

1. GENERAL

The Mix & Match Promotion (hereinafter: Promotion) is a promotion recommended for participating Vertiv Authorised Distribution partners to be offered exclusively to resellers in EMEA North: UK and Ireland, Nordics, Benelux (hereinafter: Reseller).

2. DISTRIBUTORS

This Promotion is applicable only to Resellers when buying Vertiv products specified herein through a participating Vertiv Authorised Distribution partner (hereinafter: Distributor). Participating Distributors in this Promotion are as follows: UK & Ireland ([Exertis](#), [Ingram Micro](#), [MB Technology](#), [Memory Bank](#) and [NBM Technology](#)), Nordics (EET and [Ingram Micro](#)) and Benelux ([Ingram Micro](#)).

3. PRODUCTS

The Promotion is applicable only to the following product families within Vertiv's defined product categories:

i. Category Racks:

Product Family: Vertiv™ VR Rack Series

ii. Category rPDUs – Rack Power Distribution Unit:

Product Family: Vertiv™ Geist rPDU Series (Basic, Managed, Switched and UPDU)

iii. Category UPS – Uninterruptible Power Supply:

Product Families:

1. Vertiv™ Liebert® GXT4 & GXT5 Online UPS Series
2. Vertiv™ Liebert® PSA & PSI offline and line-interactive
3. Vertiv™ Liebert® EXS Series
4. Vertiv™ Liebert® ITA2 Series
5. Vertiv™ Edge Series (launching soon)
6. Vertiv™ Liebert® GXT RT+ (launching soon)

iv. Category Thermal Management:

Product Families:

1. Vertiv™ SwitchAir Series
2. Vertiv™ Liebert® CRV Series
3. Vertiv™ Liebert® VRC Series (launching soon)

v. Category Avocent Remote Monitoring:

Product Families:

1. Vertiv™ Avocent MergePoint Unity KVM Series
2. Vertiv™ Avocent ACS Serial Console Server Series
3. Vertiv™ Avocent AutoView KVM Series
4. Vertiv™ Avocent LRA LCD Trays

vi. **Category Services:**

Product Families:

1. Vertiv™ Warranty Services
2. Vertiv™ Maintenance Services
3. Vertiv™ Power Emergency Services
4. Vertiv™ Power Assurance Services
5. Vertiv™ Startup Services

This Promotion is applicable only to the product families/categories as detailed above (Products). Other product families and categories are not eligible for the promotion discount recommended in this Promotion.

This Promotion is subject to Distributor's product availability and only available while product stocks last.

4. DISCOUNT and PRICE

The promotional discount listed in the promotional communication is Vertiv's recommended reseller discount (hereinafter: Discount), therefore Vertiv and the Distributor shall not be considered bound by it. The final price offered to a Reseller shall be subject to the Distributor's quote.

The Discount is intended to be provided via personal quote and not in the Distributor's online shop. To request a personal quote based on this Promotion contact your preferred participating Distributor directly.

The Discount is subject to the number of product categories bought in one order. The basic Discount for one Vertiv product category purchased is 25%. For each additional product category purchased the discount increases by 5%.

Product categories are as defined in point 3 of these terms and conditions and the order must be placed within one consolidated Purchase Order to your preferred participating Distributor to be applicable to the Discount.

There is a maximum Discount of 45% available for purchasing 5 product categories in one order. The combination of product categories is flexible and can be selected as per the customers' requirements.

Recommended Reseller Discount Levels Structure:

- 1 Product Category purchased = 25% (Basic Promotion Discount)
- 2 Product Categories purchased = 30%
- 3 Product Categories purchased = 35%
- 4 Product Categories purchased = 40%
- 5 Product Categories purchased = 45%

Minimum Order value per additional product category:

Each additional discount level is subject to the addition of a £/€500 minimum list price value per extra category added to the order.

Terms and Conditions for the Mix & Match Promotion – RESELLER



The Discount is based on the official Vertiv Standard Channel Price List per region and cannot be used in conjunction with any other promotion, Vertiv offer or price support (including Deal reg) and is subject to Distribution Account Manager's approval. Prices are subject to local regulations, therefore additional fees are possible. Contact your preferred Distributor to receive the final price offer.

This promotion is eligible to be counted to receive bonus points within the Vertiv Incentive Program (VIP), for Silver, Gold & Platinum Partners. More information on the VIP program please visit www.Vertiv-VIP.com.

Freight terms are not subject to this Promotion. Contact your preferred Distributor to receive information regarding applicable freight terms and quote.

5. FINAL PROVISIONS

The Promotion is valid from **1st July 2020** until **31st December 2020**.

The promotional communication forms part of the T&Cs. In case of discrepancies between these T&Cs and the promotional communication, these T&Cs shall be applied.

Vertiv reserves the right to amend and cancel this Promotion at any time. A notification about it will be sent by email to the Distributor and the respective amendment and cancellation shall be considered final and binding from the day the notification was sent.

Contact your preferred Distributor to receive the latest information regarding this Promotion.