



WAF Rebate Program

Sell more of F5's WAF and get rewarded!

Sell any standalone, add-on ASM or WAF SKU (including Silverline) above \$10K list price, and F5 will pay the partner a rebate. To qualify, the opportunity must be a partner-initiated opportunity (PIO) and must meet the minimum list price target.

REBATE OPPORTUNITIES

F5 List Price	Payout
\$10,000-\$50,000	\$1,000 USD
\$50,000-\$100,000	\$2,500 USD
\$100,000 +	\$4,500 USD

Take out Imperva as a competitor in any of these WAF deals and earn 2x the rebate, up to \$20K per opportunity!

Sell an ASM Upgrade to Advanced WAF SKU over \$10K list price and receive an additional \$1000 per SKU sold!

PROGRAM DETAILS

- All partner-initiated opportunities must be created and closed between October 1, 2017 and September 30, 2018.
- All qualified partner-initiated opportunities that include a qualifying WAF SKU above \$10K will be eligible for a rebate.
- Maximum payout per opportunity is \$20K USD.
- List price is defined as the SKU price on F5's price list.
- All qualifying deals that include an F5 approved WAF SKU must be closed and booked at 100% in F5 systems on or before September 30, 2018.
- Rebates will be paid after the end of every quarter for deals that closed in the previous quarter.
- This rebate is stackable with other current F5 partner rebates and incentives. Please check Partner Central for additional rebate information.

To learn more about F5's WAF offerings, please go to [F5 Partner Central](#).

I don't have access to F5's price list.

How do I know if my deal qualifies?

Contact your Distributor or your F5 Partner Account Manager to confirm if your deal qualifies for the rebate.

How do I claim my rebate?

An F5 representative will notify you on next steps for payment processing if your deal qualifies.

How do I notify F5 that Imperva is the competitor displaced to receive my 2x rebate?

Your F5 Account Manager will note on the F5 opportunity that Imperva is the competitor displaced. You will also need to fill out the Competitor Trade-In Registration Form to verify the displacement for each eligible opportunity.

How do I know which ASM Upgrade to Advanced WAF SKUs qualify for the additional \$1000 payout?

The following SKUs apply to the additional \$1000 kicker:	F5-ADDBIGASMAWFI4XXX	F5-ADDBIGASMAWFI5XXX	F5-ADDBIGASMAWFI7XXX
	F5-ADDBIGASMAWFI10XXX	F5-ADDBIGASMAWFI11XXX	F5-ADDBIGASMAWFI15XXX

WAF Rebate Program – Terms and conditions

By participating in the WAF Rebate Program, you hereby agree to abide by these terms and conditions. Terms and conditions are subject to change or can be modified by F5 Networks, Inc. and may be canceled by F5 at any time. F5 reserves the right to verify and/or exclude any qualified rebates at any time.

F5 reserves the right to end this rebate 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.

Beginning January 1, 2018, all partners must have an executed [partner agreement](#) on file with F5 to be eligible for the rebate. The rebate is limited to certain countries in the Americas, EMEA and APCJ regions.

The rebate will apply to all WAF partner-initiated opportunities that are created and closed between October 1, 2017 and **September 30, 2018**. The qualifying partner-initiated opportunities must be closed and booked 100% in F5 systems on or before **September 30, 2018** to be eligible for the associated rebates. Partners will have 90 days from the date the opportunity is booked to provide all necessary paperwork and claim their rebate. Rebates will not be granted after this timeframe. It is the partner's responsibility to seek confirmation by F5 that they have qualified for the rebate. F5 reserves the right to audit transactions to make sure Imperva is the competitor displaced.

All payments must go through the respective partner company. Payment will be made to the partner company in USD and after the required tax forms and supplier forms are submitted to F5.

EMEA Partners

All Payments must go through the respective partner company. Once the claim has been approved, the partner has 30 days to submit an invoice for the approved rebate amount. The partner company will need to raise an invoice for F5 Networks Limited for the amount of the Rebate value approved. This ensures the Rebate payment to be received by the partner is processed correctly through the EU VAT system.

APCJ Partners

All Payments must go through the respective partner company. Once the claim has been approved, the partner has 30 days to submit an invoice for the approved rebate amount. The partner company will need to raise an invoice for F5 Networks Singapore Pte Ltd for the amount of the Rebate value approved. This ensures the Rebate payment to be received by the partner is processed correctly through the GST system.

US, Canada, and LATAM Partners

All payments must go through the respective partner company. Once the claim has been approved, the partner has 30 days to submit the required tax forms to F5. The partner company will be responsible for all tax implications, commission/ comp compliance and rules of distribution, and F5 will have no responsibility for payment to the individual sales representative.

Partners can opt out of the program at any time. Additional rules and terms and conditions may apply, please go to F5 Partner Central for more details.

Once Payment is initiated, Partners will have until the end of the following quarter to claim their rebate. It is the Partner's responsibility to see confirmation by F5 that they have qualified for the rebate.

To learn more about F5's WAF offerings, please go to [F5 Partner Central](#).

