

Worldwide Indirect Sales Partner Webcast

Q&A

(External Version)

Session 1: APJ and EMEA Partner Webcast – December 11, 2018

1. **Will Gold partners get a better upfront discount than Authorized?**
 - A. *No, upfront discounts are contractual with Distribution or Direct Buy Partners.*
2. **Does the title "Premier Partner" not exist anymore?**
 - A. *That is correct. The new unified program introduces three membership levels - Authorized, Gold and Platinum.*
3. **Will ALL partners be required to sign a new contract if they already have one with HPE?**
 - A. *No, HPE contracts were assigned when we merged and are valid going forward. However, Stack B partners (i.e. Micro Focus pre-merger) did not require contracts previously and purchased through distribution. From a program perspective, this is changing. All Stack B partners will be issued new combined Tier 2 contracts to enable them to access the combined portal and program benefits. However, to minimize disruption, we will not enforce contractual requirements at the point of order for Tier 2 partners on Stack B at this point.*
4. **Is there an up to date document with this info I can share with companies that are interested in becoming partners?**
 - A. *Absolutely. Information has been sent out and links are attached to this communication for your reference.*
5. **What about partners that have direct partnership under ENTCO and MICROFOCUS?**
 - A. *Both Direct Buy agreements continue to be valid - we will in due course replace these with a single combined contract but no change is required at this point.*
6. **Are the partner certification requirement based on pr. country or region?**
 - A. *"Partner Certifications will be rolled up based on the newly introduced concept of partner territories.*

Partner Territories: A partner territory is a grouping of countries e.g. DACH, US/Canada, HLA. If a partner has multiple legal entities with Micro Focus contracts within a partner territory, we roll up revenue and certifications within a partner territory to calculate membership level requirements."

7. **Gold partner: will the current 2018 certifications (sales and technical) still be valid for next year?**
- A. *Yes absolutely. If you have valid sales and technical certifications today they will apply as we roll out the new program.*
8. **So, if you are gold in IT Ops, does this mean you are not gold for Identity? So, you cannot deal reg and identity opp unless you are an Identity Gold partner?**
- A. *That is correct. If you are Gold for IT Operations Management and not gold for Security, you will not be able to deal register a Security opportunity. Deal Registration is available to Gold and Platinum partners within the Product Group that they have qualified in.*
9. **Technical Certification = Presales Certification?**
- A. *Technical Certifications are both Pre-Sales Certifications and full implementation Certifications. A detailed certification criteria guide will be published in January.*
10. **Which certifications are required to become Network Operations Mgmt Portfolio Expert?**
- A. *You will need to attain two certifications of a new exam for NOM that we will be launching in February. More information on certifications will follow.*
11. **Since Deal Reg is a mandatory to get Micro Focus rebate, will Micro Focus new partner portal provide the "deal reg" access automatically when the partner access is applied?**
- A. *At least one person within every Gold and Platinum Partner Account will be provided with the ability to Deal Register. We have limitations on the number of "Full" Sales Force licenses we can provide but if you need additional users please do not hesitate to reach out to the partner operations teams and we'll be glad to help.*
12. **Is SABA available for access to all the partner programs authorized, gold and platinum?**
- A. *Yes, all partner users will have access to SABA. On-demand courseware and certifications are available free of charge to all partners - Authorized, Gold and Platinum.*
13. **Is Deal Reg required before the partner can receive a quotation from Micro Focus sales rep?**
- A. *When we introduce the new program, this will no longer be a requirement as Deal Registration is paid out as a back end rebate and is therefore disconnected from the quote creation process.*
14. **Will support be also counted into overall revenue?**
- A. *No. The revenue requirement of \$1m USD is on New Business sales only over the preceding 12 months.*

15. What upfront deal protection will you offer partners?

- A. *When multiple partners complete for the same business, we do not offer upfront deal protection as it is important to ensure price parity to the end customer. This is exactly where Deal Registration becomes invaluable. For Partner Sourced deals, only the first eligible partner will be approved ensuring maximum margin for that partner.*

16. Is there any rebate associated to Portfolio Expert?

- A. *Not at this point.*

17. Is Deal Reg required for MSP license model?

- A. *No, MSP deals are not eligible for Deal Registrations. The MSP business operates under a very different model and as such is not eligible.*

18. If partner has GOLD specialization ONLY on DCA & NOM, would they be entitled to DR on complete ITOM stack?

- A. *Gold status is applied across the entire Product Group - in this case ITOM - so yes, if you've achieved Gold status for IT Operations Management you can register DCA, NOM and any other ITOM product.*

19. For a global company, must each region fulfill the "gold requirements" with # of certifications? In your example all parts of the company was in US/Canada.

- A. *For companies that operation a Global Micro Focus COE like Capgemini, we offer a path to achieving global Gold Status within a Product Group. Please connect with your PBM and we'd be happy to take you through the detail.*

20. So if a partner brings a net new opp to deal reg and it needs special pricing the reseller will get 5% plus 10%?

- A. *For Gold, that is correct.*

21. Platinum status: is the \$ 1 M new business target required the same for all countries? Example: do you require the same amount in the States, in Switzerland?

- A. *Yes, the \$1m new, new business target for Platinum is consistent globally.*

22. If the approved partner source partner lost the deal to another competitor (who transact the Micro Focus license), will the approved partner still get the "partner source rebate?"

- A. *It's important to differentiate between "Partner Sourced Deal Registrations" and "Micro Focus Sourced Deal Registrations."*

For Approved Partner Sourced Deal Registrations:

The first eligible partner to deal register the opportunity is the only partner that will be

approved. If another partner fulfills the transaction but the initial partner can prove significant involvement through the sales cycle and beyond, we will flip the deal registration to a referral and ensure you are rewarded for your efforts.

For Micro Focus Sourced Opportunities:

We will allow multiple eligible partners the option to deal register the same opportunity. The partner that completes the transaction is the only partner that will get paid a rebate.

Long and short, register early to ensure maximum margin.

23. So, Attachmate deals cannot be registered? So, what's the point in being a Gold Partner in Host Connectivity?

A. We do not offer deal registration for products across the AMC group so I completely get your question. The short answer is that Gold Status opens up other benefits to the partner including MDF, 50 Support Entitlements annually and a much stronger sales relationship with Micro Focus.

24. Can Distribution Deal Reg for partners?

A. Absolutely, a lot of our distribution partners Deal Register on behalf of resellers and provide this as a key value add to their partners.

25. Will all gold and registered partners be required to transact their lodge and transact their opportunities via an authorized distributor?

A. The program does not stipulate how partners can purchase - this is governed by our contractual relationship with resellers. Direct Buy Partners can purchase direct from Micro Focus or through Distribution; Resellers must purchase through distribution.

26. How will distribution know who is an authorized partner before they quote?

A. Partners will not be setup in the Quoting System unless they have valid contracts.

27. What will happen to the existing Gold Partners after this update?

A. No change until March 01, 2019. From March 01, the new program rules will apply - however, if you are a Gold partner today, you will have already achieved the necessary 2 sales and 2 technical certifications and as such will be grandfathered into the new program as Gold.

28. Can a partner do Gold specialization beyond 1 product group for example ITOM & Security. Does he need to have 4 sales & 4 pre-sales certified people or, same ITOM sales person can get himself certified on Security?

A. The Program requires two sales and two technical certifications per product group. These can be taken by the same person across product groups - so yes, in principle you need a minimum of two people but can achieve Gold status in both ITOM and Security.

29. **My company - DATA Technologies - is MF partner based in Latvia / EMEA. The country has been covered by franchise based in Poland. Will franchise setup remain in place or MF will cover Latvia (and other Baltic countries) directly?**

A. *There is no change to the current franchise model.*

30. **How come MF sells license maintenance renewal directly, not only without partners, but in competition with partners? We tried to sell maintenance renewal, but were undercut by Micro Focus, who bid for the renewal under our buying price (specified by MF itself). We were told that this is company policy. If that's the case, what is partner incentive to keep MF solution in the customer environment?**

A. *I'm sorry to hear this - it is definitely NOT Micro Focus policy. In general, we renew support with the same partner who sold the license unless the customer requires a different route to market OR we find that the renewal is not managed appropriately by the partner. (I.e. timely response, poor renewal rate).*

31. **Does the standard contractual pricing stay the same – what is it?**

A. *Upfront discounts are contractual and offered to both Distributors and Direct Buy Partners. If you are a direct buy partner, please connect with your PBM who would be happy to take you through the detail.*

32. **Where can be found the MSSP Program? (Svetlin Lordanov - Escom-bg)**

A. *We will send you a copy of the MSSP program and connect you with your PBM. Thank you for your interest.*

33. **Currently on Stack B program if you are Gold you only need 5 x sales accreditations. You do not need technical to get deal reg. Moving forward we know that they will take the sales accreditations, but does that mean that they need to get technical accreditations to remain a Gold partner on the new program?**

A. *That is correct - going forward we will not offer a partner tier that is driven off Sales Certifications alone. Gold membership requires 2 sales certifications and 2 technical certifications within each Product Group.*

34. **If Partner A registers deal + source bonus, could Partner B register deal bonus? If Partner B wins the deal, will Partner B receive Deal Registration bonus? Considering both are Gold partners.**

A. ***For Approved Partner Sourced Deal Registrations:***

The first eligible partner to deal register the opportunity is the only partner that will be approved. If another partner fulfills the transaction but the initial partner can prove significant involvement through the sales cycle and beyond, we will flip the deal registration to a referral and ensure you are rewarded for your efforts.

So in this particular example, Partner A would be rewarded with a Referral. Partner B is not eligible.

35. Hi, I would like to know, if I am a Gold Partner for ADM and ESP, do I need to reach \$1m in each portfolio in order to become Platinum or can I achieve 0.5 million in each?

A. To achieve platinum status for ADM and ITOM, you need 2 sales and 2 technical certifications within each product group and you need a total of \$1m USD in new business sales across all product groups. So in the example you cited, as long as you have \$1m in new business sales with Micro Focus you will be Platinum for both ADM and ITOM.

36. The current Micro Focus portal is under maintenance! How long is this for and how do we access current online training?

A. I'm sorry you had an issue accessing the portal - there was no planned outage at the time of the webcast. Please let us know if you still have an issue.

37. How much rebate can we get for PSB and referral with respect to Partnership?

A. "For Gold Status partners: Partner Sourced Deals = 20% (contractual discount) // 15% (special pricing)."

38. When do current Business Partners that fulfill License requirements for the new Gold Partnership, but not the current threshold requirement, gain the opportunity to apply for Market Development Funds?

A. From March 01, 2019 when the new combined program is launched, there is no revenue threshold to achieve Gold status. Provided you have Gold status, you will be eligible to apply for MDF support. Please note, MDF is awarded on activity merit (expected ROI) on a first come first serve basis.

39. Is the Tech certification exam online or on the education center?

A. All examinations are online and can be taken in SABA via the partner portal.

40. If we are a Gold Partner in one product group, is it possible to be an Authorized Partner in another group at the same time?

A. Yes, your Reseller Agreement with Micro Focus enables you to sell almost all products and brings you into the program as an Authorized Partner. If you achieve Gold status for ITOM as an example, you are authorized to sell Security but will only receive Gold membership benefits within ITOM.

41. Right now there are many logins. I have a partner portal and a passport login. I am always facing a lot of issues with my login. Access to documentation and software has been very painful. Will the login be merged in the near future?

A. *I completely understand your frustration – from March 01, 2019 we are unifying our SSO tools to our own product Micro Focus Access Manager. We expect all of these issues to be resolved by then. Thank you for your patience.*

42. As Micro Focus Partner, do we get any discounts for sales force licenses in future?

A. *I'm afraid not...but we can definitely offer you a discount on Micro Focus licenses.*

43. How already existing Deal Regs handled?

A. *When the new program cuts in on March 01, 2019 all deal registrations will move to comply with the new program. That said, we are committed to ensuring minimum disruption so if you feel impacted in any way, do reach out and we will review requests on a case by case basis.*

44. What happens if you have a customer wanting licenses immediately? For instance, existing customer who need licenses in less than 15 days.

A. *The system is setup to automatically disqualify rebates if the order is placed less than 15 days from when the Deal Registration was submitted to encourage partners to register early. As a public company, it is critical that we have clear insight into our pipeline and can forecast our close accurately. That said, we know "blue bird" deals do come in that could close in under 15 days - if this is the case, do reach out before the deal closes and we'll review your case individually.*

45. Can a Gold Partner register a deal for any product or only according to achieved accreditations?

A. *Gold Partners can only register deals for products within the Product Group they have achieved Gold Status in.*

46. Any rebates / MDF accruals for Host connectivity products like Attachmate Reflection or RUMBA etc.?

A. *We do not offer deal registration for products across the AMC which includes Reflection and Rumba. However, Gold Status opens up other benefits to the partner including MDF, 50 Support Entitlements annually and a much stronger sales relationship with Micro Focus.*

47. Is there a partner event scheduled January 2019 in Barcelona?

A. *I'm afraid not - the next big event is Micro Focus Universe 2019 in Vienna, Austria.*

48. How often do you update you pricelist with distribution?

A. *The answer depends on new product introduction and pricelists are updated on a quarterly basis - but in general, we update pricelists once a year at the start of every fiscal in November.*

49. If a customer deals with an Authorized partner who cannot register a deal, can a Gold Member come in on the 11th hour and take the deal because they can register?

A. *In principle yes, but I would expect that a Gold partner would only be able to swoop in at the last minute because they are seen as more capable by the customer rather than purely down to margin. We've really simplified program requirements and I would strongly urge all Authorized partners to look at investing into enablement to firstly build out capability but also to achieve Gold status and prevent this scenario from happening.*

50. There appears to be some conflicting information about Gold partners and required revenue. Can you please verify that there are no revenue requirements to be designated Gold? The info I had before the presentation mentioned a \$15 million minimum new business requirement.

A. *We have removed all revenue requirements for Gold membership. Partners need to achieve 2 sales and 2 technical certifications within a Product Group and will be upgraded to Gold Status. For Platinum, there is an additional requirement of \$1m in New Business sales across all product groups.*

Session 2: AMS and EMEA Partner Webcast – December 11, 2018

1. Will the sub brand names be replaced with Micro Focus branding?

A. *Yes, from a branding perspective all companies acquired will be replaced by the Micro Focus brand. However, we maintain 'Product Names' to maintain continuity.*

For Example:

- *Mercury LoadRunner = Micro Focus LoadRunner*
- *Borland Silk = Micro Focus Silk*
- *ArcSight = Micro Focus ArcSight*

2. Does slide 6 denote that \$1M total bookings equals Platinum for ALL product groups that Gold requirement is met? Today we have mixed status for ADM, ITMO, and Security.

A. *That is correct. Revenue for our Platinum tier covers all 6 Product groups. So if you have achieved \$1m in new business bookings over the preceding 12 months you will be eligible for Platinum status provided you have a formal business plan jointly developed and signed off by Micro Focus. Platinum status will be awarded to all product groups where "Gold" status is achieved i.e. have 2 sales and 2 technical certifications within the product group. Once Platinum status is awarded, the partner will retain Platinum Status for the fiscal year, provided their certifications remain up-to-date.*

3. Are the current Technical and Sales Certifications going to still be valid or will there be new certifications? If the latter, when must certs be completed to keep our current partner level?

A. *All certifications that currently count towards either Partner Program will be valid as we go forward. When we introduce the new program, if significant improvements have been made to courseware and certifications, partners will have 12 months' notice to re-certify and clear guidance will be provided. More information on this will follow at launch.*

4. Will any partners be grandfathered in on Platinum level?

- A. *The new revenue threshold for Platinum of \$1m in overall new business is a very important metric. For existing Platinum partners, your regional team will engage with you in the run up to launch to talk this through in more detail.*

5. Is there any limit to Gold partners? How many Gold Partners are allowed per country?

- A. *There are no restrictions on the number of Gold partners within a country. Honestly, this would be a fantastic problem for us to solve when we get there - we do not have very many "Gold" or "Platinum" partners especially when benefits are awarded by product group AND by partner territory.*

6. Partner Investment in 2 x Sales and 2 x Technical Resources, dedicated to the Micro Focus Portfolio (in our case ADM) would be circa 300K per annum. We would need to drive circa €1.5m in Revenue to cover costs. To justify the investment and get a reasonable return we would need to drive €5-6m in Revenue. This is more than the Micro Focus Country Number for Software in Ireland.

- A. In our opinion, the requirement to achieve to 2 sales and 2 technical certifications is very reasonable. To be clear, there is no requirement for dedicated resources to be applied and in most cases partners already have resource that is skilled within specific Micro Focus product so it's simply a case of validating this knowledge so we can certify the individuals and provide your company with Gold benefits. We are of course happy to engage with you to see how we can enable your resources in the most cost effective manner possible.

7. Why were some of the older versions of web based training archived? Example: Service Manager 9.5?

- A. The honest answer is brand restrictions --- all content had to be rebranded Micro Focus and it made sense for us to invest our enablement dollars into building content based on current product. If you have a need for training on order products please engage with our Partner Enablement organization to see what may be possible.

8. Is partner authorization or US and Canada or are separate authorizations required?

- A. "It's important to differentiate between "Contractual Authorization" and how the program rolls up "Partner Territories."

Contractual Authorization: When you signup to be a Micro Focus partner, the territory that is granted is typically the country from where your legal entity is based. Cross border transactions have different legal, tax and business implications. As such, separate authorization is required.

Partner Territories: A partner territory is a grouping of countries e.g. DACH, US/Canada, HLA. If a partner has multiple legal entities with Micro Focus contracts within a partner territory, we roll up revenue and certifications within a partner territory to calculate membership level requirements."

9. Is the USD \$1M requirement for Platinum the same for all geographies?

- A. *Yes, to achieve Platinum Status the requirement of \$1M USD in annual New Business is globally consistent.*

10. For published customer RFP, how deal registration works?

- A. *Deal Registrations are typically not approved for published customer RFP's until the contract has been awarded.*

11. What if a partner registers an opportunity first but loses the opportunity... how is this handled, if another partner that lost the opportunity to register the deal wins the opportunity?

- A. *It's important to differentiate between "Partner Sourced Deal Registrations" and "Micro Focus Sourced Deal Registrations"*

For Approved Partner Sourced Deal Registrations:

The first eligible partner to deal register the opportunity is the only partner that will be approved. If another partner fulfills the transaction but the initial partner can prove significant involvement through the sales cycle and beyond, we will flip the deal registration to a referral and ensure you are rewarded for your efforts.

For Micro Focus Sourced Opportunities:

We will allow multiple eligible partners the option to deal register the same opportunity. The partner that completes the transaction is the only partner that will get paid a rebate.

Long and short, register early to ensure maximum margin.

12. Is an authorized partner eligible for Sourced benefits, or does it only apply to Gold/Platinum level?

- A. *All Deal Registration and Referral benefits are available only to eligible Gold and Platinum Partners.*

13. Hello - is there any free product use for partners? Some manufacturers have a Program for Partners to use for production use for free, or is there a significant discount for partners?

- A. *We offer our partners Free of Charge product for Demonstration / training purposes as part of the program. We will be reviewing our policies for partner use of software in production for Internal use over the next few months and will come back to you but in the meantime, please reach out to your PBM with your specific use case and we'll definitely look at what is possible.*

14. Can you explain upfront margin levels?

- A. *Upfront discounts are contractual and offered to both Distributors and Direct Buy Partners. Please connect with your Distribution PBM who will be happy to take you through the detail.*

15. Will there be a different session for VADs?

- A. *Yes, we are simultaneously rolling out a new Distribution Program. Please connect with your Distribution PBM.*

16. Will the rebate be paid in cash to the partner?

- A. *Yes, all rebates will be paid out as back end benefits. We will wire-transfer the rebate to your approved bank account ~60 days after the deal is closed.*

17. What if deal is sourced by a partner then another partner wins (maybe due to less service cost), will first partner receive the sourcing benefit?

- A. *It's important to differentiate between "Partner Sourced Deal Registrations" and "Micro Focus Sourced Deal Registrations"*

For Approved Partner Sourced Deal Registrations:

The first eligible partner to deal register the opportunity is the only partner that will be approved. If another partner fulfills the transaction but the initial partner can prove significant involvement through the sales cycle and beyond, we will flip the deal registration to a referral and ensure you are rewarded for your efforts.

For Micro Focus Sourced Opportunities:

We will allow multiple eligible partners the option to deal register the same opportunity. The partner that completes the transaction is the only partner that will get paid a rebate.

Long and short, register early to ensure maximum margin.

18. Do you still submit a requested MDF amount for 6 months, or is this MDF assigned based on partner status?

- A. *All Gold and Platinum Partners can apply for MDF support. We manage the MDF budget half yearly but do not assign a specific amount to any partner. MDF requests are approved on merit (potential ROI) on a first come, first serve basis.*

19. As per the new geographies, can a partner register in one country sell to any other country located in the same territory?

- A. *It's important to differentiate between "Contractual Authorization" and how the program rolls up "Partner Territories":*

Contractual Authorization: *When you signup to be a Micro Focus partner, the territory that is granted is typically the country from where your legal entity is based. Cross border transactions have different legal, tax and business implications. As such, separate authorization is required.*

Partner Territories: *A partner territory is a grouping of countries e.g. DACH, US/Canada, HLA. If a partner has multiple legal entities with Micro Focus contracts within a partner territory, we roll up revenue and certifications within a partner territory to calculate membership level requirements.*

20. We used to submit a requested MDF amount for activities and then waited on what was approved. How has this process changed?

- A. *The MDF process has not changed. Please submit your MDF activity request and wait for approval prior to execution. Once you have executed the activity, please submit your claim and we endeavor to pay you ~30 days from when the claim is approved.*

21. Are the stacked discounts that were shown the total of discounts given, or are they on top of a standard, baseline discount? So for Platinum, is it a mx of 25%, or is it an additional 25% on top of a base level percentage?

A. *Deal Registration discounts are in addition to contractual discounts that are provided front-end. Deal Reg is based on the Net Order value to Micro Focus and pay out as a back end rebate.*

22. To confirm these benefits will only be for Micro Focus portfolio and excludes SUSE?

A. *That is correct. SUSE maintains and manages a separate partner program.*

23. Could you please repeat at what level you need to be to show up on the partner portal?

A. *All partners - Authorized, Gold and Platinum will have access to the partner portal. If you are referring to the partner locator, again, all partners will be visible but ranked by medallion level - i.e. Platinum appears first, then Gold, then Authorized.*

24. If a deal is registered and an order materializes in under 2 weeks, will the rebate still be approved?

A. *The system is setup to automatically disqualify rebates if the order is placed less than 15 days from when the Deal Registration was submitted to encourage partners to register early. As a public company, it is critical that we have clear insight into our pipeline and can forecast our close accurately. That said, we know blue bird deals do come in that could close in under 15 days - if this is the case, do reach out before the deal closes and we'll review your case individually.*

25. I'm assuming MF Government Solutions will have their own program. Is that accurate? Connected to that, how would license revenue sold to Government customers accrue with other commercial deals?

A. *Micro Focus Government Solutions is now a completely separate business and as such has their own partner program. License revenue sold through Micro Focus Government Solutions is therefore separate and does not count towards the Platinum Revenue threshold.*

26. Do Authorized partners have access to deal registration?

A. *All Deal Registration and Referral benefits are available only to eligible Gold and Platinum Partners.*

27. 5 days to approve a deal registration? How can we provide a price quote without understanding what our total margin is? (Up front rebates allow us to be more nimble)

A. *The SLA that we are committing to on Deal Reg approval is 3 days for deals <\$500k and 5 days for deals >\$500k. More often than not, we approve deal registrations far quicker. If you have a deal that requires an urgent quote, please engage with the team and we will push hard to turn around approvals as quickly as we can.*

28. We are a Premier Partner/Solution Provider in all "Novell Heritage" product lines (4 of them). We appear to be able to start at the Gold level but will work to arrive at Platinum. However, with a DIRECT SALES group in place how are we to expect they will SHARE deals to help companies like mine arrive at \$1m in NEW business in a 12-month period. Why is there a Direct Sales group at all, if you are trying to build a valid partner program?

A. As one of the largest pure play software vendors, our customers demand direct access to Micro Focus but this should not put the Direct Sales Team in competition with partners. Partners extend our reach and coverage - and our direct team is paid both on direct and indirect deals to minimize conflict. Micro Focus cannot succeed if you are not successful!

29. We have a partner status with SUSE - will that be relevant to Micro Focus, or will it be used by SUSE?

A. SUSE maintains and manages a separate partner program but we'd be delighted to engage with you and welcome you into the Micro Focus partner ecosystem.

30. Can a distributor deal reg for a partner?

A. Absolutely, a lot of our distribution partners Deal Register on behalf of resellers and provide this as a key value add to their partners.

31. Is the disti selected by the partner when registering a deal and is then quoted only by that disti?

A. Yes, a partner must select a Distributor when creating an opportunity to deal register. This opportunity is then used to create a quote which is then locked to the Tier 1 distributor.

32. Does Storage/Simplivity fit in this?

A. I'm afraid not, storage and Simplivity are hyper converged products sold by HPE and not Micro Focus.

33. Will rebates paid out on currently registered opportunities that close after 3/1 be paid out on the current program or the new program?

A. When the new program cuts in on March 01, all deal registrations will move to comply with the new program. That said, we are committed to ensuring minimum disruption so if you feel impacted in any way, do reach out and we will review requests on a case by case basis.