
Mid-Market Solution Provider Promotion

Rebate on Mid-Market Sales Through December 31, 2024

The Mid-Market Solution Provider Promotion (“**Promotion**”) is designed to encourage Riverbed ONE Solution Providers to identify and drive new opportunity development in the Mid-Market (as defined below) space for sales on behalf of Mid-Market End Users. The promotion offers Solution Providers a 10% rebate for Mid-Market sales.

Promotion Period

The Promotion will run from July 1, 2024, through December 31, 2024.

Promotion Details

Solution Providers may earn a rebate of 10% of Net TCV Bookings for the Resale or Managed Service delivery of Eligible Products to Mid-Market End Users. Riverbed will issue any rebates to qualifying Solution Providers no later than thirty days after the applicable calendar quarter’s end.

Promotion Eligibility

Riverbed ONE Solution Providers in good standing in Riverbed ONE are eligible to participate. This Promotion is limited to initial Resale and Managed Service opportunities with Mid-Market End Users only. Renewal opportunities, ACE opportunities and Public Sector opportunities do not qualify. Any opportunities subject to the Public Sector Supply Chain Program Supplement (i.e. ASPs and AFPs) are not eligible for this Promotion.

Terms and Conditions

This Promotion is offered subject to the following terms and conditions:

- Eligible Riverbed ONE Solution Providers must comply with all applicable guidelines, processes and policies as set forth in the then-current Riverbed ONE Solution Provider Program Guide. Please consult the then-current Riverbed ONE Solution Provider Program Guide for details.
- The initial Resale or Managed Service opportunity must be in the Mid-Market space for sales on behalf of Mid-Market End Users.
- Only orders accepted by Riverbed on or after July 1, 2024 and prior to or on December 31, 2024 are eligible to earn the promotional rebate.
- Riverbed will determine, at its sole discretion, whether an End User opportunity meets the stated promotional criteria for approval.
- Riverbed reserves the right to modify or cancel this Promotion at any time for any reason upon 30 days’ notice.
- All capitalized terms not otherwise defined herein shall have the meaning set forth in the Riverbed ONE Solution Provider Program Guide.

Definitions

- “**Eligible Products**” means products on Riverbed’s then-current global price list in one of the following categories: Category A (Appliance Product and Product Upgrades); Category D (Spares); Category G

(Subscription Software); Category H (Perpetual Software); Category K (RASP Support); Category L (SaaS); and Category N (Subscription Software with RASP).

- **“Mid-Market”** means an End User that is not a Riverbed named account or an affiliate or subsidiary of an entity that is a Riverbed named account. Reach out to your Channel Account Manager or email partners@riverbed.com if you have questions if an account is a Mid-Market account or a Riverbed named account.
- **“Net TCV Bookings”** means bookings realized (i.e., received) by Riverbed during the total period defined by the Mid-Market End User contract (but excluding any expenses, taxes, or shipping charges) for orders submitted directly to Riverbed by the Solution Provider or through an Authorized Distributor for the Resale or Managed Service delivery of Eligible Products.

For questions, contact partners@riverbed.com.