



Try & Buy Program Terms and Conditions

PLEASE READ THESE TERMS AND CONDITIONS WHICH SUPPLEMENT THE TERMS OF YOUR APPLICABLE ORDERING AGREEMENT WITH EMC. IF YOU DO NOT ACCEPT THESE ADDITIONAL TRY & BUY PROGRAM TERMS AND CONDITIONS, YOU WILL NOT BE ENTITLED TO OBTAIN PRODUCTS THAT ARE SUBJECT TO THE TRY & BUY PROGRAM.

1. TRY & BUY PROGRAM STRUCTURE

This program offers You the opportunity to buy the specific VNXe configurations as posted on EMC's Powerlink website ("Try & Buy Products"), and allows your customers to use them for up to forty-five (45) days from shipment by EMC (the "Try & Buy Period") before deciding to keep or return them without charge. EMC retains the right to change or terminate this campaign at any time and without prior announcement.

Only EMC authorized resellers may take part in the program. Availability of Try & Buy Products may be limited.

Unless noted, Try & Buy Products come with standard EMC warranty support for the Try & Buy Period. You are responsible to EMC for loss, theft, or damage to the Try & Buy Products during the Try & Buy Period.

2. REGISTERING OPPORTUNITIES UNDER THE PROGRAM

You can apply for the Try & Buy program with respect to a qualifying, pre-approved sales opportunity by submitting a request along with a Channel Xpress quote, to the EMC Partner Support Center. EMC shall review the request along with the Channel Xpress quote and the pool of eligible products. **If the application is approved for Try & Buy, the Channel Xpress quotation will indicate that Your submission of the quote as an order in Channel Xpress evidences Your acceptance of these Try & Buy Program Terms and Conditions.** You will not be invoiced for any approved Try & Buy Product order until expiration of the forty-five (45) day Try & Buy Period.

3. RETURN REQUESTS AND CONDITIONS FOR RETURNS

EMC only accepts complete and undamaged returns that are in the original packaging and with all original components to EMC.

The application to return the Try & Buy Product must be made within the forty-five (45) day Try & Buy Period. You shall contact the EMC Partner Support Center prior to scheduling any return. Instructions for the return will be provided by EMC.

Once a return is approved, You are responsible for its arrival within ten (10) days and for any charges related to crating and shipping. You also have the risk of loss related to any damage to the Try & Buy Products prior to receipt by EMC at the applicable EMC manufacturing facility **If the product is not received by EMC during this ten (10) day period, or is received in damaged condition, EMC will invoice you for the sales price of the product and you are responsible for the payment of such invoice.**