

FY25 Q2 Surface AGI

For Platinum, Gold, and Silver Resellers Supplemental Incentive Terms and Conditions

These FY25 Q2 Surface AGI for Platinum, Gold, and Silver Authorized Resellers – Supplemental Incentive Terms and Conditions (these “**Supplemental Incentive Terms**”) describe the additional terms, conditions and requirements that apply for participating Microsoft resellers (each, a “Participant”) to earn Incentive payments in connection with the FY25 Q2 Surface AGI for Platinum, Gold, and Silver Authorized Resellers (“**Surface AGI**”).

INCENTIVE DEFINITIONS: The Surface AGI is part of and subject to the FY25 Surface Authorized Reseller Incentive Guide (the “**Guide**”) and the Participant’s Microsoft AI Cloud Partner Program Agreement. Capitalized terms used but not defined in these Supplemental Incentive Terms have the meanings assigned to them in the Guide. In the event of a conflict between the Guide, the Microsoft AI Cloud Partner Program Agreement and these Supplemental Incentive Terms, these Supplemental Incentive Terms shall control with respect to the Surface AGI. Participation in the Surface AGI constitutes Participant’s agreement to these Supplemental Incentive Terms.

TERM: The qualifying term during which Surface AGI may be earned starts on **October 1, 2024, and ends on December 31, 2024.** (“**Program Term**”).

TERRITORY: The Surface AGI may be earned in the territory designated in the Addendum (“**Territory**”).

PAYMENT TERMS: Payments of Surface AGI will be made to Participant by Microsoft within forty-five (45) days after the end of the Program Term. Participant’s achievement of the applicable Surface AGI targets and earnings will be visible in the Partner Center Dashboard. Participants can track their revenue/growth target attainment by working with their PDMs who have access to the Program Dashboard. Unless otherwise stated, any payment to Participant under this Program is independent of any other Microsoft incentive program. Surface AGI is paid based on the revenue of Eligible Products sold through to customers during the Program Term and based on the Incentive Reference Price of the Eligible Products, net of any returns. Microsoft’s monthly foreign exchange rate is the mid-rate published by Thomson Reuters (typically) two days prior to the preceding month end at 4:00pm GMT. The foreign exchange rate used to calculate Surface AGI earned in a particular quarter will be the exchange rate for the first month of that earning quarter. So, for example, October exchange rates will be applied to October through December sales. Any Surface AGI accumulated or paid on units that are subsequently returned will be deducted in the pay period in which the returned units are received by Microsoft.

Detailed Program Requirements and Incentive Calculation

Eligible Partner Type	<p>The Participant must have met all of the following criteria by September 15, 2024, to be eligible to earn Surface AGI for FY25 Q2:</p> <ul style="list-style-type: none"> • Have an active Microsoft AI Cloud Partner Program Agreement and remain in compliance with the Guide and these Supplemental Incentive Terms. • Have met the minimum revenue & training eligibility criteria for Platinum, Gold or Silver status in the Reseller Alliance Program. • Have an active ADR or DMP contract with Microsoft. • Participant must be enrolled in MCI (Microsoft Commerce Incentives) in Partner Center with a Payment & Tax Profile for the “DeviceResellerCoop” and “DeviceResellerRebate” Earning Types. For more information on enrollment visit https://docs.microsoft.com/partner-center/ • Provide any required banking information, including account number(s), to Microsoft (or the third-party payment vendor authorized and designated by Microsoft) for the purpose of receiving Incentive Payments under this Program. • Provide any required reporting to Microsoft (or its designated third party). 	
Comparison Period	<p>The Comparison Period is FY25 Q2 vs FY24 Q2. If FY24 Q2 revenue is lower than the threshold for the Participant’s Platinum, Gold or Silver tier in the Reseller Alliance Program, a minimum baseline will be applied:</p> <ul style="list-style-type: none"> • Silver Resellers: The lowest baseline is 25% of the threshold for Silver in the market the Participant operates. • Gold Resellers: The lowest baseline is 25% of the threshold for Gold in the market the Participant operates. • Platinum Resellers: The lowest baseline is 25% of the threshold for Platinum in the market the Participant operates. 	
Comparison Period Growth Target	<p>Refer to Addendum provided by your PDM. If you did not receive your target by October 31, 2024, email your PDM or open a support ticket in Partner Center using this link: https://partner.microsoft.com/en-US/support/?stage=1 and select “Incentives” as the category when submitting the request.</p>	
Eligible Products	<p>Microsoft Surface PC Products, Protection Plans, and related accessories specified in the Guide (excluding Surface Hub, Demo SKUs, B SKUs, Partner Business Use Program (PBUP) SKUs).</p>	
Eligible Products for Performance Booster	<ul style="list-style-type: none"> • Surface Laptop6 13in I5/16/256 • Surface Laptop6 13in I7/16/256 • Surface Laptop6 13in I7/16/512 • Surface Laptop6 13in I7/32/512 • Surface Laptop6 15in I7/16/256 • Surface Laptop6 15in I7/16/512 • Surface Laptop6 15in I7/32/512 	<ul style="list-style-type: none"> • Surface Pro10 I5/16/256 • Surface Pro10 I7/16/256 • Surface Pro10 I7/16/512 • Surface Pro10 5G I5/16/256 • Surface Pro10 5G I7/16/256
Surface AGI Payout Rate	<p>See Surface AGI table below</p>	
Minimum Payout	<p>\$200</p>	

Maximum Payout	For Gold & Silver Resellers: 120% CAP on growth target by the participating Reseller <i>Example: if the Growth Target is \$1,000,000 USD, then the max payout is \$1,000,000*120%*2%=\$24,000 USD</i>	For Platinum Resellers: 140% CAP on growth target by the participating Reseller <i>Example: if the Growth Target is \$1,000,000 USD, then the max payout is \$1,000,000*140%*2%=\$28,000 USD</i>
Maximum Payout on Performance Booster	No cap	
Eligible Baseline Period	12:00:01 AM PT on October 1, 2023 - 11:59:59 PM on December 31, 2023	
Eligible Incentive Period	12:00:01 AM PT on October 1, 2024 - 11:59:59 PM on December 31, 2024	

Surface AGI Table

Attainment Range	Payout %	Comparison Period	Q2 Growth Target	Max Payout	Payment Date for Q2 Payment
70%-89.9%	1% on Performance Booster revenue	FY24 Q2	Refer to Addendum	No cap on the Performance Booster earnings	Paid out 45 days after Q2 if Q2 Growth Target is attained
90%-99.9%	1% on all Eligible Products + 1% on Performance Booster revenue	FY24 Q2	Refer to Addendum	Gold/Silver: 120% of Q2 Growth Target; Platinum: 140% of Q2 Growth Target; no cap on the Performance Booster earnings	Paid out 45 days after Q2 if Q2 Growth Target is attained
100%+	2% on all Eligible Products + 1% on Performance Booster revenue	FY24 Q2	Refer to Addendum	Gold/Silver: 120% of Q2 Growth Target; Platinum: 140% of Q2 Growth Target; no cap on the Performance Booster earnings	Paid out 45 days after Q2 if Q2 Growth Target is attained