

ANZ Deal Registration Policy

Definitions

In this agreement:

Date of Approval means date of the approval confirmation email.

Deal Registration Policy means the terms and conditions of Vertiv's deal registration scheme.

Distributor means any person or entity, excluding manufacturers and retailers, to whom a consumer product is provided or sold for the purpose of further distribution, including but not limited to resale, supply to intermediaries, or sale to final consumers in the marketplace.

Reseller means Vertiv's authorized resellers enrolled in Vertiv's Partner Program.

Vertiv means Vertiv (Australia) Pty Ltd.

Vertiv Partner Portal means the portal for registration.

Recitals

This document contains Deal Registration Policy that governs the provision of product price discounts by Vertiv for the benefit of the Reseller and ultimately for the benefit of Vertiv product end users.

Operative part

- 1) By Completing a deal registration in the Vertiv Partner Portal you are agreeing to of this Deal Registration Policy
- 2) A Reseller or Distributor may submit a deal registration for the purpose of applying for a discount from Vertiv for a specific deal.
- 3) Public domain tenders are excluded from this Deal Registration Policy.
- 4) A Reseller must nominate a Distributor when submitting a deal registration.
- 5) Vertiv may at its sole discretion Approve a deal registration.
- 6) Approval of a deal registration does not grant any express or implied exclusivity on a deal the subject of a deal registration.
- 7) Nothing in this Deal Registration Policy prevents Vertiv from approving any other deal registration (including any deal registration by any other Reseller pursuing any other opportunity).
- 8) Upon Vertiv's approval of a deal registration Vertiv will provide the Reseller or Distributor with an approval confirmation email.
- 9) A deal registration is valid for 6 months from the Date of Approval.
- 10) Vertiv may at its sole discretion extend a deal registration.
- 11) At the expiry of 6 months from the Date of Approval and such other time as extending the deal registration, the deal registration is no longer valid and cannot be relied on to request a product price discount.
- 12) Vertiv may in its sole discretion provide a price discount in response to an approved deal registration.
- 13) The sale price will be solely determined by the Distributor Supplying the product to the Reseller.
- 14) Reseller must contact its Distributor with the DR number obtained from the Vertiv Partner Portal to negotiate the purchase/sale price with the Distributor.
- 15) Vertiv reserves the right to amend or cancel this policy at any time. An amended version of this policy shall be effective immediately upon being published on Vertiv Partner Portal.
- 16) The Reseller and/or Distributor must consistently stay informed of any modifications to this Deal Registration Policy.