

September 3, 2020

**AGREEMENT (“Agreement”) FOR FY21 SURFACE+ OFFER FOR MICROSOFT CUSTOMERS –
WORLDWIDE (EXCLUDING AU, CA, UK, and US) (“Program”)**

OFFERED BY MICROSOFT CORPORATION (“Microsoft”)

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, 2020** and ends on **June 30, 2021** (“**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 Program web site at <https://aka.ms/surfaceplusoffer/tcs> 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 sixty (60) to ninety (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.

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 FY21 SURFACE+ OFFER FOR MICROSOFT CUSTOMERS –
WORLDWIDE (EXCLUDING AU, CA, UK, and US)**

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 authorized by Microsoft to sell Eligible Surface Products pursuant to a Microsoft channel agreement. In addition, in the event Distributor is submitting a claim under this Program as a Participant for a Qualifying Device Lease, then Distributor must also be authorized by Microsoft to operate device leasing programs for the Eligible Surface Products pursuant to a Microsoft channel agreement. If Distributor does not have a current, valid Channel Agreement that includes a valid Device Leasing Amendment, and a Microsoft Partner Network Agreement at time of transaction, Distributor is not eligible to submit claims as a Participation for a Qualifying Device Lease.

“Customer” means any commercial or public sector legal entity (other than Participant or its Affiliate(s)) within the Territory that makes either a qualifying purchase of at least fifty (50) units of an Eligible Surface Product or five (5) Surface Hub 2S Product (as described in the table in Section 2 below) for use an end user, and not for distribution or resale (a **“Qualifying Device Purchase”**) or a Qualifying Device Lease (as defined below); provided such Customer has also made **“Qualifying Service Purchase”** (as defined below). The Qualifying Device Purchase or Qualifying Device Lease, as applicable, and Qualifying Service Purchase must be made as follows:

For customers with a Qualifying Service Purchase between July 1, 2018 – June 30, 2019, the Qualifying Device Purchase or Qualifying Device Lease, as applicable, must be made between July 1, 2020 and September 30, 2020.

For customers with a Qualifying Service Purchase between July 1, 2019 – June 30, 2021, the Qualifying Device Purchase or Qualifying Device Lease, as applicable, must be made between July 1, 2020 and June 30, 2021.

“Qualifying Device Lease” means a transaction through which Customer acquires the Eligible Surface Products under the terms of an operational lease as follows:

Participant leases Eligible Surface Product ,either directly or through a third party financial institution, under the terms of an operational lease and the applicable invoice is issued and operational lease is initiated during the applicable deadline stated herein.

“Qualifying Service Purchase” means any of the following during the applicable dates set forth herein

M365 E3/A3, M365 E5/A5, M365 Info Protection & Compliance (M365 IPC), and M365 Identity & Threat Protection (M365 ITP) Customers

To qualify for a per unit rebate on the eligible Surface Go, Surface Pro, Surface Laptop, Surface Book, , and Surface Hub products set forth in the table in Section 2 below Customer must make a qualifying M365 Enterprise or M365 for Education purchase from Microsoft of at least fifty (50) seats.

M365 F1 Customers

To qualify for a per unit rebate on the eligible Surface Go products set forth in the table in Section 2 below Customer must make a qualifying M365 F1 purchase from Microsoft of at least fifty (50) seats.

M365 Component Customers

To qualify for a per unit rebate on the Surface Go, Surface Pro, Surface Laptop, Surface Book, and Surface Hub products set forth in the table in Section 2 below Customer must make a qualifying Office 365 and Windows 10 and EMS purchase from Microsoft of at least fifty (50) seats.

O365 Step-Up Customers

To qualify for a per unit rebate on the Surface Go, Surface Pro, Surface Laptop, Surface Book, and Surface Hub products set forth in the table in Section 2 below 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 fifty (50) seats and (2) request a Claim Code directly from Microsoft.

Azure Monetary Commitment and Azure Consumed Revenue Customers

To qualify for a rebate on the Surface Go, Surface Pro, Surface Laptop, Surface Book, and Surface Hub products set forth in the table in Section 2 below, Customer must make an Azure Monetary Commitment and/or Azure Consumed Revenue (including support of Windows Virtual Desktop) of \$50,000 USD with Microsoft.

Dynamics 365

To qualify for a per unit rebate on the Surface Go, Surface Pro, Surface Laptop, Surface Book, and Surface Hub products set forth in the table in Section 2 below, Customer must make a qualifying Dynamics 365 purchase from Microsoft of at least fifty (50) seats. 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 50 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).

IMPORTANT! Participant must validate that Customer has a valid Claim Code from Microsoft **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"**) as described in the table in Section 2 below, and subject to availability.

"Microsoft" means the applicable Microsoft entity determined in accordance with the MPN Agreement.

"Participant" means the following:

- In the case of a Qualifying Device Purchase, Participant must be a Reseller

- In the case of a Qualifying Device Lease, Participant may be a Reseller or Distributor, as applicable. Participant must register for the Program on the Program Registration Portal at aka.ms/FY21SurfacePlusOffer. Registration is subject to validation by Microsoft.

“Reseller” 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 for resale to customers or for distribution Customers via a device leasing program the applicable Eligible Surface Products 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.

“Territory” for sales to M365 E3, E5, F1, 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
Philippines (available after product launch)				
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
Vietnam (available after product launch)				

“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
India	X
Ireland	X
Italy	X
Japan	X
Korea	X
Kuwait	X

Latvia	X
Lithuania	X
Luxembourg	X
Malaysia	X
Mexico	X
Netherlands	X
New Zealand	X
Norway	X
Oman	X
Philippines (available after product launch)	
Poland	X
Portugal	X
Qatar	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
UAE	X
Vietnam (available after product launch)	

“Territory” for sales to M365 E3, E5, A3, A5, ITP, IPC, Azure, and/or Dynamics 365 means the following markets where Participant is currently authorized by Microsoft to sell the Eligible Surface Products set forth in this table.	Surface Hub 2S
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
India	X

Ireland	X
Italy	X
Japan	X
Korea (available after product launch)	
Kuwait	X
Latvia	X
Lithuania	X
Luxembourg	X
Malaysia	X
Mexico (available after product launch)	
Netherlands	X
New Zealand	X
Norway	X
Oman	X
Philippines	
Poland	X
Portugal	X
Qatar	X
Romania	X
Saudi Arabia	X
Singapore	X
Slovakia	X
Slovenia	X
South Africa (available after product launch)	
Spain	X
Sweden	X
Switzerland	X
Taiwan (available after product launch)	
Thailand	X
UAE	X
Vietnam	

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 or leases of at least fifty (50) units of the applicable Eligible Surface Products or at least five (5) Surface Hub 2S Product 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 Customer's Qualifying Device Purchase or Qualifying Device Lease, as applicable.

Eligible Surface Product Family	Eligible Surface Product Device Configurations	Per Unit Rebate on Qualifying Device Purchase*			Limitations**
		M365 E3/A3, Azure, and Dynamics 365 Customers	M365 E5/A5 and M365 E3 ITP/IPC Customers	M365 F1 Customers	
Surface Pro 5 th Gen for Business	All SKUs apart from WiFi & i5/128 LTE	\$30 USD	\$50 USD	\$20 USD	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	\$20 USD	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	\$20 USD	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	\$20 USD	M365 and Dynamics 365: Limit (1) per license seat per Customer Azure Commit: Limit 10,000 units
Surface Book 3 for Business	All SKUs	\$30 USD	\$50 USD	\$20 USD	M365 and Dynamics 365: Limit (1) per license seat per Customer Azure Commit: Limit 10,000 units
Surface Go 2 for Business	All commercial SKUs; excludes all EDU SKUs	\$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	<p>July 1, 2020 – June 30, 2021</p> <p>For customers with a Qualifying Service Purchase between July 1, 2018 – June 30, 2019, the Qualifying Device Purchase or Qualifying Device Lease, as applicable, must be made between July 1, 2020 and September 30, 2020.</p> <p>For customers with a Qualifying Service Purchase between July 1, 2019 – June 30, 2021, the Qualifying Device Purchase or Qualifying Device Lease, as applicable, must be made between July 1, 2020 and June 30, 2021</p>	<p>Participant must complete a Qualifying Device Purchase or Qualifying Device Lease, as applicable, of at least fifty (50) units of an applicable Eligible Surface Product or five (5) Surface Hub 2S units to Customer in the applicable Territory during the applicable deadline set forth herein.</p>
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. IMPORTANT! 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	<p>Device Purchase: Surface Commercial ADR or DMP</p> <p>Device Lease: Surface Commercial ADD, ADR, or DMP</p> <p>[MIOL Only: ADR, DMP, and ADD]</p>	<p>Participant must register for the Program by emailing srfcplus@microsoft.com. Registration is subject to validation by Microsoft.</p>

<p>Sales Criteria</p>	<p>To receive the per unit rebate Participant must complete a Qualifying Device Purchase or Qualifying Device Lease of at least fifty (50) units of Eligible Surface Products or at least five (5) Surface Hub 2S Product 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 10,000 rebates per Azure Commit Customer.</p> <p>In the case of a Qualifying Device Purchase, 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 fifty (50) Surface units.</p> <p>After the initial minimum order quantity of fifty (50) Surface units is met, no minimum order quantity will apply on future Qualifying Device Purchases or Qualifying Device Leases for Eligible Surface Products to the same Customer during the applicable deadlines set forth herein.</p>	
<p>Rebate Calculation</p>	<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><i>Participant retains sole discretion to set prices for the Eligible Surface Products, but to receive the rebates described in the table below, Participant must disclose the value of the rebate is disclosed to the Customer, and ensure that the value of the rebate is passed through for the benefit of the Customer at the time of the Customer’s Qualifying Device Purchase or Qualifying Device Lease, as applicable. This also means that Participant must ensure that Participant’s price to Customer for the Eligible Surface Products may not exceed the Maximum Resale Price. “Maximum Resale Price” means the total estimated retail price for the Eligible Surface Products less the value of the applicable rebate</i></p>

<p>Thresholds & Requirements</p>	<p>To receive a rebate on an Eligible Surface Product, Participant must complete a Qualifying Device Purchase or Qualifying Device Lease of at least fifty (50) units of Eligible Surface Products to a Customer in the Territory during the Term.</p> <p>In the cause of a Qualifying Device Purchase, Participant may combine 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 fifty (50) Surface units.</p> <p>After the initial minimum order quantity of fifty (50) Surface units is met, no minimum order quantity will apply on future Qualifying Device Purchase or Qualifying Device Lease 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 a complete and accurate claim form with all required reporting and proof of performance information outlined below to Microsoft on the Program Claim Portal (see link on registration portal: https://aka.ms/FY21surfaceplusoffer/WWClaim) within sixty (60) days of the date of sale. Any claims received outside of this sixty (60) day period will be rejected by Microsoft. All claims are subject to validation by Microsoft for compliance with these Program Terms and Conditions <ul style="list-style-type: none"> <u>Required Proof of Performance</u> <ol style="list-style-type: none"> i. All claims must include the following information: <ol style="list-style-type: none"> 1. Full Name of Customer; 2. Customer Invoice Details (pricing information may be omitted; invoice details must include Product SKU P/N) 3. Unique Claim Code provided by Customer. ii. If the Eligible Surface Products are acquired via leasing transaction, then in addition to the information in Section 2.i above, Participant must also submit the applicable form in Appendix B on the Program Claim Portal (see link on registration portal: https://aka.ms/FY21surfaceplusoffer/WW_Appendix_B). 3. Upon validation, Microsoft will issue the rebate payment to Participant as outlined in Section 2 of these Program Terms and Conditions. 	
<p>Pricing Program Eligibility</p>	<p>This Program can be combined with Bid Grid, Special Pricing, and Deal Registration pricing programs. Please note that all the foregoing</p>	<p>For customers with a Qualifying Service Purchase between July 1, 2018 – June 30, 2019, the Qualifying Device Purchase or</p>

	<p>pricing programs are calculated using a percentage off of the net MSRP of each Eligible Product. This Program may not be combinable with any other offers or rebates.</p>	<p>Qualifying Device Lease must be made between July 1, 2020 and September 30, 2020 and all rebate claims for this Program must be submitted before November 30, 2020, and in no event later than sixty (60) days of the qualifying sale of the Eligible Surface Products.</p> <p>For customers with a Qualifying Service Purchase between July 1, 2019 – June 30, 2021, the Qualifying Device Purchase or Qualifying Device Lease must be made between July 1, 2020 and June 30, 2021 and all rebate claims for this Program must be submitted before August 31, 2021, and in no event later than sixty (60) days of the qualifying sale of the Eligible Surface Products.</p>
<p>Offer Limitations and Additional Terms</p>	<p>Offer not valid on not-for-resale products, returned or refurbished products, or academic edition products, or End-of-Life Surface product SKUs. Offer not valid on prior purchases, not combinable with the Modern Work with Surface for Small Business Microsoft Customers Offer and may not be combinable with other offers.</p>	

FY21 Budget FX Rates

Country	Currency	M365 F1	M365 E3, Dynamics 365, Azure Commit	M365 E5, ITP, & IPC	Hub E3, Dynamics 365, Azure Commit	Hub E5
United States	USD	\$20	\$30	\$50	\$120	\$150
Austria	EUR	€ 20	€ 25	€ 45	€ 110	€ 135
Bahrain	BHD	10.د.ب.	10.د.ب.	20.د.ب.	45.د.ب.	55.د.ب.
Belgium	EUR	€ 20	€ 25	€ 45	€ 110	€ 135
Bulgaria	BGN	35лв	55лв	90лв	215лв	270лв
Croatia	HRK	140kn	210kn	345kn	830kn	1040kn
Czech Republic	CZK	495Kč	745Kč	1240Kč	2975Kč	3720Kč
China	CNY	¥145	¥215	¥360	¥860	¥1,075
Denmark	DKK	135 kr.	205 kr.	340 kr.	815 kr.	1,020 kr.
Estonia	EUR	€ 20	€ 25	€ 45	€ 110	€ 135
Finland	EUR	€ 20	€ 25	€ 45	€ 110	€ 135
France	EUR	€ 20	€ 25	€ 45	€ 110	€ 135
Germany	EUR	€ 20	€ 25	€ 45	€ 110	€ 135
Greece	EUR	€ 20	€ 25	€ 45	€ 110	€ 135
Hong Kong	HKD	\$155	\$235	\$390	\$930	\$1,165
Hungary	HUF	6350Ft	9525Ft	15875Ft	38095Ft	47620Ft
India	INR	₹ 1,400	₹ 2,100	₹ 3,500	₹ 8,380	₹ 10,475
Ireland	EUR	€ 20	€ 25	€ 45	€ 110	€ 135
Italy	EUR	€ 20	€ 25	€ 45	€ 110	€ 135
Japan	JPY	¥2,160	¥3,235	¥5,395	¥12,945	¥16,180
Korea	KRW	₩24,685	₩37,030	₩61,720	₩148,125	₩185,155
Kuwait	KWD	5.د.ك.	10.د.ك.	15.د.ك.	35.د.ك.	45.د.ك.
Latvia	EUR	€ 20	€ 25	€ 45	€ 110	€ 135
Lithuania	EUR	€ 20	€ 25	€ 45	€ 110	€ 135
Luxembourg	EUR	€ 20	€ 25	€ 45	€ 110	€ 135
Malaysia	MYR	RM85	RM130	RM215	RM520	RM650
Mexico	MXN	\$450	\$675	\$1120	\$2695	\$3365
Netherlands	EUR	€ 20	€ 25	€ 45	€ 110	€ 135
New Zealand	NZD	\$30	\$50	\$80	\$195	\$245
Norway	NOK	kr 200	kr 300	kr 495	kr 1,195	kr 1,490
Oman	OMR	10.ر.ع.	10.ر.ع.	20.ر.ع.	45.ر.ع.	60.ر.ع.
Philippines	PHP	₱ 1000	₱ 1500	₱ 2500	₱ 6000	₱ 7500
Poland	PLN	80 zł	120 zł	200 zł	485 zł	605 zł
Portugal	EUR	€ 20	€ 25	€ 45	€ 110	€ 135
Romania	RON	90 lei	130 lei	220 lei	530 lei	660 lei
Saudi Arabia	SAR	75ﷻ	115ﷻ	190ﷻ	450ﷻ	565ﷻ
Singapore	SGD	\$30	\$45	\$70	\$170	\$215
Slovakia	EUR	€ 20	€ 25	€ 45	€ 110	€ 135
Slovenia	EUR	€ 20	€ 25	€ 45	€ 110	€ 135
South Africa	ZAR	R350	R525	R875	R2095	R2620

Spain	EUR	€ 20	€ 25	€ 45	€ 110	€ 135
Sweden	SEK	195 kr	290 kr	485 kr	1,160 kr	1,450 kr
Switzerland	CHF	20 CHF	30 CHF	50 CHF	115 CHF	145 CHF
Taiwan	TWD	NT\$ 600	NT\$ 900	NT\$ 1500	NT\$ 3600	NT\$ 4500
Thailand	THB	฿635	฿955	฿1,595	฿3,825	฿4,780
Qatar	QAR	.رق. 75	.رق. 110	.رق. 180	.رق. 435	0.رق. 545
UAE	AED	د.ا. 75	د.ا. 110	د.ا. 185	د.ا. 440	د.ا. 550
Vietnam	VND	466000 đ	700000 đ	1160000đ	2800000 đ	3500000 đ

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
Dyn365EfrPrjSvcAutoGCCHgh 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

Dyn365EForSalesGCCHigh ShrdSvr ALNG SubsVL MVL PerDvc	PTM-00003	Dyn365E For Sales GCC High
Dyn365EForSalesGCCHigh 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
Dyn365ECstEngPlnFrmSAGOVCN ALNG SubsVL QlfdOffer PerUsr fromCRMBsc	NUR-00002	Dyn365E Cst Eng Pln FrmSA GOVCON
Dyn365ECstEngPlnFrmSAGOVCN Shrd ALNG SubsVL MVL QlfdOffer Usr CRMPro	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
Dyn365EFrCsSvPFmSAGCCHgh 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
Dyn365ECustSrvCProFromSAGOVCN ShrdSvr ALNG SubsVL MVL PerUsr	MPH-00001	Dyn365E for CustSrvCProFromSAGOVCN
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
Dyn365EFrSalesFmSAGOVCN ShrdSvr ALNG SubsVL MVL PerDvc	NVW-00001	Dyn365E For Sales FromSA GOVCN
Dyn365EFrSalesFmSAGOVCN ShrdSvr ALNG SubsVL MVL PerUsr	NVW-00002	Dyn365E For Sales FromSA GOVCN
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

APPENDIX B

This form is required upon rebate claim submission.

If Company is operating the Device Leasing Program the Company must complete this attachment.

This form is required upon rebate claim submission for the **FY21 SURFACE+ OFFER FOR MICROSOFT CUSTOMERS –WORLDWIDE (EXCLUDING AU, CA, UK, and US)**, valid July 1, 2020 through June 30, 2021.

All Terms and Conditions apply. Initial minimum sales quantity applies. Partner eligibility is available to all Surface Commercial Authorized Device Distributors with a valid authorization from Microsoft to operate a Device Leasing Program. Claims will only be considered if Distributor’s invoice for the Eligible SKUs is issued within the Term and the operational lease for the Eligible SKUs is initiated within the Term.

If Company is operating the Device Leasing Program directly, then Company must provide the following:

ADD to Reseller Invoice Date:	
ADD to Reseller Invoice #:	
Reseller Name:	
Leasing Company Name:	
End Customer Name:	
End Customer Organizational Email Domain:	
End Customer Country:	
PO Date:	
PO #:	
Disti Unique Case # (Optional):	
Promotional Claim Code:	
Surface+ Offer or Modern Work with Surface Offer?	
Eligible SKU:	
Units Transacted this period?	

If Company is operating the Device Leasing Program directly then Company must complete this attachment.

This form is required upon rebate claim submission for the **FY21 SURFACE+ OFFER FOR MICROSOFT CUSTOMERS –WORLDWIDE (EXCLUDING AU, CA, UK, and US)**, valid July 1, 2020 through June 30, 2021.

All Terms and Conditions apply. Initial minimum sales quantity applies. Partner eligibility is available to all Surface Commercial Authorized Device Distributors with a valid authorization from Microsoft to operate a Device Leasing Program. Claims will only be considered if Distributor’s invoice for the Eligible SKUs is issued within the Term and the operational lease for the Eligible SKUs is initiated within the Term.

If Company is operating the Device Leasing Program directly, then Company must provide the following:

ADD to Leasing Company Invoice Date:	
ADD to Leasing Company Invoice #:	
Leasing Company Name:	
End Customer Name:	
End Customer Organizational Email Domain:	
End Customer Country:	
PO Date (from Reseller to Leasing Company, if applicable):	
PO #:	
ADD Unique Case ID (Optional):	
Offer Claim Code:	
Surface+ Offer or Modern Work with Surface Offer?	
Eligible SKU:	
Units Transacted this period?	