

Rebate Transition Plan

- General rebate will be retired 31 December 2017
- 4% Commercial rebate will be retained for 2018
- Rebates based on specialization will be introduced from 1 January 2018
 - Security Rebate - 6% Elite, 3% Select paid on SRX & all security products
 - Data Center Rebate - 6% Elite, 3% Select paid on QFX & DC software
 - Cloud Integrator Rebate - 18% Elite, 9% Select paid on vSRX, vMX Contrail & AppFormix
 - Cloud First Select Rebate - 9% paid on vSRX, vMX Contrail & AppFormix
- To support Elite & Select partner transition from the general rebate to the specialization rebates all regular Elite and Select partners in good standing will be enrolled in Security, DC and Cloud Rebates for Q1 2018 only.
- Partners should be encouraged to attain their specialization criteria through Q4 2017 and Q1 2018 to maintain their specialization rebates beyond Q1 2018