

**AGREEMENT (“Agreement”) FOR SURFACE+ OFFER FOR MICROSOFT CUSTOMERS –
WORLDWIDE (EXCLUDING AU, CA, UK, AND US) (“Program”)**

OFFERED BY MICROSOFT CORPORATION (“Microsoft”)

UPDATE: Effective as of March 1, 2020 the Offer is updated as follows:

- A Qualifying Device Purchase for purposes of this Offer now also includes a minimum purchase of five (5) or more of the eligible Surface Hub 2S SKUs described in the table below (the “Eligible Surface Hub SKUs”) between March 1, 2020 and June 30, 2020, subject to device and market availability. Purchases of Eligible Surface Hub SKUS may be aggregated over a thirty (30) day period to meet the minimum order quantity of five (5) units. After the initial minimum order quantity of five (5) units is met, no minimum order quantity will apply on future qualifying Eligible Surface Hub SKU purchases made between March 1, 2020, and June 30, 2020. Not applicable on Surface Hub purchases prior to March 1, 2020, and rebate claim process and deadline remains the same as for other Eligible Surface Products.
- A Qualifying Service Purchase for purposes of the Offer now also includes a minimum purchase of at least one hundred (100) seats of M365 Info Protection & Compliance (M365 IPC) and M365 Identity & Threat Protection (M365 ITP) made between March 1, 2020 and June 30, 2020.
- Effective for new Qualifying Device Purchases made between March 1, 2020 and June 30, 2020, the Initial minimum order quantity is now reduced to fifty (50) units (made within a single thirty (30)-day period) for Eligible Surface Laptop and Eligible Surface Go Product SKUs. After the initial minimum order of fifty (50) units is met, no minimum order quantity will apply on future qualifying Eligible Surface Laptop or Eligible Surface Go Product purchases made between March 1, 2020 and June 30, 2020.

UPDATE: Effective as of November 8, 2019 the Offer is updated as follows:

- The Eligible Surface Laptop Products for purposes of this Program also include the following additional products, subject to local device availability:

Eligible Surface Product Family	Eligible Surface Product Device Configuration
Surface Pro 7 for Business*	All configurations, except i3/128 and i5/128
Surface Laptop 3 for Business**	All Intel processor configurations, except from i5/128
Surface Pro X for Business***	All SKUs apart from Surface Pro X 8/128 COMM

*Surface Pro 7 for Business expected to be available in Thailand, Malaysia, and Singapore on December 9, 2019; and Korea on December 18, 2019. Product and features subject to regulatory certification/approval. Actual sale and delivery are contingent on compliance with applicable regulatory requirements.

**Surface Laptop 3 for Business expected to be available in Hong Kong and Taiwan on December 3, 2019; Thailand, Malaysia, and Singapore on December 9, 2019; and Korea on December 18, 2019. Product and features subject to regulatory certification/approval. Actual sale and delivery are contingent on compliance with applicable regulatory requirements.

****Surface Pro X for Business expected to be available in Hong Kong and Taiwan on December 3, 2019; Thailand, Malaysia, and Singapore on December 9, 2019; and Korea on December 18, 2019. Product and features subject to regulatory certification/approval. Actual sale and delivery are contingent on compliance with applicable regulatory requirements.*

- *A Qualifying Service Purchase for purposes of this Program means any M365, Azure Monetary Commitment, Azure Consumed Revenue, or Dynamics 365 purchases made between July 1, 2018 and June 30, 2020. In addition, a Qualifying Service Purchase now includes customers with a minimum Azure Consumed Revenue of \$50,000 USD with Microsoft between July 1, 2018 and June 30, 2020.*
- *All remaining unused or partially used promotional claims for the FY20 Surface+ Offer that have already been issued by Microsoft for qualifying M365, Azure Monetary Commitment, Azure Consumed Revenue, or Dynamics purchases made on or after July 1, 2018 will remain valid on new qualifying Surface purchases made between November 8, 2019 and June 30, 2020, regardless of the expiration date printed on the claim code. Simply complete a new qualifying Surface purchase between October 15, 2019 and June 30, 2020 and submit a qualifying claim with your unused or partially used FY20 promotional claim code.*
- *All claims must be submitted by August 30, 2020 **and in no event later than sixty (60) days of the qualifying sale of the Qualifying Surface Device Purchase.***

1. PROGRAM OVERVIEW

Microsoft extends to qualified business partners the opportunity to participate in the Program referenced above subject to these Program Terms & Conditions (“**Program Terms**”). Each entity participating in the Program is hereinafter referred to as a “**Participant**.” Participation in the Program is voluntary, and Participant retains sole discretion to set prices for Products.

The Program is governed by the Program Terms, which incorporate by reference the Microsoft Partner Network Agreement, including the Microsoft Channel Incentive Agreement incorporated therein (as in effect between Microsoft and Participant, the “MPN Agreement”). Capitalized terms used but not defined in these Program Terms have the meanings assigned to them in the MPN Agreement. These Program Terms are subject to local requirements and may vary by jurisdiction.

Participant agrees to be bound by and will comply with these Program Terms if it accepts rebate payments or otherwise participates in this Program.

BY PARTICIPATING IN THE PROGRAM, SUBMITTING INFORMATION TO MICROSOFT IN CONNECTION WITH THE PROGRAM, OR ACCEPTING ANY REBATE PAYMENTS FROM MICROSOFT AS A RESULT OF THIS PROGRAM, PARTICIPANT AGREES TO AND ACCEPTS THESE PROGRAM TERMS INCLUDING THE MPN AGREEMENT INCORPORATED BY REFERENCE HEREIN.

Participation in this Program does not grant membership in the Microsoft Partner Network, and as such, Participant is not entitled to any benefits available under the MPN program merely as a result of participation in this Program and/or acceptance of these Program Terms.

2. TERM

The Program term begins on **July 1, 2019** and ends on **December 31, 2019** (“Term”). Microsoft may update, change, cancel or terminate the Program or the Term or any portion of these Program Terms by posting an update on the Incentive portal or otherwise communicating the change to Participants.

3. PARTICIPANT ELIGIBILITY

To be eligible for a Program and the associated incentives, Participant must:

- Remain in compliance with the Program Terms;
- Provide any required banking information, including account number(s), to Microsoft (or the third-party payment vendor authorized and designated by Microsoft) for the purpose of receiving rebate payments under this Program;
- Provide any required reporting set forth below directly to Microsoft (or its designated third party) by the stated deadline;
- Provide acceptable proof of performance to Microsoft (or its designated third-party) by the stated deadline; and
- Be eligible from the start date of this Program in order to participate.

4. PAYMENTS

Rebate payments will be made to Participant by Microsoft as described in the MPN Agreement. Unless otherwise stated, any rebate payment to Participant under this Program is independent of any other Microsoft Incentive program.

All claims, including all required reporting and proof of performance, must be received by Microsoft within sixty (60) days after the qualifying sale of the Eligible Surface Products. Once all required reporting and proof of performance is received by Microsoft, Microsoft will send the rebate claims for payment. Please allow 60-90 days for receipt of rebate payments once sent for payment.

Participants must report any errors, issues or disputes regarding the calculation and payment of rebate payments under this Program to Microsoft in writing within thirty (30) days of receipt of the applicable rebate payment or report from Microsoft. If Microsoft has not received written notice from Participant within this thirty (30)-day period, Participant will be deemed to have accepted the calculation or rebate payment. Microsoft reserves the right at any time to adjust the payment to a Participant, if Microsoft identifies any discrepancy, error or omission.

All payments to Participant under this Program are paid net of any returns. Any payments accumulated or paid on units of Eligible Surface Products that are subsequently returned will be deducted in the pay period in which the returned units received by Microsoft. Unclaimed payments that are outstanding for more than ninety (90) days will be forfeited.

All conversion rates will be based on the table below in table #5, “Currency Exchange Rates”.

Participant may be invited by Microsoft to a secure site for submitting banking details. Valid banking details are required for Microsoft to pay Participant rebate payments under this Program. Failure to submit or correct banking details after the third notification will result in claim being cancelled and rebate payment being forfeited. The recipient nominated in the banking details must be a company. The company name must be the same as the name of the Participant making a claim under this Program. Registration with personal banking details instead of a company banking details will result in claims being rejected.

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5. PRIVACY

The information submitted by Participant when participating in the Program may include phone numbers, email address, ID number and other personal information of Participant's employee(s) or Customer ("Personal Information"). Microsoft will only use Personal Information in accordance with applicable data protection laws and regulations and Microsoft's privacy policy referred to below, for the purposes of administering Participant participation in the Program. For more details on Microsoft's privacy policy, please see:

<http://www.microsoft.com/privacystatement/en-us/core/default.aspx?componentid=pspCommunicationModule&View=description>.

6. LIMITATION OF LIABILITY

To the maximum extent permitted by applicable law, in no event shall Microsoft or any of its affiliates be liable for any damages or losses whatsoever (including, but not limited to, damages for loss of profits, for business interruption, for loss of privacy, for failure to meet any duty including of good faith or of reasonable care, for negligence and for any other pecuniary or other loss whatsoever) arising out of or in any way related to a party's participation in the Program, even if Microsoft has been advised of such damages, and even in the event of fault, tort (including negligence) or strict or product liability or misrepresentation. Unless there is an event giving rise to additional liability under applicable law, Microsoft's and its affiliates' liability is limited to the total amount payable to the party via a credit memo, arising out of the specific Program out of which the claim arose.

**ADDITIONAL PROGRAM TERMS
FOR SURFACE+ OFFER FOR MICROSOFT CUSTOMERS**

1. Definitions

“Affiliate” means any legal entity that owns, is owned by, or that is under common ownership with Participant or Microsoft. Ownership means control of more than a 50% interest.

“Distributor” means an entity that is a Surface Commercial Authorized Device Distributor (“ADD”) within the Territory who is authorised by Microsoft to sell Eligible Surface Products pursuant to a Microsoft channel agreement.

“Customer” means any commercial or public sector legal entity (other than Participant or its Affiliate(s)) within the Territory that makes a qualifying purchase of an Eligible Surface Product as described in the applicable table in Section 2 below for use an end user, and not for distribution or resale; provided such Customer has also made a qualifying M365, Azure Monetary Commit, or Dynamics 365 purchase (each, a **“Qualifying Service Purchase”**) from Microsoft as follows:

M365 E3/A3 and M365 E5/A5 Customers

To qualify for a per unit rebate on the eligible Surface Pro, Surface Laptop, Surface Book, and Surface Go products set forth in the table below (each, an **“Eligible Surface Laptop Product”**), Customer must make a qualifying M365 Enterprise or M365 for Education purchase from Microsoft of at least one hundred (100) seats between July 1, 2018, and December 31, 2019.

M365 F1 Customers

To qualify for a per unit rebate on the eligible Surface Go products set forth in the table below (each, an **“Eligible Surface Go Product”**), Customer must make a qualifying M365 F1 purchase from Microsoft of at least one hundred (100) seats between July 1, 2018 and December 31, 2019.

M365 Component Customers

To qualify for a per unit rebate on the Eligible Surface Laptop Products, Customer must make a qualifying Office 365 and Windows 10 and EMS purchase from Microsoft of at least one hundred (100) seats between July 1, 2018 and December 31, 2019.

O365 Step-Up Customers

To qualify for a per unit rebate on the Eligible Surface Laptop Products, Customer must: (1) make a qualifying license step-up from Office 365 to a full M365 E3/A3, E5/A5 or F1 license and meet the minimum of at least one hundred (100) sets between July 1, 2018 and December 31, 2019, and (2) request a Claim Code directly from Microsoft.

Azure Monetary Commitment and Azure Consumed Revenue Customers

To qualify for a rebate on the Eligible Surface Laptop Products, Customer must make an Azure Monetary Commit of \$50,000 USD with Microsoft between July 1, 2018 and December 31, 2019.

Dynamics 365

To qualify for a per unit rebate on the Eligible Surface Laptop Products, Customer must make a qualifying Dynamics 365 purchase from Microsoft of at least one hundred (100) seats between July 1, 2018 and December 31, 2019. See **Appendix A** for a list of Eligible Dynamics 365 SKUs for this Program. Dynamics licenses may be aggregated across qualifying Eligible Dynamics 365 SKUs to reach minimum of 100 seats.

Except in the case of O365 Step-Up Customers, Microsoft will provide each Customer with notice of Customer’s pre-qualification status for the Program offer together with a promotional claim code (“**Claim Code**”) after Customer meets the minimum requirement for a Qualifying Service Purchase. (O365 Step-Up Customers must request a claim code directly from Microsoft).

Participant must validate that Customer has a valid Claim Code before offering any rebates funded through this Program to Customer.

“**Eligible Surface Products**” means the applicable Surface Pro, Surface Laptop, Surface Book, Surface Go, and Surface Hub SKUs (collectively, the “**Eligible Surface Products**”) identified in the applicable table in Section 2 below, and subject to availability. NOTE: For M365 F1 customers, the Eligible Surface Go Products are the only Eligible Surface Products for purposes of this Program.

“**Microsoft**” means the applicable Microsoft entity determined in accordance with the MPN Agreement.

“**Participant**” means a Surface Commercial Authorized Device Reseller (“ADR”) or Distributor Managed Partner (“DMP”) who is authorized by Microsoft pursuant to a Microsoft channel agreement to purchase the applicable Eligible Surface Products for resale directly to Customers within the Territory. [MIOL Only: Participant also includes Surface Commercial Authorized Device Distributors (ADDs) authorized by Microsoft pursuant to a channel agreement to purchase Eligible Surface Products for resale within the Territory. Participant must register for the Program on the Program Registration Portal at aka.ms/SurfacePlusOffer. Registration is subject to validation by Microsoft.

“Territory” for sales to M365 E3, E5, A3, A5, ITP, IPC, Azure, and/or Dynamics 365 Customers means the following markets where Participant is currently authorized by Microsoft to sell the Eligible Surface Products set forth in this table.	Surface Pro	Surface Laptop	Surface Book	Surface Go
Austria	X	X	X	X
Bahrain	X	X	X	X
Belgium	X	X	X	X
Bulgaria	X	X	X	X
Croatia	X	X	X	X
Czech Republic	X	X	X	X
Denmark	X	X	X	X
Estonia	X	X	X	X
Finland	X	X	X	X
France	X	X	X	X
Germany	X	X	X	X
Greece	X	X	X	X
Hong Kong	X	X	X	X
Hungary	X	X	X	X
India	X	X	X	X
Ireland	X	X	X	X
Italy	X	X	X	X

Japan	X	X	X	X
Korea	X	X	X	X
Kuwait	X	X	X	X
Latvia	X	X	X	X
Lithuania	X	X	X	X
Luxembourg	X	X	X	X
Malaysia	X	X	X	X
Mexico	X	X	X	X
Netherlands	X	X	X	X
New Zealand	X	X	X	X
Norway	X	X	X	X
Oman	X	X	X	X
Poland	X	X	X	X
Portugal	X	X	X	X
Qatar	X	X	X	X
Romania	X	X	X	X
Saudi Arabia	X	X	X	X
Singapore	X	X	X	X
Slovakia	X	X	X	X
Slovenia	X	X	X	X
South Africa	X	X	X	X
Spain	X	X	X	X
Sweden	X	X	X	X
Switzerland	X	X	X	X
Taiwan	X	X	X	X
Thailand	X	X	X	X
UAE	X	X	X	X

“Territory” for sales to M365 F1 Customers means the following markets where Participant is currently authorized by Microsoft to sell the Eligible Surface Products set forth in this table.	Surface Go
Austria	X
Bahrain	X
Belgium	X
Bulgaria	X
Croatia	X
Czech Republic	X
Denmark	X
Estonia	X
Finland	X
France	X

Germany	X
Greece	X
Hong Kong	X
Hungary	X
Ireland	X
Italy	X
Japan	X
Kuwait	X
Latvia	X
Lithuania	X
Luxembourg	X
Malaysia	X
Mexico	X
Netherlands	X
New Zealand	X
Norway	X
Oman	X
Poland	X
Portugal	X
Romania	X
Saudi Arabia	X
Singapore	X
Slovakia	X
Slovenia	X
South Africa	X
Spain	X
Sweden	X
Switzerland	X
Taiwan	X
Thailand	X

2. Program Summary:

The Surface+ Offer for Microsoft Customers is an end-customer promotion designed to encourage Customers to purchase Eligible Surface Products. Accordingly, Participants who make qualifying sales of the applicable Eligible Surface Products to Customers during the Term and in the Territory are eligible to receive the rebates described in the table below, provided they comply with the Program Terms. Participant must validate that Customer has a valid Claim Code before offering any discounts funded through this Program to Customer.

Participant retains sole discretion to set prices for the Eligible Surface Products, but to receive the rebates described in the table below, Participant must apply the value of such rebates as a discount to Customer at the time of the qualifying sale.

Eligible Surface Product Family	Eligible Surface Product Device Configurations	Per Unit Rebate on Qualifying Sale of Eligible Surface Product*			Limitations**
		M365 E3/A3, Azure, and Dynamics 365 Customers	M365 E5/A5 and M365 E3 ITP/IPC Customers	M365 F1 Customers	
Surface Pro 5th Gen for Business	All SKUs apart from core M, i5/128 WiFi, & i5/128 LTE	\$30 USD	\$50 USD	N/A	M365 and Dynamics 365: Limit (1) per license seat per Customer Azure Commit: Limit 10,000 units
Surface Pro 6 for Business	All SKUs apart from core M, i5/128 WiFi & All LTE Models	\$30 USD	\$50 USD	N/A	M365 and Dynamics 365: Limit (1) per license seat per Customer Azure Commit: Limit 10,000 units
Surface Pro 7 for Business	All configurations, except i3/128 and i5/128	\$30 USD	\$50 USD	N/A	M365 and Dynamics 365: Limit (1) per license seat per Customer Azure Commit: Limit 10,000 units
Surface Pro X for Business	All SKUs apart from Surface Pro X 8/128 COMM	\$30 USD	\$50 USD	N/A	M365 and Dynamics 365: Limit (1) per license seat per Customer Azure Commit: Limit 10,000 units
Surface Laptop & Surface Laptop 2 for Business	All SKUs apart from i5/128	\$30 USD	\$50 USD	N/A	M365 and Dynamics 365: Limit (1) per license seat per Customer Azure Commit: Limit 10,000 units

Surface Laptop 3 for Business (includes Surface Laptop 3 (Intel i5/8/256), PKU-00003 SKU)	All SKUs apart from i5/128	\$30 USD	\$50 USD	N/A	M365 and Dynamics 365: Limit (1) per license seat per Customer Azure Commit: Limit 10,000 units
Surface Book 2	All SKUs apart from i5/128	\$30 USD	\$50 USD	N/A	M365 and Dynamics 365: Limit (1) per license seat per Customer Azure Commit: Limit 10,000 units
Surface Go	All commercial SKUs; excludes all EDU SKU	\$20 USD	\$20 USD	\$20 USD	M365 and Dynamics 365: Limit (1) per license seat per Customer Azure Commit: Limit 10,000 units
Surface Hub 2S – 55”	Excludes EDU and Demo SKUs	\$120 USD	\$150 USD	N/A	M365 and Dynamics 365: Limit (1) per license seat per Customer Azure Commit: Limit 10,000 units

**If the Customer has made a Qualifying Service Purchase based on O365 Step-Up, then the per unit discount will be based on the M365 license they have stepped up to. For example, if the Customer steps up from O365 to an M365 F1 license, then the per unit discount will be the same per unit discount listed for M365 F1 customers in the table above.*

***Discounts cannot be stacked across Qualifying Service Purchases. For example, if a Customer has made a \$50,000 USD Azure Commit and purchased 100 M365 E5 seats, then the \$30 USD per unit discount for the Azure Commit cannot be stacked with the \$50 USD per unit discount for the M365 E5 seats.*

3. Detailed Eligibility Criteria:

Criteria	Eligibility	Details
Term	July 1, 2019 – December 31, 2019	Participant must complete a qualifying sale of an applicable Eligible Surface Product to Customer in the applicable Territory during the Term.

Customer Segment	Commercial Customers	<p>Commercial customers who have made a Qualifying Service Purchase from Microsoft. Eligible Surface Products must be acquired for use as an end user and not for distribution or resale.</p> <p>Customer will receive from Microsoft notice of pre-qualification status for the Program offer and a promotional claim code (“Claim Code”) after meeting the minimum license purchase requirements for a Qualifying Service Purchase. Participant must validate that Customer has a valid Claim Code by emailing srfcplus@microsoft.com before offering any discounts funded through this Program to Customer.</p>
Partner Types	Surface Commercial ADR & DMP [MIOL Only: ADR, DMP and ADD]	<p>Participant must register for the Program by emailing srfcplus@microsoft.com. Registration is subject to validation by Microsoft.</p>
Sales Criteria	<p>To receive the per unit rebate a qualifying sale of Eligible Surface Products, Participant must complete a qualifying sale of at least one hundred (100) units of Eligible Surface Products to a Customer during the Term and in the Territory. There is a max of one (1) rebate per M365 / Dynamics seat per Customer, and max of 5,000 rebates per Azure Commit Customer.</p> <p>Participant may combine qualifying sales of Eligible Surface Products to a Customer within a single 30-day period to meet the initial minimum order quantity of one hundred (100) Surface units.</p> <p>After the initial minimum order quantity of one hundred (100) Surface units is met, no minimum order quantity will apply on future qualifying sales of Eligible Surface Products to the same Customer during the Term.</p>	
Rebate Calculation	<p>Rebates will be calculated in accordance with the rates set forth in the Table in Section 2 (Program Summary) above.</p>	<p>Participant must validate that Customer has a valid Claim Code before offering any discounts funded through this Program to Customer by emailing srfcplus@microsoft.com.</p> <p>PLEASE NOTE:</p> <p>Participant retains sole discretion to set prices for the Eligible Products, but to receive the Program Rebates, Participant must apply the value of such rebates as a discount to Customer at the time of the qualifying sale.</p>
Thresholds & Requirements	<p>To receive a rebate on an Eligible Surface Product, Participant must complete a</p>	

	<p>qualifying sale of at least one hundred (100) units of Eligible Surface Products to a Customer in the Territory during the Term.</p> <p>Participant may combine q qualifying sales of Eligible Surface Products to a Customer within a single 30-day period during the Term to meet the initial minimum order quantity of one hundred (100) Surface units.</p> <p>After the initial minimum order quantity of one hundred (100) Surface units is met, no minimum order quantity will apply on future qualifying sales of Eligible Surface Products to the same Customer during the Term.</p>	
<p>Rebate Activities/ Documentation</p>	<p>All rebate claims by Participant under this Program are subject to the following requirements:</p> <ol style="list-style-type: none"> 1. Participant must register for the Program by emailing srfcplus@microsoft.com. Registration is subject to validation by Microsoft. Once Participant's registration for the Program is validated by Microsoft, Participant will receive a confirmation email from Microsoft with rebate claim instructions; 2. After making a qualifying sale to Customer, Participant must submit a claim including all required reporting and proof of performance, for the rebate to Microsoft on the Program Claim Portal (see link on registration portal: aka.ms/SurfacePlusOffer) within sixty (60) days of purchase. Any claims received outside of this sixty (60) day period will be rejected by Microsoft. All claims must include the following information: Name of Customer; Customer Invoice Details and the unique Claim Code provided by Customer. All claims are subject to validation by Microsoft for compliance with these Program Terms and Conditions. 3. Upon validation, Microsoft will issue the rebate payment to Participant as outlined in Section 2 of these Program Terms and Conditions. 	

Pricing Program Eligibility	This Program can be combined with Bid Grid, Special Pricing, and Deal Registration pricing programs. Please note that all the foregoing pricing programs are calculated using a percentage off of the net MSRP of each Eligible Product. This Program may not be combined with the Surface Offer for Legacy Windows Customers and may not be combinable with any other offers or rebates.	All rebate claims for this Program must be submitted before February 28, 2020, and in no event later than sixty (60) days of the qualifying sale of the Eligible Surface Products.
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4. Currency Exchange Rates

FY20 Budget FX Rates								
Country	Currency	M365 F1	M365 E3	Dynamics 365	Azure Commit	M365 E5, ITP, & IPC	Hub E3	Hub E5
United States	USD	\$20	\$30	\$30	\$30	\$50	\$120	\$150
Austria	EUR	€ 20	€ 25	€ 25	€ 25	€ 45	€ 110	€ 135
Bahrain	BHD	55.د.ب.د	80.د.ب.د	80.د.ب.د	80.د.ب.د	135.د.ب.د	320.د.ب.د	400.د.ب.د
Belgium	EUR	€ 20	€ 25	€ 25	€ 25	€ 45	€ 110	€ 135
Bulgaria	BGN	35лв	50лв	50лв	50лв	90лв	210лв	265лв
Croatia	HRK	135kn	200kn	200kn	200kn	335kn	800kn	1000kn
Czech Republic	CZK	465Kč	700Kč	700Kč	700Kč	1160Kč	2785Kč	3480Kč
China	CNY	¥70	¥210	¥210	¥210	¥345	¥830	¥1,040
Denmark	DKK	135 kr.	200 kr.	200 kr.	200 kr.	335 kr.	805 kr.	1,005 kr.
Estonia	EUR	€ 20	€ 25	€ 25	€ 25	€ 45	€ 110	€ 135
Finland	EUR	€ 20	€ 25	€ 25	€ 25	€ 45	€ 110	€ 135
France	EUR	€ 20	€ 25	€ 25	€ 25	€ 45	€ 110	€ 135
Germany	EUR	€ 20	€ 25	€ 25	€ 25	€ 45	€ 110	€ 135
Greece	EUR	€ 20	€ 25	€ 25	€ 25	€ 45	€ 110	€ 135
Hong Kong	HKD	\$155	\$235	\$235	\$235	\$390	\$940	\$1,180
Hungary	HUF	5865Ft	8800Ft	8800Ft	8800Ft	14665Ft	35190Ft	43990Ft
India	INR	₹ 1,400	₹ 2,100	₹ 2,100	₹ 2,100	₹ 3,500	₹ 8,380	₹ 10,475
Ireland	EUR	€ 20	€ 25	€ 25	€ 25	€ 45	€ 110	€ 135

Italy	EUR	€ 20	€ 25	€ 25	€ 25	€ 45	€ 110	€ 135
Japan	JPY	¥2,190	¥3,280	¥3,280	¥3,280	¥5,470	¥13,130	¥16,410
Korea	KRW	₩23,900	₩35,800	₩35,800	₩35,800	₩60,000	₩143,300	₩179,120
Kuwait	KWD	5 د.ك.	10 د.ك.	10 د.ك.	10 د.ك.	15 د.ك.	35 د.ك.	45 د.ك.
Latvia	EUR	€ 20	€ 25	€ 25	€ 25	€ 45	€ 110	€ 135
Lithuania	EUR	€ 20	€ 25	€ 25	€ 25	€ 45	€ 110	€ 135
Luxembourg	EUR	€ 20	€ 25	€ 25	€ 25	€ 45	€ 110	€ 135
Malaysia	MYR	RM85	RM125	RM125	RM125	RM210	RM500	RM630
Mexico	MXN	\$385	\$580	\$580	\$580	\$965	\$2310	\$2890
Netherlands	EUR	€ 20	€ 25	€ 25	€ 25	€ 45	€ 110	€ 135
New Zealand	NZD	\$30	\$45	\$45	\$45	\$75	\$185	\$230
Norway	NOK	kr 175	kr 265	kr 265	kr 265	kr 440	kr 1,050	kr 1,315
Oman	OMR	10 ر.ع.	10 ر.ع.	10 ر.ع.	10 ر.ع.	20 ر.ع.	45 ر.ع.	60 ر.ع.
Poland	PLN	75 zł	115 zł	115 zł	115 zł	190 zł	460 zł	580 zł
Portugal	EUR	€ 20	€ 25	€ 25	€ 25	€ 45	€ 110	€ 135
Romania	RON	85 lei	130 lei	130 lei	130 lei	215 lei	515 lei	640 lei
Saudi Arabia	SAR	75 ريال	115 ريال	115 ريال	115 ريال	190 ريال	450 ريال	565 ريال
Singapore	SGD	\$30	\$40	\$40	\$40	\$70	\$165	\$205
Slovakia	EUR	€ 20	€ 25	€ 25	€ 25	€ 45	€ 110	€ 135
Slovenia	EUR	€ 20	€ 25	€ 25	€ 25	€ 45	€ 110	€ 135
South Africa	ZAR	R295	R445	R445	R445	R740	R1770	R2215
Spain	EUR	€ 20	€ 25	€ 25	€ 25	€ 45	€ 110	€ 135
Sweden	SEK	190 kr	290 kr	290 kr	290 kr	480 kr	1,150 kr	1,435 kr
Switzerland	CHF	20 CHF	30 CHF	30 CHF	30 CHF	50 CHF	120 CHF	150 CHF
Taiwan	TWD	NT\$ 630	NT\$ 950	NT\$ 950	NT\$ 950	NT\$ 1500	NT\$ 3790	NT\$ 4735
Thailand	THB	฿640	฿950	฿950	฿950	฿1,590	฿3,820	฿4,770
Qatar	QAR	75 ر.ق.	110 ر.ق.	110 ر.ق.	110 ر.ق.	180 ر.ق.	435 ر.ق.	545 ر.ق.
Saudi Arabia	SAR	75 ر.س.	110 ر.س.	110 ر.س.	110 ر.س.	185 ر.س.	450 ر.س.	565 ر.س.
UAE	AED	75 د.إ.	110 د.إ.	110 د.إ.	110 د.إ.	185 د.إ.	440 د.إ.	550 د.إ.

Appendix A

Eligible Dynamics 365 SKUs

The following table sets forth the eligible Dynamics SKUs for this Program. These eligible Dynamics 365 SKUs may be aggregated to meet the minimum of 100 licenses required to be eligible for this Program.

Description	SKU	PFAM
Dyn365ForCustmrSrv ALNG LicSAPk MVL UsrcAL	EMT-00152	Dyn365 For Customer Service
Dyn365ForCustmrSrv ALNG LicSAPk MVL DvcCAL	EMT-00151	Dyn365 For Customer Service
Dyn365ForOps ALNG SubsVL MVL PerUsr	GRK-00008	Dyn365 For Operations
Dyn365ForSales ALNG LicSAPk MVL UsrcAL	ENJ-00152	Dyn365 For Sales
Dyn365ECstEngPln ShrdSvr ALNG SubsVL MVL PerUsr 1000+Usrs	DFG-00006	Dyn365E Cst Eng Pln
Dyn365ECstEngPln ShrdSvr ALNG SubsVL MVL PerUsr 100-249Usrs	DFG-00002	Dyn365E Cst Eng Pln
Dyn365ECstEngPln ShrdSvr ALNG SubsVL MVL PerUsr 1-99Usrs	DFG-00001	Dyn365E Cst Eng Pln
Dyn365ECstEngPln ShrdSvr ALNG SubsVL MVL PerUsr 250-499Usrs	DFG-00004	Dyn365E Cst Eng Pln
Dyn365ECstEngPln ShrdSvr ALNG SubsVL MVL PerUsr 500-999Usrs	DFG-00005	Dyn365E Cst Eng Pln
Dyn365ECstEngPlnGCCHgh ShrdSvr ALNG SubsVL MVL PerUsr 1000+Usrs	PTH-00003	Dyn365E Cst Eng Pln GCC High
Dyn365ECstEngPlnGCCHgh ShrdSvr ALNG SubsVL MVL PerUsr 100-249Usrs	PTH-00008	Dyn365E Cst Eng Pln GCC High
Dyn365ECstEngPlnGCCHgh ShrdSvr ALNG SubsVL MVL PerUsr 1-99Usrs	PTH-00001	Dyn365E Cst Eng Pln GCC High
Dyn365ECstEngPlnGCCHgh ShrdSvr ALNG SubsVL MVL PerUsr 250-499Usrs	PTH-00004	Dyn365E Cst Eng Pln GCC High
Dyn365ECstEngPlnGCCHgh ShrdSvr ALNG SubsVL MVL PerUsr 500-999Usrs	PTH-00005	Dyn365E Cst Eng Pln GCC High
Dyn365ECstEngPlnGOVCON ShrdSvr ALNG SubsVL MVL PerUsr 1000+Usrs	NUT-00004	Dyn365E Cst Eng Pln GOVCON
Dyn365ECstEngPlnGOVCON ShrdSvr ALNG SubsVL MVL PerUsr 100-249Usrs	NUT-00002	Dyn365E Cst Eng Pln GOVCON
Dyn365ECstEngPlnGOVCON ShrdSvr ALNG SubsVL MVL PerUsr 1-99Usrs	NUT-00009	Dyn365E Cst Eng Pln GOVCON
Dyn365ECstEngPlnGOVCON ShrdSvr ALNG SubsVL MVL PerUsr 250-499Usrs	NUT-00003	Dyn365E Cst Eng Pln GOVCON
Dyn365ECstEngPlnGOVCON ShrdSvr ALNG SubsVL MVL PerUsr 500-999Usrs	NUT-00005	Dyn365E Cst Eng Pln GOVCON
Dyn365EForCustmrSrv ShrdSvr ALNG SubsVL MVL PerDvc	DDW-00002	Dyn365E For Customer Service
Dyn365EForCustmrSrv ShrdSvr ALNG SubsVL MVL PerUsr	DDW-00003	Dyn365E For Customer Service
Dyn365EForFieldSrv ShrdSvr ALNG SubsVL MVL PerDvc	DEH-00002	Dyn365E For Field Service

Dyn365EForFieldSrv ShrdSvr ALNG SubsVL MVL PerUsr	DEH-00003	Dyn365E For Field Service
Dyn365EforMktg ShrdSvr ALNG SubsVL MVL	KEU-00002	Dyn365E for Mktg
Dyn365EForProjServAuto ShrdSvr ALNG SubsVL MVL PerUsr	DFV-00001	Dyn365E For Proj Serv Auto
Dyn365EFrPrjSvcAutoGCCgh ShrdSvr ALNG SubsVL MVL PerUsr	PRW-00002	Dyn365E For Proj Svc Auto GCC High
Dyn365EFrPrjSvcAutoGVCN ShrdSvr ALNG SubsVL MVL PerUsr	NVS-00001	Dyn365E For ProjServ Auto GOVCON
Dyn365EforRetail ShrdSvr ALNG SubsVL MVL PerUsr	GZJ-00001	Dyn365E for Retail
Dyn365EForSales ShrdSvr ALNG SubsVL MVL PerUsr	DGP-00003	Dyn365E For Sales
Dyn365EForSales ShrdSvr ALNG SubsVL MVL PerDvc	DGP-00002	Dyn365E For Sales
Dyn365EForSalesGCCgh ShrdSvr ALNG SubsVL MVL PerDvc	PTM-00003	Dyn365E For Sales GCC High
Dyn365EForSalesGCCgh ShrdSvr ALNG SubsVL MVL PerUsr	PTM-00004	Dyn365E For Sales GCC High
Dyn365EForSalesGOVCON ShrdSvr ALNG SubsVL MVL PerDvc	NVY-00001	Dyn365E For Sales GOVCON
Dyn365EForSalesGOVCON ShrdSvr ALNG SubsVL MVL PerUsr	NVY-00002	Dyn365E For Sales GOVCON
Dyn365EforTalent ShrdSvr ALNG SubsVL MVL PerUsr	GZN-00001	Dyn365E for Talent
Dyn365EPlan ShrdSvr ALNG SU MVL Dyn365ECustEnggmtTier1 PerUsr	DFN-00011	Dyn365E Plan
Dyn365EPlan ShrdSvr ALNG SU MVL Dyn365ECustEnggmtTier2 PerUsr	DFN-00012	Dyn365E Plan
Dyn365EPlan ShrdSvr ALNG SU MVL Dyn365ECustEnggmtTier3 PerUsr	DFN-00013	Dyn365E Plan
Dyn365EPlan ShrdSvr ALNG SU MVL Dyn365ECustEnggmtTier4 PerUsr	DFN-00014	Dyn365E Plan
Dyn365EPlan ShrdSvr ALNG SU MVL Dyn365ECustEnggmtTier5 PerUsr	DFN-00015	Dyn365E Plan
Dyn365EPlan ShrdSvr ALNG SU MVL Dyn365EUnifiedOpsPlan PerUsr	DFN-00009	Dyn365E Plan
Dyn365EPlan ShrdSvr ALNG SubsVL MVL PerUsr	DFN-00002	Dyn365E Plan
Dyn365ERelationshipSales Shrd ALNG SubsVL MVL Ent PerUsr 1000-1499Users	MPW-00004	Dyn365E Relationship Sales
Dyn365ERelationshipSales Shrd ALNG SubsVL MVL Ent PerUsr 1500-1999Users	MPW-00010	Dyn365E Relationship Sales
Dyn365ERelationshipSales Shrd ALNG SubsVL MVL Ent PerUsr 2000-2999Users	MPW-00011	Dyn365E Relationship Sales
Dyn365ERelationshipSales Shrd ALNG SubsVL MVL Ent PerUsr 3000-4999Users	MPW-00012	Dyn365E Relationship Sales
Dyn365ERelationshipSales ShrdSvr ALNG SubsVL MVL Ent PerUsr 100-249Usrs	MPW-00002	Dyn365E Relationship Sales
Dyn365ERelationshipSales ShrdSvr ALNG SubsVL MVL Ent PerUsr 10-99Usrs	MPW-00001	Dyn365E Relationship Sales
Dyn365ERelationshipSales ShrdSvr ALNG SubsVL MVL Ent PerUsr 250-499Usrs	MPW-00003	Dyn365E Relationship Sales
Dyn365ERelationshipSales ShrdSvr ALNG SubsVL MVL Ent PerUsr 5000+	MPW-00005	Dyn365E Relationship Sales
Dyn365ERelationshipSales ShrdSvr ALNG SubsVL MVL Ent PerUsr 500-999Usrs	MPW-00009	Dyn365E Relationship Sales
Dyn365EUnfOps-dvc ShrdSvr ALNG SubsVL MVL PerDvc	GXU-00001	Dyn365E Unf Ops - Device
Dyn365EUnfOpsPln ShrdSvr ALNG SubsVL MVL PerUsr	DEV-00003	Dyn365E Unf Ops Pln

Dyn365ECstEngPlnFrmSAGOVCON ALNG SubsVL QlfdOffer PerUsr fromCRMBsc	NUR-00002	Dyn365E Cst Eng Pln FrmSA GOVCON
Dyn365ECstEngPlnFrmSAGOVCON Shrd ALNG SubsVL MVL QlfdOffer Usr CRMPPro	NUR-00001	Dyn365E Cst Eng Pln FrmSA GOVCON
Dyn365ECstEngPlnFrmSA ALNG SubsVL MVL Qlfdoff PerUsr frmCRM	DFJ-00001	Dyn365E Cst Eng Pln FromSA
Dyn365ECstEngPlnFromSA ShrdSvr ALNG SubsVL MVL PerUsr	DFJ-00003	Dyn365E Cst Eng Pln FromSA
Dyn365ECsEnPlnFmSAGCCHgh ALNG SubsVL MVL PerUsr fromCRMBsc	PTG-00001	Dyn365E Cst Eng Pln FromSA GCC High
Dyn365ECsEnPlnFmSAGCCHgh ALNG SubsVL MVL QlfdOffer PerUsr FROMCRM	PTG-00002	Dyn365E Cst Eng Pln FromSA GCC High
Dyn365EFrCsSvFmSAGCCHgh ShrdSvr ALNG SubsVL MVL PerUsr	PRT-00001	Dyn365E for CstSvcProFromSA GCCHigh
Dyn365EForCustmrSrvCFromSA ShrdSvr ALNG SubsVL MVL PerDvc	DDY-00002	Dyn365E For Customer Service FromSA
Dyn365EForCustmrSrvCFromSA ShrdSvr ALNG SubsVL MVL PerUsr	DDY-00003	Dyn365E For Customer Service FromSA
Dyn365ECustSrvCProFromSAGOVCON ShrdSvr ALNG SubsVL MVL PerUsr	MPH-00001	Dyn365E for CustSrvCProFromSAGOVCON
Dyn365EForSalesFromSA ShrdSvr ALNG SubsVL MVL PerDvc	DGR-00002	Dyn365E For Sales FromSA
Dyn365EForSalesFromSA ShrdSvr ALNG SubsVL MVL PerUsr	DGR-00003	Dyn365E For Sales FromSA
yn365EFrSalsFrmSAGCCHgh ShrdSvr ALNG SubsVL MVL PerDvc	PTL-00001	Dyn365E For Sales FromSA GCC High
Dyn365EFrSalsFrmSAGCCHgh ShrdSvr ALNG SubsVL MVL PerUsr	PTL-00002	Dyn365E For Sales FromSA GCC High
Dyn365EFrSalesFmSAGOVCON ShrdSvr ALNG SubsVL MVL PerDvc	NVW-00001	Dyn365E For Sales FromSA GOVCON
Dyn365EFrSalesFmSAGOVCON ShrdSvr ALNG SubsVL MVL PerUsr	NVW-00002	Dyn365E For Sales FromSA GOVCON
Dyn365EPlanFrmSA ALNG SubsVL MVL Qlfdoff PerUsr frmAX/DPLUser	DFQ-00002	Dyn365E Plan FromSA
Dyn365EPlanFromSA ShrdSvr ALNG SubsVL MVL PerUsr frmAX/DPLUser	DFQ-00001	Dyn365E Plan FromSA
Dyn365EUnfOpsDvcFrmSA ShrdSvr ALNG SubsVL QlfdOffer PerDvc frmAX/DPLDvc	GZU-00002	Dyn365E Unf Ops - Device FromSA
Dyn365EUnfOps-dvcFromSA ShrdSvr ALNG SubsVL MVL PerDvc fromAXTaskDvc	GZU-00001	Dyn365E Unf Ops - Device FromSA
Dyn365EUnfOpsPlnFromSA ALNG SubsVL MVL Qlfdoff PerUsr frmAX/DPLUser	DEX-00004	Dyn365E Unf Ops Pln FromSA
Dyn365EUnfOpsPlnFromSA ShrdSvr ALNG SubsVL MVL PerUsr frmAX/DPLUser	DEX-00001	Dyn365E Unf Ops Pln FromSA