

#### Eligible products by Line of Business:

#### Client Solutions Group (CSG) SnS – Stock & Sell Only

Lines of Business	Products in the Line of Business	Eligible for First Purchase Bonus	Counts Towards CSG Threshold
Laptops, desktops and workstations	Vostro	Y	Y
	OptiPlex		Y
	Latitude		Y
	Precision Workstations		Y
	XPS (META / CEE only)		Y
Displays	All Monitors	N	N
Client Peripherals	Client Peripherals	N	N
Docking Stations	Docking Stations	N	N
Services	ProSupport	N	N

#### Infrastructure Solutions Group (ISG) SnS – Stock & Sell Only. Storage is B2B – Back to Back

Lines of Business	Products in the Line of Business	Eligible for First Purchase Bonus	Counts Towards ISG Threshold
Server + SnS - Stock & Sell Only	PowerEdge Servers	Y	Y
	Microsoft ROK	N	N
	NPOS	N	N
	Networking	N	N
	APOS	N	N
Storage+ B2B - Back to Back Smart Selection	Storage Smart Selection Offers	Y	N

# RISE

Boost - Advanced - Elite

## Rewards Overview

Earn up to an additional 1.5x rewards with RISE Accelerators, depending on your RISE Group.  
RISE rewards are earned on eligible products in the below product groups:

Client Solutions Group (CSG) SnS – Stock & Sell Only	Series	\$ Rewards per Box	Threshold 1 25 Units 1.15x Accelerator Available for: <b>Boost Advanced Elite</b>	Threshold 2 75 Units 1.3x Accelerator Available for: <b>Advanced Elite</b>	Threshold 3 250 Units 1.5x Accelerator Available for: <b>Elite</b>
Latitude	All	\$15.00	\$17.25	\$19.50	\$22.50
OptiPlex	All	\$5.00	\$5.75	\$6.50	\$7.50
Vostro	All	\$3.00	\$3.45	\$3.90	\$4.50
Precision	All	\$20.00	\$23.00	\$26.00	\$30.00
XPS (META / CEE)*	All	\$20.00	\$23.00	\$26.00	\$30.00
Docks	All	\$4.00	\$4.60	\$5.20	\$6.00
Displays	[Series E, SE]	\$2.00	\$2.30	\$2.60	\$3.00
Displays	[Series U, P, UP, C, G, S, AW]	\$5.00	\$5.75	\$6.50	\$7.50
Other Client Peripherals (per bundle)	Bundle of 5**	\$3.00	\$3.45	\$3.90	\$4.50
ProSupport	All	\$5.00	\$5.75	\$6.50	\$7.50

\*META: United Arab Emirates, Turkey, Nigeria, Saudi Arabia, South Africa, Kuwait, Qatar, Oman, Bahrain, Egypt, Iraq, Morocco, Jordan, Lebanon, Yemen, Algeria, Angola, Botswana, Ethiopia, Libya, Cte D'Ivoire, Ghana, Tajikistan, Benin, Burkina Faso, Cameroon, Cape Verde, Central African Republic, Democratic Republic of Congo, French Polynesia, Kenya, Mauritius, Mozambique, Namibia, Rwanda, Senegal, Tanzania, Uganda, Tunisia, Zambia, Zimbabwe, Republic of the Congo, Djibouti, Equatorial Guinea, Gabon, Gambia, Guinea, Lesotho, Malawi, Mali, Mauritania, Niger, Seychelles, Sierra Leone, Swaziland, Togo, Comoros, Liberia, Burundi, Chad, Eritrea, Madagascar, Reunion, Guinea-Bissau, Somalia, Mayotte, Sao Tome and Principe, French Southern Territories, South Sudan, French Guiana, Martinique, Guadeloupe, New Caledonia CEE: Poland, Israel, Czech Republic, Greece, Romania, Ukraine, Albania, Armenia, Azerbaijan, Bosnia and Herzegovina, Bulgaria, Croatia, Cyprus, Estonia, Kazakhstan, Kyrgyzstan, Slovakia, Kosovo, Hungary, Georgia, Latvia, Lithuania, Macedonia, Malta, Moldova, Montenegro, Serbia, Slovenia, Turkmenistan, Uzbekistan

\*\*A bundle is any combination of 5 Dell Branded Client Peripheral products (excluding docking).

Examples:

2 x keyboards & mouse and 3 x carry cases

5 x adaptors

1 x adaptor, 1 x carry case, 1 x keyboard & mouse, 2 x webcam

# RISE

Boost - Advanced - Elite

Infrastructure Solutions Group (ISG) SnS – Stock & Sell Only	Product Detail	\$ Rewards per Box	Threshold 1 5 Units 1.15x Accelerator Available for: <b>Boost Advanced Elite</b>	Threshold 2 15 Units 1.3x Accelerator Available for: <b>Advanced Elite</b>	Threshold 3 30 Units 1.5x Accelerator Available for: <b>Elite</b>
PowerEdge Server	1 Socket exc T30 / T40	\$20	\$23	\$2.60	\$3
PowerEdge Server	2 Socket	\$40	\$46	\$19.50	\$22.50
Networking	All	\$5	\$5.75	\$6.50	\$7.50
NPOS	HDD / RAM / SSD	\$7 to \$30	\$8.05 to \$34.50	\$9.10 to \$39	\$10.50 to \$45
APOS		\$5 to \$30	\$5.75 to \$34.50	\$6.50 to \$39	\$7.50 to \$45
Microsoft Windows Server ROK		\$15 to \$125	\$17.25 to \$143.75	\$19.50 to \$162.50	\$22.50 to \$187.50

## Rewards Overview

Continued

Infrastructure Solutions Group (ISG) B2B – Back to Back	Product Detail	\$ Rewards per Box	Further Information
Storage Smart Selection Offers	DD 3300	\$250	<a href="#">Click here</a> for details
	DP 4400	\$250	
	PowerVault ME5	\$250	
	PowerVault ME412	\$250	
	PowerStore 500T	\$500	
	PowerStore 1000 T/X	\$1000	
	PowerStore 1200 (from Feb8th)	\$1000	
	Unity 380	\$500	
	Unity 480	\$500	
	Unity 380F	\$500	
	Unity 480F	\$1000	

# RISE

Boost - Advanced - Elite

## Extra Bonuses

There are extra opportunities to increase your RISE rewards over the incentive period. Make sure you also take advantage of bonuses! Terms and conditions apply.

### First Purchase Bonus

Receive the below rewards if you meet the following criteria:

- You purchase an eligible product from one of the product lines below
- You have made no previous purchases of below product lines in the last 4 quarters, between 29th January 2022 and 3rd February 2023

Line of Business	\$ Bonus	Minimum Purchase
Client Systems*	\$500	5 Units
PowerEdge Servers	\$250	1 Unit
Storage Smart Selection Offers**	\$1,000	\$10,000

\*Only Boost partners are eligible. Only the first 500 partners meeting the criteria will receive this bonus

\*\* Only the first 100 partners meeting the criteria will receive this bonus

### Client System Bonus

#### BOOST

As a Boost Partner you are eligible for a 1.30x reward accelerator on your eligible client system purchases if you meet the following criteria:

- You purchase minimum double the amount of client system units you purchased in Q4 FY23, between 29th October 2022 and 3rd February 2023 and
- You purchase minimum 10 client system units in Q1 FY24, between 4th February 2023 and 5th May 2023

#### ADVANCED

As an Advanced Partner you are eligible for a \$200 bonus on your client system purchases if you meet the following criteria:

- You purchase a minimum of 75 eligible client system units between 4th February 2023 and 5th May 2023
- You purchase a minimum of 30 eligible Vostro units, 20 Latitude units and 10 Precision units. Once these thresholds are met, you can purchase any other eligible client system units to reach the minimum of 75 units

Limited to the first 100 Advanced partners, based on order date.

# RISE

Boost - Advanced - Elite

## Extra Bonuses

Continued

There are extra opportunities to increase your RISE rewards over the incentive period. Make sure you also take advantage of bonuses! Terms and conditions apply.

### Client System Bonus

#### ELITE

As an Elite Partner you are eligible for a \$400 bonus on your client system purchases if you meet the following criteria:

- You purchase a minimum of 250 eligible client system units between 4th February 2023 and 5th May 2023
- You purchase a minimum of 70 Latitude units and 35 Precision units. Once these are met, you can purchase any other eligible client system units to reach the minimum of 250 units

Limited to the first 50 Elite/Elite META partners, based on order date.

#### ELITE META

As an Elite Partner you are eligible for a \$400 bonus on your client system purchases if you meet the following criteria:

- You purchase a minimum of 400 eligible client system units between 4th February 2023 and 5th May 2023
- You purchase a minimum of 120 Latitude units and 60 Precision units. Once these thresholds are met, you can purchase any other eligible client system units to reach the minimum of 400 units

Limited to the first 50 Elite/Elite META partners, based on order date.