

## Campaign Terms & Conditions

The Citrix – Microsoft Virtualization Partner Campaign is open to Systems Integrators (SIs) Large Account Resellers (LARs), and Value Added Resellers (VARs) based in the United States. Partners must be enrolled in the Citrix Partner Network and the Microsoft Partner Program to participate. The campaign begins on July 13, 2009 and ends on June 30, 2010. Partners that complete the required training outlined in the campaign will be eligible to apply for Virtual Desktop Infrastructure (“VDI”) Proof of Concept funds\*. POC funds will be distributed while supplies last.

\*Eligibility requirements for POC funding for qualified opportunities include:

- Partner must attend Microsoft Citrix Desktop Virtualization 2-DAY Training
- Microsoft PSP management or Citrix Partner Management
- Commitment to share revenue and pipeline data as outlined in POC Approval Process below
- Qualified Opportunity must include all of the following:
  - A minimum of 500 potential VDI seats
  - Software revenue pull-through: \$50,000 Citrix + \$50,000 Microsoft
  - VDI product offering
    1. Microsoft: VDI Suite, Hyper-V, SCVMM, App-V
    2. Citrix: XenDesktop on Hyper-V, Citrix Essentials on Hyper-V
  - In both Microsoft and Citrix Customer Relationship Management (CRM) systems: at 60% sales stage (or higher)
  - US only (non-US accounts by exception)
  - Preference to customers willing to provide evidence
  - Entered in Microsoft BIF tool

### POC Approval Process

- Opportunity must meet Qualified Opportunity Profile Requirements listed above
- Opportunity must be entered into Citrix and Microsoft Deal Registration Systems
- Deal Validation must be performed by Citrix & Microsoft Partner Managers
- Opportunity must be at 60% Sales Stage or higher in both Microsoft and Citrix Customer Relationship Management (CRM) systems
- Enterprise or Mid-Market Accounts as defined by Microsoft and Citrix
- \$10,000 per eligible POC (award could be less or greater than this amount based upon overall opportunity value and discretion of the POC Funding Approval team), which will consist of one representative from each company. Decision will be based upon size and strategic importance of the opportunity.