

## Sales Order

Customer Demo Inc  
Deal Registration ID DR2822227  
Currency USD

IBM Inc.

Products and Services Pricing Detail:

### On-demand Services

Except as otherwise specified in this Sales Order, these On-demand Services automatically renew for successive periods of 12 months, unless either Party provides written notice to the other Party of its intent not to renew at least 30 days before expiration of any then-current License Term. Support Services are described at:

| Line Number | SKU      | SKU Description | Billing Cycle           | Quantity | License Metric / Unit of Measure   | License Term Start Date | License Term End Date | Unit Price | Total Fees |
|-------------|----------|-----------------|-------------------------|----------|------------------------------------|-------------------------|-----------------------|------------|------------|
| 01          | 38057922 | adobe Sign      | Advance   Annually - In | 300.00   | Million Content Requests Per Month | 1 February 2021         | 31 January 2022       | xx.xx      | xx.xx      |

|                     |       |
|---------------------|-------|
| On-demand Services: | xx.xx |
|---------------------|-------|

### Summary of Fees

|                         |       |
|-------------------------|-------|
| Total Sales Order Fees: | xx.xx |
|-------------------------|-------|

## Partner Sales Order Terms and Conditions

1. All Products and Services listed on this Partner Sales Order are provided under the version of the Partner Licensing Terms as of the date Partner executes this Partner Sales Order and available at including the Partner General Terms, Reseller Addendum, and this Partner Sales Order.
2. Partner agrees to purchase the Products and Services set out in the Products and Services Pricing Detail section. All service fees, product pricing and discounts described in this Partner Sales Order are contingent upon Partner's execution and return of this Partner Sales Order no later than 3 February 2021.
3. All fees will be invoiced beginning on the applicable Start Date in accordance with the Billing Cycle, as noted in the Products and Services Pricing Detail section. Payment terms are net 30 days and will be measured from the date of invoice.
4. In the above notes and footnotes for the Products and Services, reference to "Customer" will mean "Partner's Customer", except when the reference: (a) involves billing, purchasing or payment in which case, reference to "Customer" will mean only "Partner"; or (b) involves websites, in which case, reference to "Customer" will mean only "Partner's Customer's website".
5. Purchase Order (PO) required? Yes → tick: ☐ Customer may submit the purchase order to.
6. [01. Early Termination] Customer may, upon at least 10 days' written notice to Adobe, terminate the Products and Services listed in Line Number(s) [XXX] of the Products and Services Pricing Detail section in this Sales Order effective from [effective date of termination] ("Termination Date"). For clarity: (i) no credits or refunds will be provided for any prepaid fees up to the Termination Date; and (ii) after the Termination Date, this Sales Order may only be terminated in accordance with [the Enterprise Licensing Terms (insert name of governing terms is NOT defined as Enterprise Licensing Terms)].

Signing below, each Party acknowledges that it has carefully read and fully understood this Agreement, and each agrees to be bound by the terms of this Agreement. This Agreement becomes effective upon the date of last signature (the "Effective Date"). The individuals signing this Agreement represent that they have the authority to bind the respective Parties to the terms of this Agreement.

### IBM Agreement

345,  
San Jose, CA 95110 US

\_\_\_\_\_  
Authorized Signature

\_\_\_\_\_  
Authorized Signature

\_\_\_\_\_  
Print Name

\_\_\_\_\_  
Print Name

\_\_\_\_\_  
Title

\_\_\_\_\_  
Title

\_\_\_\_\_  
Date

\_\_\_\_\_  
Date

**Contract Number: 00831600**  
Reference Agreement Number:  
00831213

Purchase Order Number:  
ECC ID Number: 0001451000

**General Terms**

To the extent assignable, all valid 1)indemnity rights against other owners (including prior owners) of any of the Properties, but only to the 2)extent any Damages relating to such indemnity rights arise from Assumed Liabilities.