



# Red Hat Enterprise Linux

## Red Hat Enterprise Linux 2 + 1 promotion

### Terms and Conditions for Red Hat Partners

#### Promotion

1. Red Hat is offering a promotion on the following Red Hat products ("**Eligible RH Products**"):
  - Red Hat Enterprise Linux Server Premium / Standard; and
  - Red Hat Enterprise Linux virtual Data Center Premium / Standard.
2. Eligible end-users who purchase a fixed three (3) year subscription term of Eligible RH Products will get one (1) year of subscription free, if payment is made upfront to Red Hat for the full three (3) year term. This promotion does not apply if the subscription term is not for the fixed three (3) year term referred to above.

#### Eligibility

3. Only Red Hat affiliated partners ("**Partners**") can re-sell the Eligible RH Products.
4. Only eligible end-users are entitled to participate in this promotion. The eligible end-users:
  - (a) are a pre-approved list of customers, who have been selected by Red Hat to participate in this promotion. Please reach out to Red Hat, to confirm whether a particular customer is eligible to participate in this promotion;
  - (b) must be located in Red Hat's Asia-Pacific region;
  - (c) must purchase the Eligible RH Products via one of Red Hat's Partners; and
  - (d) must purchase the Eligible RH Products in the jurisdiction in which the end-user is located and only use the Eligible RH Products in the country in which the end-user is located.
5. For the avoidance of doubt, the following customers are not eligible to participate in this promotion:
  - (a) end-users who have already placed an order or who have already made a purchase, pursuant to this promotion;
  - (b) end-users who wish to purchase additional quantities of the Eligible RH Products;



# Red Hat Enterprise Linux

- (c) end-users who wish to purchase other Red Hat products in the same order, as the Eligible RH Products;
- (d) end-users who wish to renew their existing subscriptions of Red Hat Enterprise Linux; and
- (e) end-users who are or may likely be subject to an audit or review by Red Hat, as determined in Red Hat's sole and absolute discretion.

## Criteria

- 6. This promotion is available only for a "one-time purchase", per end-user.
- 7. This promotion is only available for new purchases of the Eligible RH Products and is not available to (i) end-users who wish to purchase additional units of Red Hat Enterprise Linux; and (ii) end-users renewing their existing subscriptions of Red Hat Enterprise Linux.
- 8. This promotion is only available as a stand-alone deal, where this promotion cannot be:
  - (a) enjoyed with any other discount or promotion offered by Red Hat; and
  - (b) bundled together with purchase(s) of other Red Hat products.
- 9. The maximum deal size is **USD 100,000** (or its equivalent in local currency based on the forex rates determined by Red Hat in accordance with Red Hat's local pricebooks), calculated before GST and other taxes, for the three (3) year subscription term. There is no minimum deal size.
- 10. Payment in full must be made on an upfront basis by the Partner to Red Hat for the three (3) year subscription term, pursuant to the partner agreement between the Partner and Red Hat.
- 11. The benefits (i.e. discount) from this promotion is intended for end-users. Red Hat trusts that the Partner will pass on this discount on fully to the end-users. Red Hat reserves the right (in its sole and absolute discretion) to decline any order, where Red Hat reasonably believes that the benefit of this promotion has not been passed on to the end-user.
- 12. This promotion is non-transferrable to other end-users/customers and will be tied to the relevant subscriber of the Eligible RH Products.



# Red Hat Enterprise Linux

## Process

13. Partners may be eligible for a rebate in accordance with the terms of the current and existing Red Hat distributor/partner rebate program, as part of the Partner's effort to drive this promotion. The right of the Partner to participate in the Red Hat distributor/partner rebate program pursuant to this promotion is on an "exceptions only" basis, as determined by Red Hat, in its sole and absolute discretion.
14. All opportunities identified as being part of this promotion must be excluded from deals with other discounts, including deep discounted deals.
15. Only the Red Hat sales team (TSR/ISR/CAM) can create quotes with the Promo SKUs (defined below), not the Partner. Please reach out to your contact at Red Hat should you need a quote for an eligible end-user.
16. To enable an eligible end-user to participate in this promotion, the Partner must:
  - (a) work with the Red Hat team, where the Red Hat team will create an opportunity in SFDC between 12 November 2020 to 31 January 2021, referencing the 4 promotional SKUs for the Eligible Red Hat Products ("**Promo SKUs**"). The opportunity created in SFDC must include:
    - (i) accurate end-user's contact details (name, email, address, phone); and
    - (ii) the promo name "RHELvolutionize Promo" in "Opportunity Name" and "Project Name" fields (for tracking/reporting);
  - (b) in the course of placing an order, provide the opportunity number (which should be obtained from the Red Hat sales team) in the "special instruction" field of the electronic order to Red Hat in the electronic data interface ("**EDI**"). For Red Hat Partners in Japan, the opportunity number must be included in the "Opportunity Number" field of the JR form;
  - (c) ensure that the deal is closed booked on or before 31 March 2021; and
  - (d) ensure that the end-user's subscription activation date is anytime between 12 November 2020 to 31 March 2021.

It is the responsibility of the Partner to ensure that orders for the Eligible RH Products are booked by Red Hat by 31 March 2021, for the end-user to be eligible for this promotion.



# Red Hat Enterprise Linux

17. For all purchases made pursuant to this promotion, the Partner will require the end-user to accept or otherwise assent (in a manner that binds the end-user) to:
  - (a) the Red Hat Enterprise Agreement and the associated appendices set forth at [www.redhat.com/agreements](http://www.redhat.com/agreements);
  - (b) not making additional purchases or renewals of the Eligible RH Products based on the Promo SKUs. For the avoidance of doubt, Red Hat will not accept any additional order(s) or any renewals of the Eligible RH Products, as the Promo SKUs and prices offered pursuant to this promotion will no longer be available once the promotion ends; and
  - (c) ensuring that any additional purchases or renewals of Red Hat products are made in accordance with the relevant then-current Red Hat SKUs at the prices set out in Red Hat's local pricebooks at the time of purchase or renewal.

## **Additional Terms**

18. This promotion expires on 31 March 2021.
19. Additional information about this promotion is available upon request from Red Hat.
20. All prices are subject to local taxes (including GST/VAT etc.).
21. Red Hat reserves the right to amend any of the terms contained herein (including the amendment or cancellation of this promotion) without prior notice.
22. Red Hat further reserves the right, in its sole and absolute discretion, to decide on whether any orders relating to this promotion (which are provided by Partner to Red Hat), will be accepted by Red Hat.
23. In the event of any dispute, the decision of Red Hat is final, binding and non-appealable.
24. By purchasing the Eligible RH Products pursuant to this promotion, you agree (or are deemed to agree) to the terms and conditions set out here.