\$51,995	\$1,500	\$3,000
F5-BIG-DFW-6900	\$74,995	\$2,000	\$4,000
F5-BIG-DFW-6900S	\$79,995	\$2,500	\$5,000
F5-BIG-DFW-8900	\$119,995	\$4,000	\$8,000
F5-BIG-DFW-8950	\$119,995	\$4,000	\$8,000
F5-BIG-DFW-8950S	\$129,995	\$4,500	\$9,000
F5-BIG-DFW-11000	\$149,995	\$6,000	\$12,000
F5-BIG-DFW-11050	\$149,995	\$6,000	\$12,000
F5-VPR-DFW-C2400-AC	\$79,995	\$2,500	\$5,000
F5-VPR-DFW-C4400-AC	\$104,995	\$4,000	\$8,000
F5-VPR-DFW-C4480-AC	\$104,995	\$4,000	\$8,000

# ASM+APM+LTM SKU Bundle SPIFF

Security Bundle (HW) SKU LTM+ASM+APM+Max SSL+Max Compression	List Price	SPIFF	SPIFF for Pair
F5-BIG-ADC-3600-SEC	\$65,995	\$1,500	\$3,000
F5-BIG-ADC-3900-SEC	\$80,995	\$2,000	\$4,000
F5-BIG-ADC-6900-SEC	\$104,995	\$2,500	\$5,000
F5-BIG-ADC-6900S-SEC	\$109,995	\$2,500	\$5,000
F5-BIG-ADC-8900-SEC	\$153,995	\$4,500	\$9,000
F5-BIG-ADC-11000-SEC	\$187,995	\$6,000	\$12,000
Security Bundle (SW) SKU ASM+APM+Max SSL+Max Compression	List Price	SPIFF	SPIFF for Pair
F5-ADD-VPR-SEC-C2400	\$120,995	\$6,000	\$12,000
F5-ADD-VPR-SEC-C4400	\$143,995	\$6,000	\$12,000
F5-ADD-BIG-SEC-3600	\$38,995	\$1,500	\$3,000
F5-ADD-BIG-SEC-3900	\$44,995	\$2,000	\$4,000
F5-ADD-BIG-SEC-6900	\$55,995	\$2,500	\$5,000
F5-ADD-BIG-SEC-8900	\$72,995	\$4,500	\$9,000
F5-ADD-BIG-SEC-11000	\$79,995	\$6,000	\$12,000

# Promotion Rules

- Must be a Partner Initiated Opportunity, submitted and approved for registration between March 1 and September 30, 2012
- All DC FW use cases are subject to verification at any time
- Only qualifying security sku's are eligible for the spiff payout.
- All Deals must be closed and booked in F5's OA systems by September 30, 2012.
- Payment will be made in US Dollars, as follows:
  - Check will be made out to the person who submits the deal registration or to the qualifying partner company as appropriate for each region.
  - It will be the responsibility of the partner or company to determine tax implications, commission/comp compliance and rules of distribution.
- Partners can opt out of the program at any time.

**\*Japan, India, and Taiwan are currently not eligible**