

SE All Stars

Partner SE Incentive

FY22



The SE All Stars incentive rewards Partner SEs for enablement achievement and demonstration of skills around driving new use case sales into customer account!

What does this mean for Partner SEs?

- “Shadow” an F5 Field SE on an eligible customer meeting and earn \$200
- Host a customer-facing workshop on a new use case topic and earn \$500
- Run an NGINX Discovery Scan or a Shape PDT and provide report to F5 and earn \$500
- Earn points for each skill confirmed into a qualified account to achieve higher program status and bonus kicker payouts!

Points Bonus

- Earn 1 point every time you perform one of the skills (Shadow, Host, Scan) into a qualified account
- Points accumulate to drive Partner SEs higher on the list of SE MVPs that F5 account teams can reference, as follows:
 - 1-4 points = Rookie Status
 - 5-9 points = Starter Status
 - 10+ points + All Star Status
- Partner SE’s earn bonus kickers for achieving these Program Status as follows:
 - Reach Starter status and receive a \$200 “Starter bonus”
 - Reach All-Star status and receive a \$400 “F5 All Star bonus”
 - Reach All-Star status and be the highest point earner to become the SE MVP and win a gift valued at \$1000 (In case of tie, \$1000 will be split equally between recipients)

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How do Partner SEs take advantage of this opportunity?

- Partner registers new Security, NGINX or SaaS/Managed Services opportunity in Partner Central (see Addendum for qualifying SKU list)
- Once deal registration is approved:

For all qualifying deals:

- Partner SEs demonstrate *skills via the following:
 - Partner SE attends meeting to “Shadow” F5 Field SE and provides recap of meeting to F5 Channel SE for approval (earns \$200)
 - Partner hosts a customer-facing workshop (live or virtual) on a new use-case topic (earns \$500)
 - Partner SE runs a NGINX Discovery Scan or a Shape PDT and provides report to F5 (earns \$500)

**Each skill confirmed earns points towards higher program achievement.
Program funds are limited, so act fast to earn!**

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Program Criteria

- N AMER Partners (US and Canada) with an active reseller agreement on file are eligible to participate in this program
- Only the first approved deal registration will be eligible for the reward
- Payout is limited to one opportunity per customer account; a single opportunity may not be split into smaller increments for multiple payouts
- Program terms are valid for opportunities registered between October 1, 2021, and September 30, 2022
- Skills payouts will occur on a monthly basis pending Channel SE verification and will be made to Partner SE indicated in SF Deal Registration section as approved
- “Starter” and “All Star” Bonus payouts will occur quarterly
- “MVP” payout will occur annually at end of FY22
- Payments will be made to the partner SE as instructed (depending on partner rules and applicable laws); Partners who cannot receive payment method forfeit their winnings
- Program funds are limited and will be made on a first come, first served basis until depleted
- SE All Stars Incentive is stackable with other current F5 channel rebates and incentives

Terms and conditions

By participating in the SE All Stars Incentive, you hereby agree to abide by these terms and conditions. Terms and conditions are subject to change or modification by F5 Networks, Inc. and may be canceled by F5 at any time. F5 reserves the right to verify and/or exclude any qualified opportunities at any time.

F5 reserves the right to change or end this incentive program at any time.

Partner must be an F5 Unity+ Partner in good standing and must comply with [F5 Channel Partner Program Policies and Procedures](#) in order to be eligible.

The incentive is limited to Partners in North America (excluding LATAM).

The incentive will apply to qualifying Security, NGINX or SaaS/Managed Services solutions as outlined in the SKU List Addendum that are registered and/or closed (booked 100% in F5 systems) between October 1, 2021, and September 30, 2022.

*Payment will be made on a monthly basis pending verification. The partner company or individual recipient will be responsible for all taxes. When payment is made to the partner company, that company will be responsible to process the SPIFF payment for the individual recipient through their normal payroll or remuneration process. Partners can opt out of the program at any time.

Violation of applicable anti-bribery and anti-corruption laws and regulations, including the Foreign Corrupt Practices Act, or the F5 Partner Code of Conduct will result in Partner's immediate termination in the incentive program and forfeiture of any outstanding payment rewards.

Additional rules and terms and conditions may apply, please go to [F5 Partner Central](#) for more details.

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