

# APAC Revenue Requirements by Partner Tier



**Gold Partner: \$1.0m Per Annum**



**Silver Partner: \$300k Per Annum**



**Authorized Partner: No minimum requirement**

# Partner Sales and Pre-Sales Qualification Requirements

BIG-IP & ARX requirements need to be met separately

	Silver	Gold
<b>F5 Sales Accreditation &amp; F5 Architecture Whiteboarding capability</b> (participation in available online Training via the PRC)	2	4
<b>F5 Technical Sales Accreditation &amp; F5 Architecture Whiteboarding capability</b> (participation in available online Training via the PRC)	2	4
<b>Certified Pre-Sales Resources (Prometric test)</b>	1	2
<b>Certified Technical Specialist (Post Sales/Consulting)</b>	1	1
<b>Demo Unit Investment (BIG-IP 3900 &amp; ARX)</b>	1	2

# Partner Discount Structure

