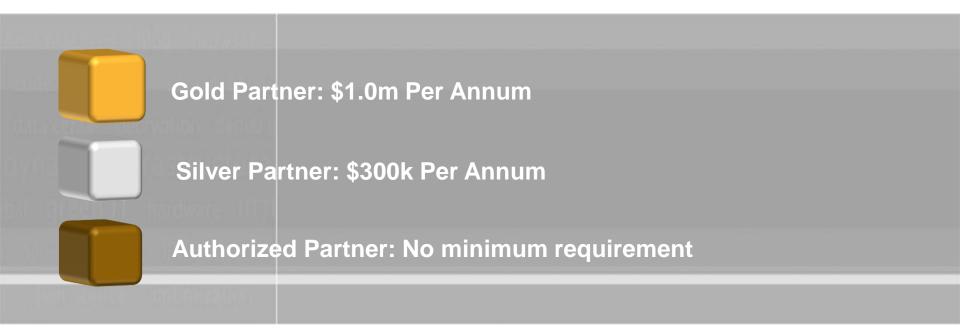
## APAC Revenue Requirements by Partner Tier





## Partner Sales and Pre-Sales Qualification Requirements

BIG-IP & ARX requirements need to be met Silver Gold separately F5 Sales Accreditation & F5 Architecture Whiteboarding capability 4 (participation in available online Training via the PRC) F5 Technical Sales Accreditation & 4 F5 Architecture Whiteboarding capability (participation in available online Training via the PRC) **Certified Pre-Sales Resources (Prometric test) Certified Technical Specialist** (Post Sales/Consulting) **Demo Unit Investment** (BIG-IP 3900 & ARX)

## **Partner Discount Structure**

