



The SANS Technology Unified Storage Upgrade Program 2016

TERMS AND CONDITIONS

These terms and conditions of SANS Technology Unified Storage Upgrade Program ("Program"):

Availability: The Program is available for end-user customers ("Customer") who previously purchased and own a Competitor System (defined below) located in a country where SANS TECHNOLOGY sells Syneto Storage arrays.

Offer: SANS TECHNOLOGY will offer Customer the current book value of the Competitor System as a "Swap Credit." The book value is limited to a 36-month depreciation window, as determined by SANS TECHNOLOGY.

Competitor System: Customer must replace an existing Unified Storage platform manufactured by one of the following (each a "Competitor System"): Dell, Hewlett-Packard, EMC, NetApp, Hitachi, IBM, Tegile, Pure Storage, Nutanix or another Supermicro-based Storage array (others will be considered on a case-by-case basis). Customer must also have exclusive ownership/clean title to the Competitor System.

Syneto Storage Purchase: Between October 15, 2015 and April 15, 2016 Customer must purchase an Syneto Storage array: (i) with twice (2x) the raw capacity as the Competitor System being replaced ("Replaced System"); and (ii) with similar specifications (other than raw capacity in 'i' above) in SANS TECHNOLOGY's judgment to the Replaced System as configured by the competitor-manufacturer at the time of its initial purchase by Customer. Enhancements later added to the Replaced System are not covered under the Program. Customer is required to relinquish possession of and title to the Replaced System to qualify. Failure to do so will result in a revocation or reversal of the swap credit, which Customer agrees to promptly repay. The Replaced System must be tendered to SANS TECHNOLOGY in proper working order.

Channel Partners: The Program is available via SANS TECHNOLOGY authorized resellers subject to prior written approval of swap credit and Replacement System by SANS TECHNOLOGY. Replacement System must also be pre-registered with SANS TECHNOLOGY, and its condition is subject to confirmation prior to acceptance by SANS TECHNOLOGY.

Other Terms: Program is void where prohibited. All times are Eastern US Time. Program is offered by SANS TECHNOLOGY or its applicable affiliates. Details and other limitations not specified will be determined by SANS TECHNOLOGY in its sole discretion. Failure to enforce a term shall not constitute a waiver by SANS TECHNOLOGY. Program is subject to change or cancellation by SANS TECHNOLOGY without notice.

Acceptance of Program Terms: These terms apply to Swap Credit issued or authorized by SANS TECHNOLOGY under the Program. By accepting the Swap Credit, Customer and its authorized reseller agree to these terms.

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