

LENOVO HXpedite PROGRAM TERMS AND CONDITIONS

HXpedite is a unique Lenovo-Nutanix program designed to deliver the benefits of Nutanix Enterprise Cloud to your customers at extremely affordable price points, while enabling a smooth and profitable selling process for you, featuring an extended selection of pre-validated ThinkAgile HX appliances for the Nutanix Enterprise Cloud OS.

PURPOSE OF THE PROGRAM

Purpose of Lenovo HXpedite Program (the Program) is to enable the Lenovo channel in EMEA ThinkAgile enabled countries⁽¹⁾ to use Lenovo Partner Portal to quickly quote selected Lenovo ThinkAgile HX appliances to SMB and Mid-Market (MM) new customers. SMB and MM are defined as new account customers up to 1.000 employees and up to 100M\$ USD in annual revenue.

The Program will run from January 01st, 2020 through October 20th, 2020. Lenovo channel partners will be supported by the Lenovo Inside Sales Representatives (ISR) team.

HXpedite PROCESS

Lenovo HXpedite eligible models (see below) can be purchased via Lenovo Partner Portal. No Deal Registration (DR) will be required to submit a request for quotation.

Eligible models will be automatically priced from Lenovo Partner Portal, prior Lenovo ISR validation.

Any outstanding extra discount or appliance models request will be worked separately voiding the Program, hence it will undergo the standard Lenovo quoting process.

Lenovo is entitled to review for terms and conditions compliancy to the Program for submitted requests.

HXpedite ELIGIBLE PLATFORMS AND OPTIONS

- Platforms: Lenovo ThinkAgile Appliances HX2320, HX3320, HX3520-G and HX5520
- Quantity: a maximum of six (6) total nodes may be purchased by a customer under the Program conditions and in a single order. All additional purchases (node quantity

above six) will be purchased through Lenovo standard process (business as usual) out of the Program conditions.

- Ordering: max of 6 nodes have be purchased within one (1) single order.
- CPUs: any supported model limited to maximum count of 18 Core per CPU.
- Software: the Program includes Nutanix AOS, Files Mixed and Dedicated, Object Mixed and Dedicated. Configurations including any other Nutanix software will void the Program Terms and Conditions and will undergo the standard DR process and purchase.

GENERAL INFORMATION

For immediate assistance on a Lenovo-Nutanix HXpedite Program related opportunity, please refer to to your Lenovo authorized distributor.

For all other HXpedite Program-related questions, please email HXpedite@lenovo.com.

For additional sales resources, tools and more, visit the dedicated website at www.lenovohxpedite.com.

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NOTES

[1] : Lenovo Data Center Solution Configurator (DCSC) or Lenovo Partner Portal only allow ThinkAgile HX Appliance Series to be configured in supported countries