

FY12 OIP EMEAR Rules Overview

At-A-Glance

Market Segments

Enterprise, Commercial, Service Provider,
Public Sector (Emerging only)

Program Objective

Provide Economic incentives for Partners that actively identify, develop and close new business

Program Period

From November, 2011 to July 31st, 2012

Program Details

- Extra 8% off List Price (Russia 6%) *
- Extra 4% (FT, UCS, CIUS, VCX, ASPVP), no FT combination in Russia
- Extra 8% for SBTG (excluding Russia)
- Min Deal size \$10k

Program Requirements

Select and above
MSCP
ATP TP Video
UCT (EU only)

Add'l Requirements

- Partner driven, incremental opportunities
- Registration valid for 6 month

* Programs applicable for "all hardware and software parts" may not include certain restricted products. Such restricted products are ineligible for program discount unless they are specially defined in the program.