



2020 Partner Program Eligible Product Categories February 2020

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Product by Category: STORAGE +

Certain exclusions apply

STORAGE	DATA PROTECTION	CI/ HCI
<ul style="list-style-type: none">Elastic Cloud Storage (ECS)IsilonPowerPathPowerMax <i>(prior gen not eligible: VMAX, VMAX AFA, VMAX3 and Symmetrix)</i>PowerVault ME4 Series <i>(prior gen not eligible: PowerVault)</i>SC SeriesVirtustream Enterprise Cloud^{1*}UnityXT <i>(prior gen not eligible: Unity x00/x50 & Unity AFAx00/x50)</i>XtremIO	<ul style="list-style-type: none">Data DomainData Protection SuiteIntegrated Data Protection Appliance (IDPA)PowerProtect Appliance + SoftwareRecoverPoint	<ul style="list-style-type: none">PowerOneVxBlock²VxFlex (inc. VxFlex Integrated Rack)VxRackVxRail



Storage+ by Product Generation

Product eligibility for current generation products only and excludes all prior generation products

¹Virtustream Enterprise Cloud paid on billings (quarterly in arrears) and are not eligible for MDF. Virtustream Enterprise Cloud rebates are only paid to partners authorized to sell Virtustream Enterprise Cloud

²VxBlock and VxFlex Integrated Rack follows the respective product eligibility and categorizations as defined by Dell EMC. Rebates are paid on billings at the end of the quarter and are eligible for base rebates and MDF only to partners authorized to resell VxBlock and VxFlex Integrated Rack.

The value of the ELA/TLA rebate will be based on the Dell EMC product it is sold with for Rebates and is excluded for MDF.

Non-Tied VMware offerings are reflected as standalone VMware SKUs and are not eligible for rebates or incentives.

Product exclusions for incentives include but are not limited to: All attached or non-attached Services, Avamar, NetWorker, DLM, ProtectPoint Storage Resource Management, ScaleIO, VNX, Storage Virtualization, Data Protection Advisor, XC Series, Third Party Products, Connectrix, EMC Select, Subscriptions and storage renewals. (Note: VxBlock, VxRack and Virtustream Enterprise Cloud are excluded from NBI).

Product by Category: **SERVER +**

Certain exclusions apply

SERVER	NETWORKING	ENTERPRISE INFRASTRUCTURE*
<ul style="list-style-type: none">• Modular PowerEdge Blade Servers (MX Series) + Chassis<ul style="list-style-type: none">– PowerEdge MX Blade Server + Chassis– PowerEdge MX Networking Modules• PowerEdge 4-Socket Rack Servers <p>x 1.25 multiplier</p> <ul style="list-style-type: none">• PowerEdge 1-Socket Tower Servers• PowerEdge 2-Socket Tower Servers• PowerEdge 1-Socket Rack Servers• PowerEdge 2-Socket Rack Servers• PowerEdge C Servers	<ul style="list-style-type: none">• Access Edge (SD-WAN Edge/VEP) Networking• PowerSwitch (S/N-Series) <ul style="list-style-type: none">• PowerSwitch (Z-Series) <p>x 2 multiplier</p> <ul style="list-style-type: none">• Networking (C-Series)	<p>Qualified, genuine Dell Branded Customer Kits (Storage, Memory, Racks, etc.) for Dell EMC servers and datacenters. Dell EMC Parts ensure continuity of Dell EMC server warranty and Dell Technologies support for the end-user.</p>

*Qualified Dell and Dell EMC peripherals/parts that align to both Enterprise Infrastructure (EI) and Client Peripherals & Displays (CP&D) categories will be allocated to only one category. Allocations will be based on consolidated Dell Technologies usage alignment (not individual partner) and reviewed on a quarterly basis. Tied VMware OEM rebates will be paid at the same Incentive rate as the product it is sold with, and/or as indicated by the product eligibility list. Non-Tied VMware offerings are reflected as standalone VMware SKUs and are not eligible for rebates or incentives. Product exclusions for Incentives include but are not limited to: Brocade, Mellanox, H-Series, and X-Series. (Note: EI is excluded from NBI)

Product by Category: CLIENT +

Certain exclusions apply

SOLUTION PROVIDER & DISTRIBUTOR	DISTRIBUTOR ONLY*	
<ul style="list-style-type: none">• Cloud Client Computing• Dell Endpoint Security¹• IoT Edge Gateway• IoT Embedded Box• Latitude 7 x 2 multiplier• Latitude 5/3 (inc. Latitude 5 Chromebook Enterprise)• Latitude Rugged• Precision Workstation x 3 multiplier• OptiPlex 7/5/3 & XE Series• XPS	<p>Client Peripherals & Dell branded Displays (CP&D), including:²</p> <ul style="list-style-type: none">• Monitors• Dell Branded Customer Kits• Docking Stations• Projectors• Other Dell Peripherals <p>x 2 multiplier</p>	<ul style="list-style-type: none">• Alienware• G Series 7, 5 & 3• Inspiron 7, 5 & 3• Vostro 7, 5 & 3 <p>x 0.5 multiplier Consumer Client</p>

All-in-ones follow the series.

¹Attached Dell Endpoint Security incentives will be paid at the same Incentive rate as the product it is sold with (Non-Attached Dell Data Security are paid at Client+)

²CP&D that cannot be decoupled from attached CP&D SKUs will be paid at the same rate as the product it is sold with, and/or as indicated by the product eligibility list. Qualified Dell and Dell EMC peripherals/parts that align to both Enterprise Infrastructure Solutions (EI) and Client Peripherals & Displays (CP&D) categories will be allocated to only one category. Allocations will be based on consolidated Dell Technologies usage alignment (not individual partner) and reviewed on a quarterly basis.

**Distributor products, MDF eligible for both Distributors and Solution Providers – rebate eligible for Distributors only

Product exclusions for Incentives include but are not limited to: Chromebook. (Note: CP&D, Chromebooks, Wyse VDI (Cloud Client Computing) are excluded from NBI)

Product by Category: **Services**

Certain exclusions apply

ATTACHED PROSUPPORT*	ATTACHED PROSUPPORT PLUS*	OTHER SERVICES**
<ul style="list-style-type: none">• ProSupport• ProSupport Flex• ProSupport Mission Critical• ProSupport One for Data Center	<ul style="list-style-type: none">• ProSupport Plus• ProSupport Plus Mission Critical	<ul style="list-style-type: none">• Accidental Damage¹• After Point of Sale (APOS)• Application Services• Client Installation Services• Configuration Services• Consulting• Dell Cloud Services• Deployment Services, including:<ul style="list-style-type: none">– Basic Deployment– Custom– ProDeploy/ ProDeploy Plus– ProDeploy Flex for Data Center• Education Services• Extended Battery Service (Battery Protection Services)• Intelligent Data Mobility (IDM)• Keep Your Hard Drive (KYHD)• Keep Your Components (KYC)• Near Point of Sale (NPOS/Service Cards)²• Premium Support (consumer only)• Premium Support Plus (consumer only)• Residency

≥3 year support required for attach and sell in attach options.

*Rebate and MDF includes attached services on Server + and Client + categories, for eligible Client, Server and Networking hardware products only.

¹Accidental Damage is known as Complete Care in Latin America.

²NPOS/Service cards are categorized as Sell Through Attach for Distributors.

**Other Services excludes 'Basic Hardware' support for APOS and NPOS

Storage+ Product Generation

Eligible Product Categories

DELLTechnologies
PARTNER PROGRAM

STORAGE + High End

Additional exclusions may apply

		Eligible	Not Eligible	
PRODUCT	CURRENT GENERATION	2 ND GENERATION		3 RD GENERATION
PowerMax	<ul style="list-style-type: none"> PowerMax Series: PM 2000, PM 8000 	<ul style="list-style-type: none"> VMAX AFA Series 250, 450, 850, 950 PowerMax Series: PM 2000, PM 8000 		<ul style="list-style-type: none"> VMAX3 Series: VMAX 100K, VMAX 200K, VMAX 400K, VMAX 400KU, VMAX3 Hypermax, VMAX3 Timefinder Suite, VMAX3 Dare, VMAX3 Advance Suite, VMAX3 Total Prod Pak, VMAX3 Unisphere Symmetrix VMAX Series: 10K, 20K, 40K VMAX3 Series: VMAX 100KU, VMAX 200KU Symmetrix (inc. SMS, Crosstor, SW/HW maintenance, DMX, Cables)
XtremIO	<ul style="list-style-type: none"> XtremIO X2 	<ul style="list-style-type: none"> XtremIO X1 		

STORAGE + Midrange

Additional exclusions may apply

		Eligible	Not Eligible	
PRODUCT	CURRENT GENERATION	2 ND GENERATION		3 RD GENERATION
PowerVault	<ul style="list-style-type: none"> PowerVault ME Series: ME4012, ME4024, ME4084 			
Unity	<ul style="list-style-type: none"> UnityXT 380, 480, 680, 880 UnityXT AFA 380F, 480F, 680F, 880F 	<ul style="list-style-type: none"> UnityVSA Unity AFA Series: 300F, 350F, 400F, 450F, 500F, 550F, 650F Unity Series: 300, 400, 500, 600 		
SC Series (Compellent)	<ul style="list-style-type: none"> SC Series: 300, 320, 360, 400, 420, 460, 3000, 3020, 5020, 7020, 9000 SC Series AFA: 420F, 5020F, 7020F 	<ul style="list-style-type: none"> SC Series: 100, 120, 180, 200, 220, 280, 2000, 2020, 2080, 8000, 4020, & FS8600 		

Product exclusions for Incentives include but are not limited to Clariion, EqualLogic, PowerVault MD, PowerVault NX, PowerVault TL, PowerVault Tape and Unified

STORAGE + Unstructured

Additional exclusions may apply

	Eligible	Not Eligible	
PRODUCT	CURRENT GENERATION	2 ND GENERATION	3 RD GENERATION
Elastic Cloud Storage	<ul style="list-style-type: none"> ECS EX 300, 500, 3000 ECS G6 	<ul style="list-style-type: none"> ECS G5 	
Isilon	<ul style="list-style-type: none"> Isilon All-Flash Series: F800, F810 Isilon H Series: H400, H500, H600, H5600 Isilon A Series: A200, A2000 IsilonSD Edge Isilon Celestica Ethernet switch Isilon Gen 6 Software: Bundle, IB Switch, OneFS, SmartDedupe, SmartConnect, SmartLock, SmartPools, SmartQuotas, SnapshotIQ, SyncIQ Isilon Gen 6 X: Rack 	<ul style="list-style-type: none"> Isilon X Series: X210, X410 Isilon A100 Series Isilon S 210 Series Isilon NL 400 Series Isilon HD400 Series Isilon SBB Isilon Gen 5 Software: Bundle, SmartDedupe, SmartConnect, SmartLock, SmartPools, SmartQuotas, SnapshotIQ,, SyncIQ, Vcenter, 	<ul style="list-style-type: none"> Isilon IQ Accelerator Isilon NL 400 Series Isilon S 200 Series Isilon X Series: X200, X400 Isilon SMS

Product exclusions for Incentives include but are not limited to Atmos, Centera, DCA, DSSD, Network Monitoring Suite, Neutrino, VxFlex OS

STORAGE + Other Storage

Additional exclusions may apply

		Eligible	Not Eligible	
PRODUCT	CURRENT GENERATION	2 ND GENERATION		3 RD GENERATION
PowerPath	<ul style="list-style-type: none"> PowerPath Intelligent Multipathing Software PowerPath/VE Intelligent Multipathing Software 			
Virtustream	<ul style="list-style-type: none"> Virtustream Enterprise Cloud 			

- Virtustream is eligible only for base rebates and is excluded from MDF, Tech Refresh, Competitive Swap and NBI incentive eligibility.
- Virtustream Enterprise Cloud paid on billings (quarterly in arrears) and are only paid to partners authorized to sell Virtustream Enterprise Cloud
- Product exclusions for Incentives include but are not limited to Analytics 3rd Pty, Brokerage, Cloudlink, Common Family, Connectrix, EMC Select, Stg Resource Mgmt, Storage SW, Storage Virtualization, Utility MS, VIPR Controller

STORAGE + Data Protection

Additional exclusions may apply

	Eligible	Not Eligible	
PRODUCT	CURRENT GENERATION	2 ND GENERATION	3 RD GENERATION
Data Domain	<ul style="list-style-type: none"> • DD Virtual Edition • DD Entry: 3300 • DD Mid: 6300, 6900, 9400 • DD High: 9900 • DD Other (inc. Hydr-part, OS, SW & HW, Shelves, Spares, v2/3/4) 	<ul style="list-style-type: none"> • DD Entry: 2200, 2500 • DD Mid: 6800 • DD High: 9300, 9500, 9800, MEG 	<ul style="list-style-type: none"> • DD Mid: 4200, 4500 • DD High: 7200 • DDMC • DP Other: SW & HW
Data Protection Suite	<ul style="list-style-type: none"> • DPS (inc. DPS for Commercial, DPS for VMW, Appdirect, Backup, SMS) 		
Integrated Data Protection Appliance (IDPA)	<ul style="list-style-type: none"> • IDPA 4400 (DP 4400), 5800, 8300, 8800 (inc. SW & HW, Shelves) 	<ul style="list-style-type: none"> • IDPA 5300 	
PowerProtect (inc. Appliance + Software)	<ul style="list-style-type: none"> • PowerProtect • PowerProtect X • PowerProtect DD 		
RecoverPoint	<ul style="list-style-type: none"> • RecoverPoint (inc. RecoverPoint for VMW, Vplex, SMS) 	<ul style="list-style-type: none"> • RecoverPoint for VMAX 10K, 20, (inc. Unity, Symmetrix, VMAX) 	

Product exclusions for Incentives include but are not limited to Avamar, Cloud Native DP, Data Protection Advisor, DLM/EDL, NetWorker, ProtectPoint, Sourceone.

STORAGE + CI & HCI

Additional exclusions may apply

————— Eligible ————— Not Eligible —————

PRODUCT	CURRENT GENERATION	2 ND GENERATION		3 RD GENERATION	
PowerOne	<ul style="list-style-type: none"> PowerOne 				
VxBlock	<ul style="list-style-type: none"> VxBlock 1000 				
VxRail	<ul style="list-style-type: none"> VxRail vSphere VxRail E, G, P, S & V Series 	<ul style="list-style-type: none"> VxRail SDDC 		<ul style="list-style-type: none"> VxRail VSPEX 	
VxRack	<ul style="list-style-type: none"> VXFlex Appliance VxRackFlex VxRack Azure Stack VxFlex Integrated Rack 	<ul style="list-style-type: none"> VxRack SDDC 			

- VxBlock and VxFlex Integrated Rack follows the respective product eligibility and categorizations as defined by Dell EMC. VMware and Cisco are not eligible for Storage+ incentives. Rebates are paid on bookings at the end of the quarter and are only eligible to partners authorized to resell VxBlock and VxFlex Integrated Rack
- VxBlock and VxRack are not eligible for NBI
- Product exclusions for Incentives include but are not limited to XC Series

STORAGE + Global Exclusion List

Additional exclusions may apply

PRODUCT	PRODUCT
3rd Party	Purchases of third (3rd) party and refurbished products are not eligible
Generational	Product eligibility are for current generation products only and exclude all prior generational products
Revenue Types	Excludes product types associated with SAAS, IAAS and subscriptions.
Services	Excludes all attached or non-attached Services including but are not limited to prepaid maintenance, renewals, customer service software and hardware.
Transformational License Agreement (TLA or ELA)	The value of the ELA/TLA rebate will be based on the Dell EMC product it is sold with for Rebates and is excluded for MDF. T-Credits are excluded from all rebates
VMware	Non-Tied VMware offerings reflected as standalone VMware SKUs and are not eligible for Storage+ rebates

Only products and/or categories of products found on the Eligible Products List that Partner is authorized to resell shall be eligible for the incentives. Dell Technologies may modify the Eligible Products List or any program or incentives program at any time and in its sole discretion and Dell Technologies reserves the right to exclude certain products from any program or incentive program at any time in its sole discretion.

When is revenue recognized for rebate?

Revenue Timing	Products
Invoiced	<ul style="list-style-type: none">All products placed through Dell tools including Solutions Configurator (OSC)
Booking	<ul style="list-style-type: none">All products placed through MyQuotes toolsLegacy VCE products VxBlock and VxFlex Integrated

- When a Solution Provider's purchases from distribution are recognized for incentive, calculations will be based on the distributor's point-of-sale (POS) reported to Dell Technologies.
- Virtustream Enterprise Cloud paid on billings (quarterly in arrears) and are only paid to partners authorized to sell Virtustream Enterprise Cloud