



PROGRAM PERIOD JAN 30, 2021 – JAN 28, 2022

DELL TECHNOLOGIES 2021

BENEFITS & REQUIREMENTS SOLUTION PROVIDER TRACK

EMEA

ZONE 2

Published: FEBRUARY 1, 2021

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Introduction

The Benefits & Requirements document provides Solution Providers a framework for understanding the financial incentives and tier requirements of the Dell Technologies Partner Program. The program's financial framework ensures a predictable and profitable experience so you can focus on driving richer and deeper engagements with your customers.

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Benefits & Requirements at-a-Glance

The Dell Technologies Partner Program is structured to reward and maximize your profitability when you commit and invest in the Program. As you grow your Dell Technologies Partner Program revenue and complete training competencies we will reward you through tier promotion and increased rebate eligibility.

Tier Requirements

\$ Revenue Requirements +  Training Competencies =

TIERS

TITANIUM

PLATINUM

GOLD

Rebate Eligibility

\$ Product Revenue +  Respective Portfolio Competency(s) =

REBATES

Base

Multipliers

Services

Acquisition

*Client+ Server+ & Storage+ Base rebates and multipliers require a corresponding Portfolio Competency.
VMware base, Services and Acquisition rebates do not require an aligned Portfolio Competency for rebate eligibility.*

Incentives | Rebates (Certain exclusions apply)



Base

Base rebates reward sales on eligible lines of business from dollar one with no caps.

- Paid from \$1.
- Rebate percentages vary by partner tier and Product Category.
- Partners must hold a portfolio competency within the respective Product Category.
- Includes product and attached services included in Server+ and Client+ Product Categories.
- Excludes attached services for Storage+ products.



Multipliers

Multipliers reward the sale of focus line of business products, applied to base rebates from dollar one.

- Applied to Base rebate.
- Includes product and attached services for named focus products in Client+ Product Category.



Services

Earn additional rebates by selling attached support services across Client+ and Server+ Product Categories and by adding "Dell Technologies Services" across all lines of business.

- Paid from \$1.
- Attach 3+ year ProSupport or ProSupport Plus to earn up to an additional 1.5% of total Eligible Product and Services revenue. Available on eligible Server, Networking and Client products.
- Sell 'Dell Technologies Services' to earn up to an additional 3.5% of services rebate revenue.

New Business Incentive (NBI)

- Eligible for acquiring new Dell Technologies end users across Storage, Data Protection, Server (including networking) or Client line of businesses with an approved deal registration.
- Eligible accounts are included on an annual NBI list and are defined by independent LOB as end users with:
 - less than \$10k in Client LOB purchases in the previous 12 months (with a one month lag)
 - less than \$10k in ISG LOB purchases in the previous 36 months (with a one month lag)
- NBI eligible deals to be paid within the one-year Program term and only for those accounts appearing on the current annual NBI list.
- Includes product and attached services for Server (including networking) and Client LOBs.
- Excludes attached services for Storage & Data Protection products.

Competitive Swap

- Paid on eligible current generation Dell EMC Storage sales when displacing competitive storage products, capped at \$160K per end-user per Quarter.
- Competitive Swap Incentives will be paid on the replacement array only and excludes attached products and services. Not impacted by historical sales to the end-user. Competitive Swap is not stackable with the New Business Incentive.
- Eligible claims are to be accompanied by a customer signed decommission letter & partner/ DT account representative signed certification letter OR a Return Merchandise Authorization (RMA) #. This signed documentation must be received within 30 days after the end of the Quarter in which the deal is booked.



Acquisition

Incremental rebates for bringing new customers or lines of business to Dell Technologies.

- Paid on the replacement of eligible pre-qualified 'entry and midrange' storage assets.
- Eligible replacement Dell EMC Storage sales must be current generation; excludes attached services.



Tech Refresh

Rewards sales for the replacement of eligible pre-qualified Dell EMC storage assets

2021 Benefits: Incentives Grid – EMEA

Product Category			Base (From \$1)			Services (From \$1) ¹			Acquisition ²	Tech Refresh	eMDF		
			TITANIUM	PLATINUM	GOLD	ALL METAL TIERS						TITANIUM	PLATINUM
						ProSupport (≥3yr)	ProSupport Plus (≥3yr)	DT Services	New Business**	Comp Swap	Tech Refresh		
Storage+			4.00%	3.00%	2.00%	--	--	3.50%	8.00%	8.00%	2.00%	0.95%	0.70%
Server+			3.25%	2.75%	2.25%	0.50%	1.50%	3.50%	6.00%	--	--	0.75%	0.50%
Client+			1.00%	0.75%	0.50%	1.00%	1.50%	3.50%	3.00%	--	--	0.25%	0.25%
Multiplier	x3	<ul style="list-style-type: none"> Latitude Rugged Precision Workstation 	3.00%	2.25%	1.50%								
	x2	<ul style="list-style-type: none"> Latitude 7 & 9 Dell Displays & Client Peripherals (D&CP) 	2.00%	1.50%	1.00%								
VMware³			1.00%	0.50%	--								

 [Eligible Product Category Document HERE](#)

¹ ProSupport & ProSupport Plus attached Services paid on total revenue for Server+ and Client+ product & Services, excluding Enterprise Infrastructure (EI), Displays & Client Peripherals (D&CP); Dell Technologies Services paid on Services only revenue.

² Competitive Swap is not stackable with the New Business Incentive. If a Competitive Swap sale is made to an eligible NBI account, and the sale qualifies for both Competitive Swap and NBI, then the Partner will earn NBI. In addition, if the Competitive Swap Incentive is higher than NBI, Partner will earn the differential as a Competitive Swap rebate.

**Data Protection is independent from Storage+ when calculating NBI. EI, D&CP, Virtustream Enterprise Cloud, VxBlock and PowerFlex rack are ineligible for NBI rebates.

³ VMware base Rebates: Titanium & Platinum partners must be enrolled in VMware Partner Connect and have a direct purchasing contract with Dell. Rebate availability, terms and eligibility may vary based on location. Capped at \$50K Titanium and \$25K Platinum per deal (cap on deal size: \$5 million revenue)

Incentives | Marketing Development Funds

There are two components of the MDF benefit, **Earned MDF (eMDF)** and **Proposal-Based MDF (pbMDF)**.

- **Earned MDF** for eligible Titanium and Platinum partners is a accrual funding benefit, based on a percentage of product revenue.
- **Proposal-Based MDF** is a discretionary fund for strategic initiatives.

EARNED MDF GLOBAL ACCRUAL RATES

Certain exclusions apply

	TITANIUM	PLATINUM
Storage+	0.95%	0.70%
Server+	0.75%	0.50%
Client+	0.25%	0.25%

Frequently Asked Questions

	EARNED MDF	PROPOSAL MDF
What is the intent of the fund?	Reward qualified partners with earned and predictable funding while ensuring spend is aligned tightly to strategy and demand (prescriptive spend strategy).	Discretionary fund intended to drive demand and awareness of Dell, Dell EMC & Dell Technologies solutions, products, software and services with strategic partners.
Who is eligible?	Titanium, Platinum	Titanium, Platinum, Gold
What determines partner funds?	Accrued based on Eligible Product revenue/rates based on type & tier.	Investments in partners decided by Dell Technologies teams based on proposals
How are decisions made?	Proposals/Projects are approved only if aligned to spend policy, Quarterly sales goals and marketing plans.	Proposals approved according to sales/marketing plans/partner growth opportunity and past performance
When do funds expire?	2 Quarters after the deposit is made (deposits are made in the Quarter after they are earned)	90 days after the start of the Quarter

Additional terms and conditions apply please refer to the [MDF Business Rules](#) or contact your account team with any questions. North America NSPs are not eligible for pbMDF.

Incentive Examples

Examples of potential rebate and MDF eligibility for an acquisition end customer for each partner tier.

COMPETENCY

Partner holds Storage and Core Client portfolio competencies, granting rebate eligibility for **Storage+ & Client+** categories.

ACQUISITION

End User is an acquisition account for all lines of business, identified through inclusion on New Business Incentive list and/or competitive swap.

Storage

	Base	Competitive Swap	eMDF	TOTAL
TITANIUM	4.00%	8.00%	0.95%	12.95%
PLATINUM	3.00%	8.00%	0.70%	11.70%
GOLD	2.00%	8.00%		10.00%

Workstation with attached ProSupport Plus (≥3yr)

	Base	Multiplier	Services	NBI	eMDF	TOTAL
TITANIUM	1.00%	x3	1.5%	3.00%	0.25%	7.75%
PLATINUM	0.75%		1.5%	3.00%	0.25%	7.00%
GOLD	0.50%		1.5%	3.00%		6.00%



Dell Technologies Services

3.5%

Paid on Services revenue

MDF will be reimbursed to partners who drive marketing activities in alignment with the Dell Technologies MDF policy and is separate from rebate payout/ entitlement.

Dell Technologies on Demand Incentives

More choice, flexibility and predictability in how you and your customers consume IT infrastructure and services. Flex on Demand* provided through Dell Financial Services and Dell Technologies Cloud Platform with subscription, provide technology consumption choice for an on-demand world.

Flex On Demand

Meter variable usage to pay only for technology that's consumed with elastic capacity that scales up and down.

Subscription

Choose purpose built turnkey solutions with simplified payment to accelerate time to value

	Flex on Demand Incentive				Subscription Rebate
	Storage+ ¹		Servers		Dell Technologies Cloud Platform ²
	Referral	Resell	Referral	Resell	Referral
TITANIUM	20% (CCV)		10% (CCV)		15% (CCV)
PLATINUM	20% (CCV)	through Distribution	10% (CCV)	through Distribution	
GOLD					

FOD committed contract (CCV) revenue is recognized towards your Solution Provider tier revenue requirements but not eligible for additional DTPP incentives. For more information on Flex on Demand click [here](#).

¹ Storage+ includes Storage, DP, UDS, HCI (inc. DTCP)

² DTCP with subscription is available through all partners as referral for end customer consumption with the referral amount based on CCV where geographically available. Acceptance of referral agreement is required.

* Payment solutions provided to qualified commercial customers by Dell Financial Services (DFS) or through Dell Technologies group companies and/or through Dell's authorized business partners (together with DFS "Dell"). Offers may not be available or may vary by country. Offers may be changed without notice and are subject to product availability, eligibility, credit approval and execution of documentation provided by and acceptable to Dell or Dell's authorized business partners. In Spain, solutions are provided by Dell Bank International d.a.c branch in Spain and in specific countries within the EU, EEA, the UK and Switzerland by Dell Bank International d.a.c, trading as Dell Financial Services which is regulated by the Central Bank of Ireland. Dell Technologies, DellEMC and Dell logos are trademarks of Dell Inc. Incentives are subject to the incentive program agreement for Flex on Demand

Power up

Storage & Server Cross-sell Acquisition Initiative

Power up identified accounts present an opportunity to target **storage** and **server acquisition** customers supported through incremental incentives and collaborative core sales team engagement.



TARGETED ACQUISITION ACCOUNTS

A list of underpenetrated accounts for storage and server lines of business



COLLABORATIVE ENGAGEMENT & SUPPORT

- Proactive account planning
- Earned Partner of Record status for storage and/or server, awarded at time of sale.



INCREMENTAL BENEFITS

- Incremental discount with Deal Registration*
- up to 6% Storage
 - up to 4% Server

Frequently Asked Questions

	Authorized, Gold, Platinum & Titanium
What is Power up and how do I make money?	Underpenetrated accounts allow you to earn an additional front-end discount when you link your quote to an approved Power up Deal Registration: <ul style="list-style-type: none">• up to 6% for Storage• up to 4% for Server• The ability to earn Storage Partner of Record with a won storage deal• The ability to earn Server Partner of Record with a won server deal
What products are eligible?	Storage Power up: Storage+ Server Power up: Server LOB
What do I need to do?	<ul style="list-style-type: none">• Your Partner Account Manager will engage with you and share strategic collaboration targets during Account Planning• Deal Register your opportunities and look for "Registration" as the Deal Type on your approval notifications
What else should I know?	Power Up discounts are incremental; where a Power Up account is on the NBI named account list it may also qualify for the NBI rebate (when a partner is metal tiered).

Refer to the [Power Up FAQ](#) for additional initiative details.

*Acquisition Deal Registration discount and Power up availability may vary by region.

This Program initiative was previously referred to as Partner Preferred.

2022 Requirements - Zone 2

To become a metal tiered Solution Provider in the 2022 Dell Technologies Partner Program partners must meet Training and Revenue requirements by January 28, 2022. Based on each Solution Provider's attainment levels, they are then placed into a specific tier for the 2022 Dell Technologies Partner Program.

		REQUIREMENTS
TITANIUM	Revenue	\$20M
	Minimum Services Revenue* (of total revenue)	\$2.8M
	Minimum Training Requirements	3 Competencies: Any Portfolio, Solutions and/or Services Competencies combination & 1 Marketing Institute credential
PLATINUM	Revenue	\$6M
	Minimum Services Revenue* (of total revenue)	\$720K
	Minimum Training Requirements	2 Competencies: Any Portfolio, Solutions and/or Services Competencies combination & 1 Marketing Institute credential
GOLD	Revenue	\$500K
	Minimum Services Revenue* (of total revenue)	\$50K
	Minimum Training Requirements	1 Competency: Any Portfolio, Solutions and/or Services Competency & 1 Marketing Institute credential

Earn 3x

revenue accelerator
on eligible

Storage & Data Protection

products toward Program
Year Tier revenue
requirements.

Earn 1.5x

revenue accelerator
on eligible

Converged & Hyperconverged

products toward Program
Year Tier revenue
requirements.

*Subject to the availability of Dell Technologies branded Services in the applicable region or country or as otherwise provided by Dell Technologies

Training & Competencies

The Dell Technologies Partner Program offers company-level competencies, which include individual certifications and credentials with the flexibility to specialize in certain Dell Technologies solution areas. These competencies, which span sales, pre-sales, technology and services help ensure that you have the appropriate knowledge and skillset to meet your customers' needs.

By completing competencies you can benefit from increased sales due to greater expertise in Dell Technologies products and solutions. In addition, competency completion helps you work toward Program tier requirements and rebate eligibility.

TIER RECOGNIZED

REBATE ELIGIBLE

Portfolio

Completion of a portfolio competency **unlocks rebate eligibility** within its respective Product Category.

Storage+

- Storage
- Data Protection
- CI/HCI

Server+

- Server
- Networking

Client+

- Core Client
- Workstations
- Dell End Point Security
- Dell Clients for VDI
- Latitude Rugged

Services Delivery

- Storage
- Data Protection
- Converged/Hyperconverged Infrastructure
- Client
- Server
- Networking



Learn more about Service Delivery and our **Proven Partner** designation

Solutions

- Data Centric Workloads*
 - Data Analytics & AI
 - SAP
 - SQL
- Dell Technologies Cloud (DTC)
- Dell Technologies Unified Workspace
- High Performance Compute (HPC)*
- Hybrid Cloud*
- Internet of Things (IoT)*
- Software Defined Infrastructure*

* Competency content will be refreshed during H1 2021
Please refer to the [Partner Training Guide](#) for additional details.

Competency Resource Requirements

Each row shows the number and roles of individuals required for a partner at a given Tier to earn a Competency.

COMPANY

Portfolio & Solution Competency

Company awarded recognition for having a defined number of individual Credentials and/or Certifications.

INDIVIDUAL

Individual Credential

Individually awarded recognition for having completed a series of web-based exams aligned to Dell Technologies training for Sales, System Engineer, and Marketing roles.

Individual Certification

Individually awarded recognition for having completed a Proctored exam(s) for a pre-sales Technology Architect (TA) or a services Implementation Engineer (IE).

S and SE within a competency have to be separate individuals. However, between the competencies and for M and TA roles a partner may use the same individuals that earned S or SE. Please refer to the [Partner Training Guide](#) for details.

		GOLD				PLATINUM				TITANIUM			
		S	SE	TA	M	S	SE	TA	M	S	SE	TA	M
Marketing Institute		-		1	-		1	-		1			
ISG Portfolio Competencies	Server	1		-	2		-	5		-			
	Networking	1		-	2		-	5		-			
	Data Protection	1		-	2		-	5		-			
	Storage	1		-	2		1	5		3			
Converged/Hyperconverged Infrastructure		1	1	-	2	2	-	5	5	-			
CSG Portfolio Competencies	Core Client	1	1	-	2	2	-	5	5	-			
	Workstation	1	1	-	2	2	-	5	5	-			
	Dell Clients for VDI	1	1	-	2	2	-	5	5	-			
	Dell Endpoint Security	1	1	-	2	2	-	5	5	-			
Latitude Rugged		1	1	-	2	2	-	5	5	-			
Solutions Competencies	Data Centric Workloads ²	1	1	-	2	2	-	5	5	-			
	Dell Technologies Cloud (DTC)	1	1	-	2	2	-	5	5	-			
	Dell Technologies Unified Workspace	1	1	-	2	2	-	5	5	-			
	High Performance Compute (HPC) ²	1	1	-	2	2	-	5	5	-			
	Hybrid Cloud ²	1	1	-	2	2	-	5	5	-			
	Internet of Things (IoT) ²	1	1	-	2	2	-	5	5	-			
Software Defined Infrastructure ²		1	1	-	2	2	-	5	5	-			

S = Sales SE = Systems Engineer TA = Technology Architect M = Marketing

¹ For Sales training requirements, partners can choose to complete the Data Center Portfolio credential to be recognized as the prerequisite across Server, Networking, DP and Storage competencies.

² Competency content will be refreshed during H1 2021

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3 Steps for Program Tier Training Compliance

Platinum Tier Example (Metal tier eligibility unlocks rebate rewards)

1 REVENUE

Pick the **tier** you want to achieve

GOLD
PLATINUM
TITANIUM

Revenue Requirements
 Minimum revenue: \$6M
 Minimum services revenue: \$720K

2 TRAINING

Pick the **competencies** you want to focus on

PLATINUM

Training Requirements
2 Competencies: Any Portfolio, Solutions and/or Services Competencies combination &
1 Marketing Institute Credential

3 Find your chosen competencies on the grid to identify how many credentials/ certifications you need for your Tier and each of your competencies

S = Sales
SE = Systems Engineer
TA = Technology Architect
M = Marketing

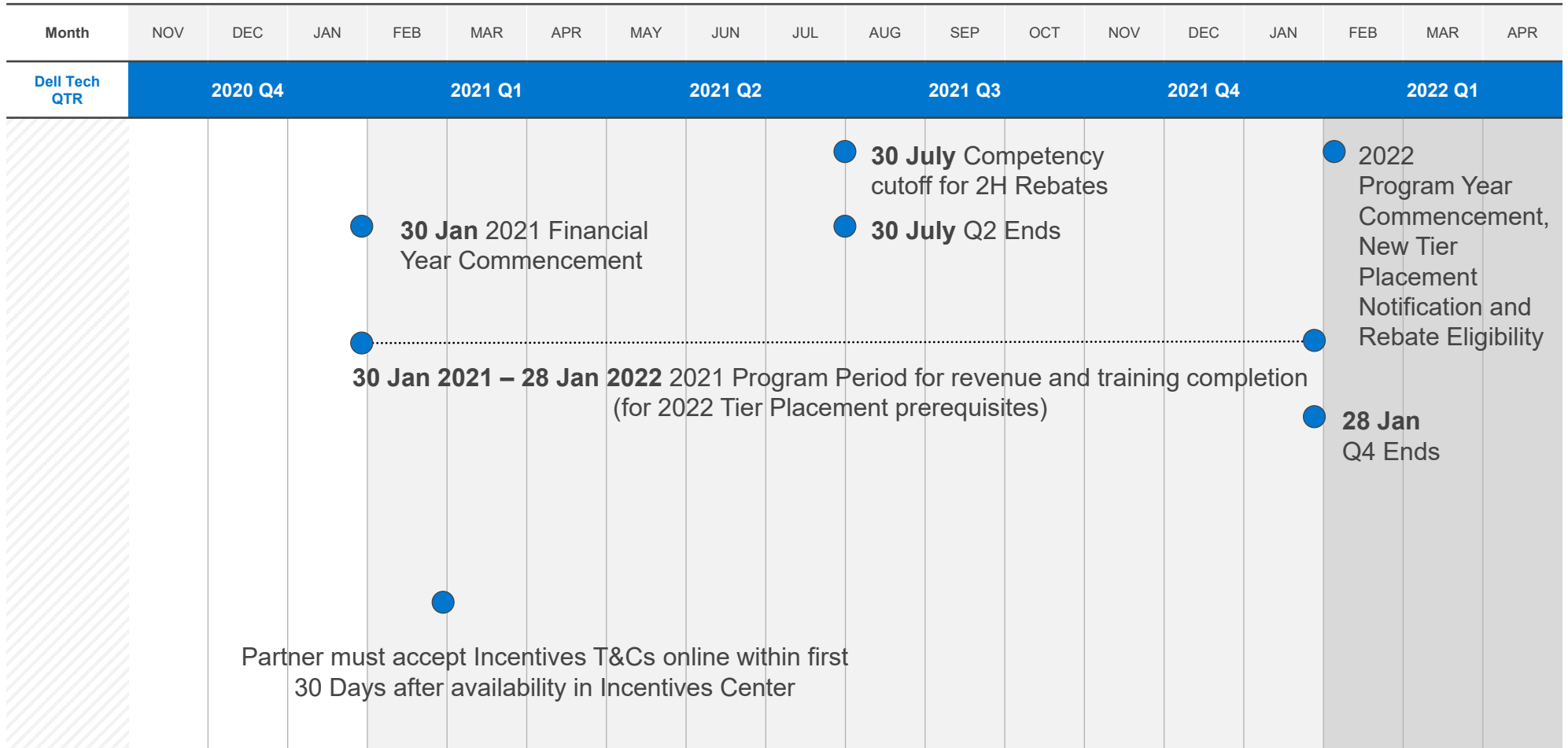
For details on the requirements for Services Competencies refer to the Enablement Matrix [here](#)

		PLATINUM			
		S	SE	TA	M
Marketing Institute			-		1
ISG Portfolio Competencies	Server		2	-	
	Networking		2	-	
	Data Protection	2*	2		
	Storage		2	1	
	Converged/Hyperconverged Infrastructure	2	2		
CSG Portfolio Competencies	Core Client	2	2	-	
	Workstation	2	2	-	
	Dell Clients for VDI	2	2	-	
	Dell End Point Security	2	2	-	

Total Requirement:

- 4 Sales Credentials
- 4 System Engineer Credentials
- 1 Technology Architect Certification
- 1 Marketing Institute Credential

Program Timeline



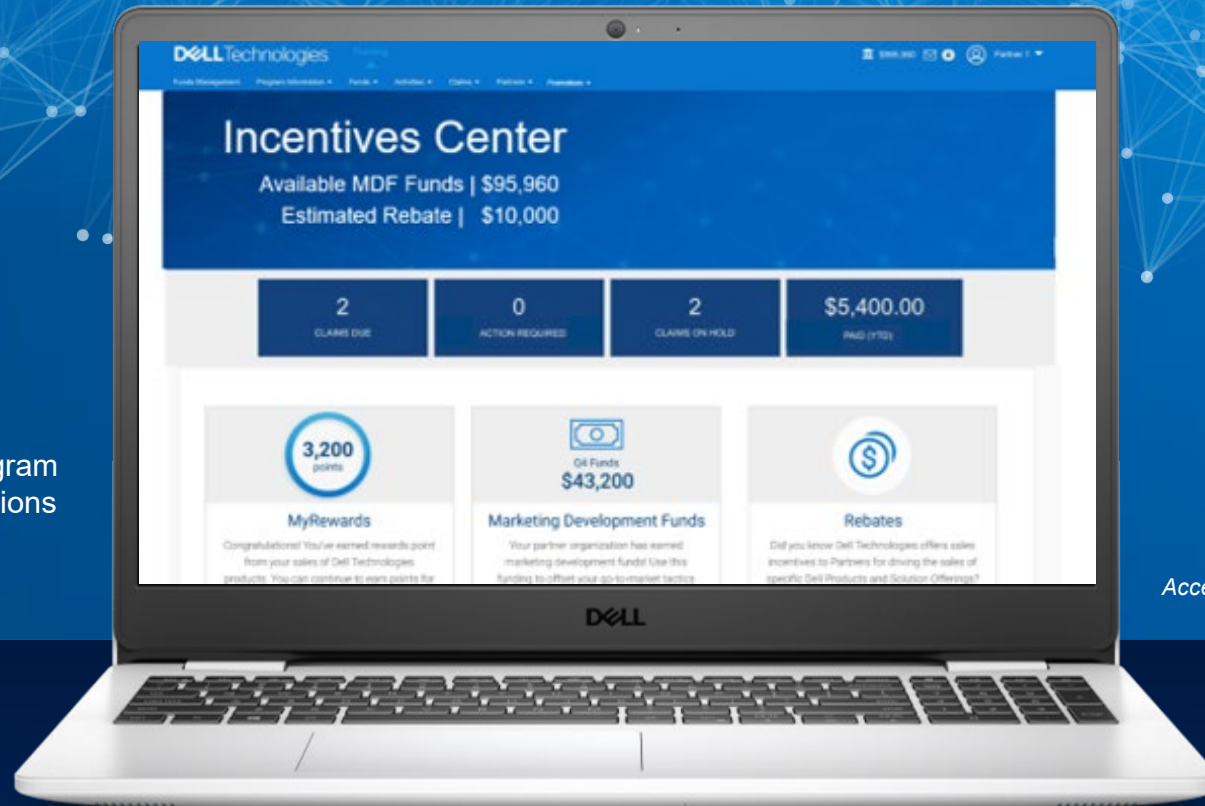
Promotion and demotion to metal tiers will be on an annual basis only.

New or additional competencies will be awarded semi-annually; the deadline is July 30, 2021 for second half (Aug- Jan) rebate eligibility and Jan 28, 2022 for first half Program Year 2022 (commencing Feb 2022) rebate eligibility.

Competencies earned after the annual audit period will only be considered for tier status during the following annual audit.

Incentives Center

A centralized experience combining Rebates and MDF.



Accept your program terms and conditions

Access limited to nominated contacts



Insights & analytics

Track your performance & monitor your earnings with new reporting functionality and easy to read dashboards.



Homepage Personalization

A customized experience that lets you put the information that matters to you most, front-and-center on your homepage.



Support center

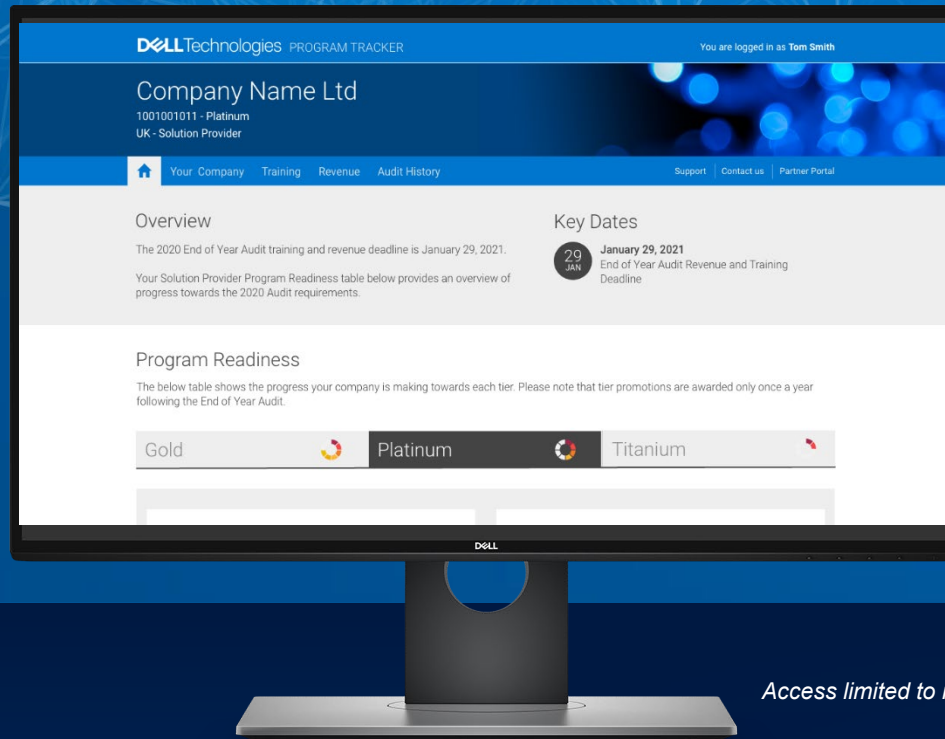
A global centralized support center with live chat, phone and email help desk for all inquiries including payments, MDF and Rebates.

Mobile optimized for your access, anywhere, anytime on any device

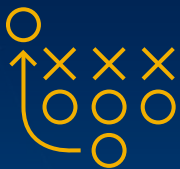
Program Tracker

Stay Up-to-Date with Your Progress

Program Tracker is designed to support your preparations for audit by giving you direct access to the information and tools you need to achieve your desired tier status within the Dell Technologies Partner Program and maximize your rewards and profitability.



Access limited to nominated contacts



PLAN YOUR TRAINING

Program Tracker shows you all the competencies and credentials your company and your team have in progress. To help plan the best path to compliance, it shows precisely which courses remain for each person to complete and how long it will take.



TRACK YOUR REVENUE

Check the revenue requirements and thresholds for each tier and get a clear picture of the revenue we have recorded for your company's revenue in each line of business

Glossary

Attached Services

Services sold at point of sale on same order number for eligible products.

Accelerator

A multiplier applied to select DTPP LOB revenue used in the calculation of Program tier revenue requirements. Accelerators are not applied to rebate, MDF, other incentive calculations or other revenue targets.

Authorized Distributor

An entity that holds a valid Dell Technologies Distribution Agreement and is contractually authorized to resell eligible Dell Technologies (Dell and/or Dell EMC) infrastructure and services.

Competency

Company-awarded recognition for having a defined number of individual Credentials and/or Certifications. There are three types of Competencies:

- **Portfolio:** Foundational multi-product focused, across defined lines of business.
- **Services:** Recognition that a partner has met all the requirements and is authorized to deliver deployment services on Dell Technologies products.
- **Solution:** Transformational training across various topics.

Deal Registration

A process by which partners submit for opportunity approval with customers. By registering a deal, you can gain, in general, either deal protection against Dell Technologies proactively engaging in direct-sales efforts and/or approval for additional benefits. An approved deal can be the path to minimizing conflict, attracting financial support and sales assistance.

DTPP

Dell Technologies Partner Program

Flex-on-Demand

A flexible payment model in which Dell Technologies deploys a solution, including committed and buffer capacity, with fluctuating monthly payments based on buffer use.

Go-to-market Initiatives

A holistic set of program activities to drive demand for strategic priorities.

Incentives

Financial benefits offered through the DTPP, including (but not limited to) rebates, marketing development funds and individual rep level rewards.

Incentive Eligible Products

Named Product Portfolio products as named in the Eligible Product Category document

Line of Business (LOB)

Dell Technologies product lines:

- **Dell:** Client (CSG) products
- **Dell EMC:** Enterprise (ISG) products
- **Services:** Attached & Dell Technologies Services

Also see 'Product Portfolio'

Multipliers

A multiplier applied to Base rebate (back to \$1) on focus line of business products.

Partner of Record (PoR)

An earned status for a specific line of business in an account; designed to help drive predictability of engagement and strong collaboration between partners and Dell Technologies sales. Dell Technologies core sales teams work with the named Partner of Record on future opportunities that are found by the core sales team in which the line of business status is held. Standard Deal Registration terms apply and other partners may continue to Deal Register.

Glossary (cont.)

Product Portfolio

Categorization of lines of business for rebate & MDF eligibility:

Portfolio	Line of Business (LOB)
Storage+	Dell EMC storage, data protection, CI/HCI
Server+	Dell EMC server, networking & enterprise infrastructure (EI)
Client+	Dell Client & displays and client peripherals (D&CP)
VMware	VMware on Dell paper: Enterprise Licensing Agreements, Special Pricing Forms, Transactional (price book)

Also see '[Eligible Product Category](#)' document

Program requirements (Solution Provider)

Requirements to achieve metal (Gold, Platinum, Titanium) tiering in the DTPP. Requirements include revenue and services revenue thresholds and training (competency) prerequisites.

Program Tiers (Solution Provider)

Company level partnership within the DTPP that progresses with completion of training and revenue growth. Partners in the DTPP are tiered as Authorized, Gold, Platinum or Titanium with tiers awarded annually after year-end audit.

Region

Geographic segmentations:

- **APJ:** Asia Pacific & Japan
- **EMEA:** Europe the Middle East & Africa
 - **CEE:** Central & Eastern Europe
 - **MERAT:** Middle East, Russia, Africa, Turkey.
- **GC:** Greater China
 - **GC6:** Beijing, Guangzhou, Shanghai, Shenzhen, Hong Kong, Taiwan
- **LATAM:** Latin America
- **NA:** North America

Also see 'Zone'

Rules of Engagement (RoE)

Establishes engagement principles for how Dell Technologies interacts, both with channel partners and internally. RoE are designed to minimize internal conflicts that may disrupt business, partner and customer relationships

Total Purchases

The total revenue sum of Eligible Products purchased by a Solution Provider from Dell Technologies and/or through an Authorized Distributor, for resale to an end-user. This revenue is determined using the shipped amount for Eligible Products purchased from Dell (or the booked order amount for Eligible Products quoted and ordered through MyQuotes).

Zone

A group of countries that share the same Partner Program requirements:

Zone	Countries
1	Japan, USA
2	Canada, France, Germany, UK
3	Andorra, Czech Republic, Egypt, GC6, Gulf (Bahrain, Kuwait, Oman, Qatar, Yemen), Ireland, Israel, Italy, Korea, Netherlands, Poland, Russia Z3 (Moscow, Moscow region, St. Petersburg, Khanty-Mansi & Yamalo-Nenets autonomous district), Saudi Arabia, Singapore, South Africa, Spain, Sweden, Switzerland, Turkey, UAE
4	Australia, Austria, Belgium, Botswana, Brazil, Denmark, Finland, Ghana, Greece, Hungary, Iceland, India, Indonesia, Kenya, Lesotho, Luxembourg, Madagascar, Malawi, Malaysia, Mauritius, Mexico, Morocco, Mozambique, Namibia, New Zealand, Nigeria, Norway, Philippines, Portugal, Romania, Swaziland, Thailand, Ukraine, Vietnam, Zambia, Zimbabwe
5	Rest of CEE & META, Rest of APJ, Rest of GC, Rest of LATAM, Rest of Russia