StrongBox Hardware Program

The StrongBox program makes cost-effective evaluation units available to F5 UNITY Partners, helping them drive business, close sales, and increase customer satisfaction.

F5 UNITY Partner Program

Improve Customer Satisfaction with F5 StrongBox Program

With F5's StrongBox program, Unity Partners have the ability to offer customers a chance to test drive F5's products before they buy. The StrongBox program gives you:

Complete Flexibility

The units can be individually tailored for the evaluation to accommodate the unique needs of each customer. Once the evaluation is complete, the box can be refreshed, relicensed, and reused for the next customer.

Low Cost

Strongbox units are priced at F5's hardware cost, making them very affordable. A new customized software license key can be issued for each evaluation, based on the customer's needs. Each Strongbox comes with three years of free hardware and software maintenance.

Great ROI

Because you own the StrongBox unit you purchase and it can be reconfigured and reused, it provides a great return on investment. Providing evaluation units to your customer can also make you eligible for extra margins through Partner Value Discounts. Units often pay for themselves after just one sale.

The StrongBox Sales Cycle

Step 1: Partner purchases StrongBox unit(s).

Step 2: Partner completes online prospect evaluation request form at https://strongbox.f5.com, requesting a 30- or 45-day license.

Step 3: Partner receives an evaluation key via email from the F5 license server.

Step 4: Partner activates the StrongBox license at prospect's site. The 30- or 45-day time clock starts.

Step 5: Evaluation cycle ends, and:

- Customer purchases F5 solution. Partner replaces the StrongBox with a live product.

- Customer does not purchase F5 solution. Partner removes the StrongBox and requests a new evaluation key for the next prospect.

- Partner requests an extension of the evaluation period. If the evaluation period is not extended, the StrongBox unit will deactivate.

StrongBox Program Rules

Availability
StrongBox units are available for approved F5 Unity Partners only. Partners may purchase StrongBox based on product availability.

What's Included
Purchase includes hardware and cables. Strongbox units are shipped without license keys and can be activated online.

StrongBox Authorized Users
Each StrongBox unit purchased is tied to a specific partner location ("ship to" address listed on the PO). Only authorized individuals from the Partner company will be able to request license keys from the Strongbox licensing site. To become a authorized user of a StrongBox, you must submit the individuals full name, phone number, email address and serial number of the StrongBox(es) to StrongBox@f5.com.

StrongBox Activation
- Complete the online evaluation form at: https://strongbox.f5.com.
- Choose the software modules to evaluate.
- Choose an evaluation time-out period of 30 or 45 days.
- An evaluation license key will be sent to the email address specified.
- At the end of the evaluation period, the unit will deactivate.

Support
- F5 Field Sales Engineers will address your StrongBox questions. Please use the Field Sales Engineers before calling support.
- Support is available for three years from the shipment date. Only authorized Partner SEs can receive support.
- Standard service includes three-year access to 5x10 technical support, Ask F5, software updates, and advance overnight hardware replacement.

Manipulating the Evaluation Process
- Attempts to manipulate the evaluation process will result in loss of StrongBox functionality.
- Alterations made to a StrongBox will result in termination of the evaluation and participation in the StrongBox Program.
- Units can only be reset by F5.

Upgrade and Trade-in Policy
If F5 releases a new hardware platform, you cannot return or trade-in your existing StrongBox as units are sold at cost. Because a single sale from a StrongBox implementation provides instant ROI, you will not lose revenue if a platform is end-of-lifed. If you have questions about upcoming platform changes, please email StrongBox@f5.com.

F5 Networks, Inc. 401 Elliott Avenue West, Seattle, WA 98119   888-882-4447   www.f5.com

Americas
info@f5.com