North American ISG Channel Quarterly Promotions

DELLTechnologies

PARTNER PROGRAM

Why Tailor Made?

The best-selling Servers, Storage and Networking systems always priced competitively to the market

- ☑ TOP SELLERS
- ☑ FLEXIBILITY
- ☑ EASY TO ORDER

- ☑ CUSTOMIZABLE
- ☑ COMPETITIVELY PRICED
- ☑ INDUSTRY LEADING PRODUCTS

Terms & Conditions

D&LL Technologies
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Terms & Conditions
NORTH AMERICA ONLY

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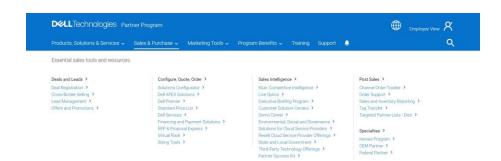
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Path to Get to the Promotional Page

Partner's Path:

- Access the Partner Portal link

delltechnologies.com/partner/en-us/auth/partner-portal.htm

- Click on **Sales & Purchase** heading
- Scroll down towards **Offers & Promotions**

Promotions

Customizable Top Selling Offers
Market-leading, comprehensive configurations
Flexible, easily tailored to meet the needs of your customer.

Easy to Quote
Easy to Order
Simplified quoting, pricing approval, and ordering process

Competitive Pricing
Compelling value to end customer
Price based on market development
Associate your approved deal registration to your quote for any eligible further discount on Tailor Made"

For additional information, please reach out to your Dell Partner Account Manager or Distributor

BENEFITS:

1. Maximize Profit potential with competitive offers
• Pre-Approved Pricing

2. Accelerate your business with industry leading products and solutions
• Flexible & easily tailored to meet the needs of your customer

3. Competitive prices that fit your business model

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Server and Storage Promotions

Click box to select promotion

Server Promotions UNITED STATES	**Storage Promotions** UNITED STATES	**Better Together Promotion** POWERSTORE & POWERPROTECT	**Server Promotions** CANADA	**Storage Promotions** CANADA
Server HOW TO ORDER	**Storage** HOW TO ORDER	**Competitive Swap**	**MyRewards**	**Other Promotions**

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Tailor Made Server Offers
UNITED STATES ONLY

DELLTechnologies
PARTNER PROGRAM

Tailor Made Server Offers

UNITED STATES ONLY

PowerEdge Rack Servers

VALID THROUGH AUGUST 1, 2025

PowerEdge R260 1S Rack	PowerEdge R360 1S Rack	PowerEdge R450 2S Rack
UP TO DOL **65.42%**	UP TO DOL **73.51%**	UP TO DOL **67.45%**
Order Code	**Order Code**	**Order Code**
PE_R260_TM_VI_VP	PE_R360_TM_VI_VP	PE_R450_TM_VI_VP
Public Order Code	**Public Order Code**	**Public Order Code**
PE_R260_TM	PE_R360_TM	PE_R450_TM
Default Configuration	**Default Configuration**	**Default Configuration**
Xeon E-2414 | 1x16GB | 1x2TB 7.2K SATA HD | SW RAID | IDRAC Express | Single 450W PS | TPM | 1 Yr Basic NBD	Xeon E-2414 | 1x16 GB | 1x480GB SATA SSD | PERC H355 | IDRAC Express | Dual 600W PS | TPM | 1 Yr Basic NBD	1xXeon Silver 4309Y | 2x16GB | 1x480GB SATA SSD | PERC H355 | IDRAC Enterprise | Dual 600W PS | TPM | 3 Yr Basic NBD

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Tailor Made Server Offers

UNITED STATES ONLY

PowerEdge Rack Servers

VALID THROUGH AUGUST 1, 2025

PowerEdge R550 **2S Rack**	**PowerEdge R650** **2S Rack**	**PowerEdge R660** **2S Rack**	**PowerEdge R660xs** **2S Rack**
UP TO DOL **70.03%**	UP TO DOL **67.05%**	UP TO DOL **65.99%**	UP TO DOL **69.20%**
Order Code	**Order Code**	**Order Code**	**Order Code**
PE_R550_TM_VI_VP	PE_R650_TM_VI_VP	PE_R660_TM_VI_VP	PE_R660XS_TM_VI_VP
Public Order Code	**Public Order Code**	**Public Order Code**	**Public Order Code**
PE_R550_TM	PE_R650_TM	PE_R660_TM	PE_R660XS_TM
Default Configuration 1xXeon Silver 4310 | 2x16GB | 1x960GB SATA SSD | PERC H355 | IDRAC Enterprise | Dual 600W PS | TPM | 3 Yr Basic NBD	**Default Configuration** 2xXeon Silver 4310 | 4x16GB | 1x960GB SATA SSD | PERC H355 | IDRAC Enterprise | Dual 800W PS | TPM | 3 Yr Basic NBD	**Default Configuration** 2xXeon Silver 4410Y | 2x16GB | 1x960GB SATA SSD | PERC H355 | IDRAC Express | Dual 800W PS | TPM | 3 Yr Basic NBD	**Default Configuration** 1xXeon Silver 4410Y | 2x16GB | 1x480GB SATA SSD | PERC H755 | IDRAC Express | Dual 800W PS | TPM | 3 Yr Basic NBD

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Tailor Made Server Offers

UNITED STATES ONLY

PowerEdge Rack Servers

VALID THROUGH AUGUST 1, 2025

PowerEdge R750
2S Rack

UP TO DOL **68.75%**

Order Code

PE_R750_TM_VI_VP

Public Order Code

PE_R750_TM

Default Configuration
2xXeon Silver 4310 | 4x16GB |
1x960GB SATA SSD | PERC
H755 | IDRAC Enterprise | Dual
800W PS | TPM | 3 Yr Basic NBD

PowerEdge R760
2S Rack

UP TO DOL **65.66%**

Order Code

PE_R760_TM_VI_VP

Public Order Code

PE_R760_TM

Default Configuration
2xXeon Silver 4416+ | 4x16GB |
1x960GB SATA SSD |
PERC H755 | IDRAC Express |
Dual 1400W PS | TPM |
3 Yr Basic NBD

PowerEdge R760xs
2S Rack

UP TO DOL **69.17%**

Order Code

PE_R760XS_TM_VI_VP

Public Order Code

PE_R760XS_TM

Default Configuration
1xXeon Silver 4410Y | 2x16GB |
1x480GB SATA SSD | PERC
H755 | IDRAC Express | Dual
800W PS |
3 Yr Basic NBD

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Tailor Made Server Offers

UNITED STATES ONLY

PowerEdge AMD Rack Servers

PowerEdge R6525
2S Rack | AMD

UP TO DOL **58.20%**

Order Code

PE_R6525_TM_VI_VP

Public Order Code

PE_R6525_TM

Default Configuration
1xEPYC 7313 | 2x16GB | 1x960GB SATA SSD | PERC H355 | IDRAC Enterprise | Dual 800W PS | TPM | 3 Yr Basic NBD

PowerEdge R7525
2S Rack | AMD

UP TO DOL **66.38%**

Order Code

PE_R7525_TM_VI_VP

Public Order Code

PE_R7525_TM

Default Configuration
1xEPYC 7313 | 4x16GB | 1x1.92TB SATA SSD | PERC H755 | IDRAC Enterprise | Dual 800W PS | TPM | 3 Yr Basic NBD

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Tailor Made Server Offers

UNITED STATES ONLY

PowerEdge AMD Rack Servers

VALID THROUGH AUGUST 1, 2025

PowerEdge R6615 1S Rack | AMD	PowerEdge R6625 2S Rack | AMD	PowerEdge R7615 1S Rack | AMD	PowerEdge R7625 2S Rack | AMD
UP TO DOL **68.43%**	UP TO DOL **66.83%**	UP TO DOL **68.41%**	UP TO DOL **66.81%**
Order Code	**Order Code**	**Order Code**	**Order Code**
PE_R6615_TM_VI_VP	PE_R6625_TM_VI_VP	PE_R7615_TM_VI_VP	PE_R7625_TM_VI_VP
Public Order Code	**Public Order Code**	**Public Order Code**	**Public Order Code**
PE_R6615_TM	PE_R6625_TM	PE_R7615_TM	PE_R7625_TM
Default Configuration	**Default Configuration**	**Default Configuration**	**Default Configuration**
1xEPYC 9124 | 2x16GB | 2x480GB SATA SSD | PERC H355 | IDRAC Express | Single 800W PS | 3 Yr Basic NBD	2xEPYC 9124 | 2x16GB | 1x960GB SATA SSD | PERC H355 | IDRAC Express | Dual 1100W PS | TPM | 3 Yr Basic NBD	1xEPYC 9124 | 2x16GB | 1x960GB SATA SSD | PERC H355 | IDRAC Enterprise | Dual 800W PS | TPM | 3 Yr Basic NBD	2xEPYC 9224 | 2x16GB | 1x960GB SATA SSD | PERC H755 | IDRAC Express | Dual 1400W PS | TPM | 3 Yr Basic NBD

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Tailor Made Server Offers
UNITED STATES ONLY

PowerEdge AMD Rack Servers

VALID THROUGH AUGUST 1, 2025

PowerEdge R6715 1S Rack | AMD	PowerEdge R6725 2S Rack | AMD	PowerEdge R7715 1S Rack | AMD	PowerEdge R7725 2S Rack | AMD
UP TO DOL **65.80%**	UP TO DOL **63.30%**	UP TO DOL **65.80%**	UP TO DOL **63.30%**
Order Code	**Order Code**	**Order Code**	**Order Code**
GL_PROMO_per6715_1	GL_PROMO_per6725_1	GL_PROMO_per7715_1	GL_PROMO_per7725_1
Default Configuration 1xEPYC 9015 | 2x16GB | 1x480GB SATA SSD | PERC H365i | IDRAC Enterprise | Single 800W PS | 3 Yr Pro NBD	**Default Configuration** 2xEPYC 9015 | 2x16GB | 1x480GB SATA SSD | PERC H365i | IDRAC Enterprise | Single 1100W PS | 3 Yr Pro NBD	**Default Configuration** 1xEPYC 9015 | 2x16GB | 1x480GB SATA SSD | PERC H365i | IDRAC Enterprise | Single 800W PS | 3 Yr Pro NBD	**Default Configuration** 2xEPYC 9015 | 2x16GB | 1x480GB SATA SSD | PERC H365i | IDRAC Enterprise | Single 1100W PS | 3 Yr Pro NBD

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Tailor Made Server Offers

UNITED STATES ONLY

PowerEdge Tower Servers

VALID THROUGH AUGUST 1, 2025

PowerEdge T160
1S Tower

UP TO DOL **62.10%**

Order Code

PE_T160_TM_VI_VP

Public Order Code

PE_T160_TM

Default Configuration
Xeon E-2414 | 1x16GB | 1x2TB
7.2K SATA HD | SW RAID |
IDRAC Express | Single PS |
1 Yr Basic NBD

PowerEdge T360
1S Tower

UP TO DOL **71.86%**

Order Code

PE_T360_TM_VI_VP
Public Order Code

PE_T360_TM

Default Configuration
Xeon E-2414 | 1x16 GB |
1x480GB SATA SSD | PERC
H355 | IDRAC Express |
Dual 600W PS | TPM |
1 Yr Basic NBD

PowerEdge T550
2S Tower

UP TO DOL **65.36%**

Order Code

PE_T550_TM_VI_VP
Public Order Code

PE_T550_TM

Default Configuration
1xXeon Silver 4310 | 1x16GB |
1x2TB SATA HD | PERC H355 |
IDRAC Enterprise |
Single 1100W PS | TPM |
3 Yr Basic NBD

PowerEdge T560
2S Tower

UP TO DOL **66.32%**

Order Code

PE_T560_TM_VI_VP
Public Order Code

PE_T560_TM

Default Configuration
1xXeon Silver 4410Y | 1x16GB |
1x1.2TB 10K SAS HD | PERC
H355 | IDRAC Enterprise |
Single 1100W PS | TPM |
3 Yr Basic NBD

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Tailor Made Server Offers
UNITED STATES ONLY

Datacenter Infrastructure

1500va Dell Tower UPS

Order Code

AA839558

Up to DOL **52%**

1500VA Dell Lithium-Ion UPS

Order Code

AA228275

Up to DOL **54%**

Dell Datacenter Infrastructure Solutions powered by APC

Go To
Main Page

Tailor Made Server Offers
UNITED STATES ONLY

Datacenter Infrastructure

2 x APC Metered Rack PDU

Order Code

A9501132

Up to DOL **57%**

Dell 42u Server Rack

Order Code

AB832384

Up to DOL **54%**

Dell Datacenter Infrastructure Solutions powered by APC

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Main Page

Tailor Made Storage Offers
UNITED STATES ONLY

Go To
Main Page

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Tailor Made Storage Offers
UNITED STATES ONLY

Connectrix

Connectrix MDS-9132T	**Connectrix MDS-9148T**	**Connectrix MDS-9396T**
Guided Journey ID	**Guided Journey ID**	**Guided Journey ID**
TM_MDS9132T_15141_VP	TM_MDS9148T_15143_VP	TM_MDS9396T_15145_VP
Starting at DOL **48%***	Starting at DOL **48%***	Starting at DOL **62%****
Default Configuration	**Default Configuration**	**Default Configuration**
8P/32P	32Gb FC Switch	24P/48P	32Gb FC Switch	48P/96P	32Gb FC Switch

Associate your approved deal registration to your quote for advantage pricing on Tailor Made. Approval is subject to deal registration program terms.
**Associate your approved deal registration to your quote for the discount price to apply. Approval is subject to deal registration program terms.*

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Go To
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Tailor Made Storage Offers
UNITED STATES ONLY

Connectrix B-Series DS-7710B

Guided Journey ID
GL_PROMO_DS7710b_1

Starting at DOL **46%***

Default Configuration
8P/24P switch

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Tailor Made Storage Offers
CANADA ONLY

Data Protection

PowerProtect DD6400

Guided Journey ID
EMC_DD6400SV_AMER_VP_1
Starting at DOL **74%****

Default Configuration
8TB SAS HD

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Main Page

TAILOR MADE STORAGE OFFERS | UNITED STATES ONLY | VALID THROUGH AUGUST 1, 2025

Dell Technologies
PowerProtect DD6400

Cloud Cyber Recovery Vault Enabled can serve any Data Protection Archive Software Solution all Software licenses already bundled in.

- Software-defined, offering 8-32TB configurable options that can scale up to 172TB
- Variable length deduplication

- Encryption
- Rapid deployment in minutes
- Retention Lock Compliance

Guided Journey ID: EMC_DD6400SV_AMER_VP_1

Starting at DOL
74%**

The PowerProtect Advantage

| Trusted protection and restore | Operational simplicity | Scalability | Security with data Invulnerability architecture |

Use Cases

Cloud Retention and Recovery	**VMware Protection**	**Transparent Snapshots**	**Disaster Recovery**
Leverage the cloud for applications available and orchestrated recovery to the cloud	Provides consistent protection experience with automation and Kubernetes.	Ensures availability of all your VMs at scale without business disruption.	Disaster recovery target for organizations requiring an economical, large-capacity storage solution.

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Tailor Made Storage Offers
UNITED STATES ONLY

PowerScale

PowerScale A300 & A300L

Guided Journey ID

EMC_TM_POWERSCALE2_AMER_VI_2

Starting at DOL **78%****
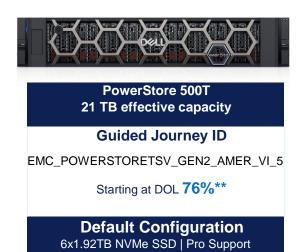
Default Configuration
30TB (15x2TB) | 800GB SSD

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Go To
Main Page

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TAILOR MADE STORAGE OFFERS | UNITED STATES ONLY | VALID THROUGH AUGUST 1, 2025

Dell Technologies PowerScale A300 and A300L Archive Promo

Dell Technologies PowerScale A300 and A300L delivers highly efficient and resilient article archive storage or provides data retention for large-scale data archives. With the proven scale-out architecture of Isilon, you can keep pace with growing archive needs.

- 120TB Starting Cluster Capacity
- Software: includes OneFS, SmartQuotas, SyncIQ, SmartPools, SmartConnect, SnapshotIQ Licenses

- Switches: includes 2 s4112F Networking switches & cables
- Services: includes 3 years ProSupport 4hr Onsite and ProDeploy Plus

Guided Journey ID: EMC_TM_POWERSCALE2_AMER_VI_2

Starting at DOL

78%**

The PowerScale Advantage

Operational flexibility with multiprotocol support

Massive capacity and performance scalability

Address challenges with your unstructured data management

High availability and resilient data protection

Use Cases

Deep Archives

For large scale, archiving data storage that offers unmatched efficiency to lower costs

Disaster Recovery

Target for organizations requiring an economical, large capacity storage solution

File Archives

For economical storage and fast access to reference data to meet business, regulatory and legal requirements

Public Sector

Digital Evidence, Forensics, Surveillance, etc.

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Tailor Made Storage Offers
UNITED STATES ONLY

PowerStore 500T

VALID THROUGH AUGUST 1, 2025

Streamline your PowerStore selling motions with **pre-approved** Tailor-Made configurations sized at **5:1 DRR** with **Competitive pricing** (examples show effective capacity points with mixed data types). Dell's standard 5:1 DRR Guarantee applies for reducible data types, check out the **Terms and Conditions** for more details.

PowerStore 500T 21 TB effective capacity	PowerStore 500T 50TB effective capacity	PowerStore 500T 100TB effective capacity
Guided Journey ID	**Guided Journey ID**	**Guided Journey ID**
EMC_POWERSTORETSV_GEN2_AMER_VI_5	EMC_POWERSTORETSV_GEN2_AMER_VI_5	EMC_POWERSTORETSV_GEN2_AMER_VI_5
Starting at DOL **76%****	Starting at DOL **76%****	Starting at DOL **76%****
Default Configuration 6x1.92TB NVMe SSD | Pro Support	**Example Configuration** 12x1.92TB NVMe SSD | Pro Support	**Example Configuration** 12x3.84TB NVMe SSD | Pro Support
How to Quote: Start with Guided Journey ID Select **6X1.92TB**	**How to Quote:** Start with Guided Journey ID Select **12X1.92TB**	**How to Quote:** Start with Guided Journey ID Select **12X3.84TB**

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PARTNER PROGRAM

Tailor Made Storage Offers

UNITED STATES ONLY

PowerStore 1200T

Streamline your PowerStore selling motions with **pre-approved** Tailor-Made configurations sized at **5:1 DRR** with **Competitive pricing** (examples show effective capacity points with mixed data types). Dell's standard 5:1 DRR Guarantee applies for reducible data types, check out the **Terms and Conditions** for more details.

PowerStore 1200T 21 TB effective capacity	PowerStore 1200T 100TB effective capacity	PowerStore 1200T 100TB effective capacity 6 yr Lifecycle Extension
Guided Journey ID	**Guided Journey ID**	**Guided Journey ID**
EMC_POWERSTORETSV_GEN2_AMER_VI_5	EMC_POWERSTORETSV_GEN2_AMER_VI_5	EMC_POWERSTORETSV_GEN2_AMER_VI_5
Starting at DOL **76%****	Starting at DOL **76%****	Starting at DOL **76%****
Default Configuration 6x1.92TB NVMe SSD| Pro Support	**Example Configuration** 12x3.84TB NVMe SSD	Pro Support	**Example Configuration** 12x3.84TB NVMe SSD	Lifecycle Extension
How to Quote Start with PowerStore GJ ID Select **6X1.92TB**	**How to Quote** Start with PowerStore GJ ID Change drive type & qty to **12 X 3.84 TB**	**How to Quote** Start with PowerStore GJ ID Change drive type & qty to **12 X 3.84 TB** Change Pro Support Option to 6 yr Lifecycle Extension

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Tailor Made Storage Offers

UNITED STATES ONLY

PowerStore | Connectrix

VALID THROUGH AUGUST 1, 2025

PowerStore 500T with Connectrix MDS-9132T	**PowerStore 500T with Connectrix DS-7710B**	**PowerStore 1200T with Connectrix MDS-9132T**	**PowerStore 1200T with Connectrix DS-7710B**
Guided Journey ID	**Guided Journey ID**	**Guided Journey ID**	**Guided Journey ID**
EMC_POWERSTORETSV_GEN2_AMER_VI_5	EMC_POWERSTORETSV_GEN2_AMER_VI_5	EMC_POWERSTORETSV_GEN2_AMER_VI_5	EMC_POWERSTORETSV_GEN2_AMER_VI_5
Starting at DOL **75%***	Starting at DOL **75%***	Starting at DOL **73%***	Starting at DOL **73%***
Default Configuration 6x1.92TB NVMe SSD | 8 port | 32GB	**Default Configuration** 6x1.92TB NVMe SSD | 8 port | 32GB	**Default Configuration** 6x1.92TB NVMe SSD | 8 port | 32GB	**Default Configuration** 6x1.92TB NVMe SSD | 8 port | 32GB

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DELLTechnologies PARTNER PROGRAM

TAILOR MADE STORAGE OFFERS | UNITED STATES ONLY | VALID THROUGH AUGUST 1, 2025

Dell Technologies PowerStore

The PowerStore Advantage

PowerStore's flexible, software-driven architecture gives you consistent business results in a changing world, optimizing, protecting, and scaling workloads from core to edge to cloud.

Software-driven Design	Adaptable Architecture	Predictive Analytics	Dynamic AppsOn	Lifecycle Extension

- 6x1.92TB NVMe SSD Starting Cluster Capacity and fully customizable
- Software: Integrate & automate, multi-cloud flexibility, DevOps integrations & scale to meet demanding growth

- Services: Next Business day Onsite service & New Lifecycle Extension with ProSupport offer transforms infrastructure ownership by maximizing your storage efficiency
- Tailor Made's net price is 20% less than BTO products with proper deal registration

Guided Journey ID: EMC_POWERSTORETSV_GEN2_AMER_VI_5

Starting at DOL
76%**

Use Cases

Performance Databases

Low latency, high IOPS, and efficient data reduction enhance database performance and storage efficiency

Virtual Desktop Infrastructure

Fast provisioning and simplified management with advanced data reduction to reduce footprint

Server Virtualization

End-to-end NVMe performance, efficient data reduction, and comprehensive high availability, make it ideal for virtualized environments

**Associate your approved deal registration to your quote for the discount price to apply. Approval is subject to deal registration program terms.

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Tailor Made Storage Offers
UNITED STATES ONLY

PowerVault ME5

PowerVault ME5012

Order Code
TM_ME5012_15246_VP
Starting at DOL **49%***

Default Configuration
2x1.2TB 7.2K RPM NLSAS | 12Gpbs with dual controllers

PowerVault ME5024**

Order Code
TM_ME5024_15247_VP
Starting at DOL **49%***

Default Configuration
2x2.4TB 10K RPM SAS | 12Gpbs with dual controllers

PowerVault ME5084

Order Code
TM_ME5084_15248_VP
Starting at DOL **68%****

Default Configuration
28x12TB Hard Disk 7.2K | 512e with dual controllers

*Associate your approved deal registration to your quote for advantage pricing on Tailor Made. Approval is subject to deal registration program terms.
**Associate your approved deal registration to your quote for the discount price to apply. Approval is subject to deal registration program terms.
***An additional 3% DOL for Q1 FY2026, in addition to the channel-registered DOL%.

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Go To Main Page

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PARTNER PROGRAM

TAILOR MADE STORAGE OFFERS | UNITED STATES ONLY | VALID THROUGH AUGUST 1, 2025
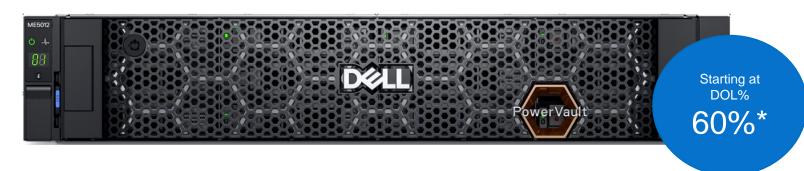
Dell Technologies PowerVault ME5 Promo

Optimized for SAN/DAS, PowerVault ME5 storage delivers the performance, capacity, and operational simplicity that price sensitive, small to medium-sized businesses demand. PowerVault ME5 supports many types of workloads, including HPC, databases, VDI, safety, and security, select Edge use cases, and more. PowerVault ME5 is fully supported by CloudIQ AIOPs software at no extra cost with Dell ProSupport.

- 2x2.4TB 10K RPM SAS 12Gbps starting capacity and fully customizable
- Software: CloudIQ AIOPs at no extra cost with Dell ProSupport
- Services: Includes 3 years ProSupport and Next Business day Onsite service

ME5012 OC:
TM_ME5012_15246_VP

ME5024 OC:
TM_ME5027_15247_VP

ME5084 OC:
TM_ME5084_15248_VP

The ME5 Advantage

Simplicity   Performance   Scalability   Connectivity

Simplicity
Intuitive UI (HTML5), installs and configures quickly and easily deploys in 2U or 5U systems

Performance
Scales with Intel Xeon processors and delivers HA with dual-active controllers

Scalability
Up to 8PB, Both 2U and 5U base systems are available, with the 2U system supporting either 12 or 24 drives and the 5U system supporting 84 drives, and the base systems support optional expansion enclosures of 12, 24, and 84 drives, up to 336 drives.

Connectivity
Robust and flexible connectivity starting with a 12Gb SAS back-end interface. Also supported are front-end interface options, including four 16/32Gb FC ports, four 10Gb iSCSI

Starting at DOL
49%*

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PARTNER PROGRAM

Tailor Made Storage Offers

UNITED STATES ONLY

PowerVault MD24XX

VALID THROUGH AUGUST 1, 2025

PowerVault MD2412	PowerVault MD2424	PowerVault MD2460
Guided Journey ID	**Guided Journey ID**	**Guided Journey ID**
PV_TM_MD2412_16909_VP	PV_TM_MD2424_16910_VP	PV_TM_MD2460_16911_VP
Starting at DOL **49%***	Starting at DOL **49%***	Starting at DOL **68%****
Default Configuration	**Default Configuration**	**Default Configuration**
2x2.4TB 10K RPM SAS | 12Gbps 512e	2x2.4TB 10K RPM SAS | 12Gpbs 512e	12x4TB SAS | 12Gbps 7.2K 512n 3.5in

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PARTNER PROGRAM

TAILOR MADE STORAGE OFFERS | UNITED STATES ONLY | VALID THROUGH AUGUST 1, 2025

Dell Technologies PowerVault MD24XX Promo

MD 24XX Advantage

PowerVault MD Series directly connect to three generations of PowerEdge servers, simplifying server capacity expansion and providing high-speed access to data.

• 2x8TB Hard Drive SAS Starting capacity and fully customizable
• Services: includes 3 years ProSupport and Next Business day Onsite service

MD 2412 OC:
PV_TM_MD2412_16909_VP

MD 2424 OC:
PV_TM_MD2424_16910_VP

MD 2460 OC:
PV_TM_MD2460_16911_VP

Pricing
Tailor Made net price starts at 15% less than BTO products with approved deal registration.

Newest Technology
With iDRAC and SHMCLI management and 24Gb SAS on MD24xx versus the 12Gb SAS on MD1400.

Flexible
Configure with HDDs, SSDs, SED, and FIFPS drives with server-based controller options.

Scalability
Expand server storage capacity and density with high-speed connectivity.

Starting at DOL
49%*

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Tailor Made Storage Offers
UNITED STATES ONLY

PowerVault | Connectrix

VALID THROUGH AUGUST 1, 2025

PowerVault ME5012 with Connectrix MDS-9132T

Guided Journey ID

EMC_POWERVAULTME5TM_AMER_VP_1

Starting at DOL **48%***

Default Configuration
2x12TB 7.2K RPM NLSAS | 12Gbps 8 port 32GB

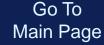### PowerVault ME5012 with Connectrix DS-7710B

Guided Journey ID

EMC_POWERVAULTME5TM_AMER_VP_1

Starting at DOL **48%***

Default Configuration
2x12TB 7.2K RPM NLSAS | 12Gpbs 8 port 32GB

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PARTNER PROGRAM

Tailor Made Storage Offers
UNITED STATES ONLY

PowerVault | Connectrix

PowerVault ME5024 with Connectrix MDS-9132T

Guided Journey ID

EMC_POWERVAULTME5TM_AMER_VP_1

Starting at DOL **48%***

Default Configuration
2x2.4TB 10K RPM NLSAS |
12Gbps 8 port 32GB

PowerVault ME5024 with Connectrix DS-7710B

Guided Journey ID

EMC_POWERVAULTME5TM_AMER_VP_1

Starting at DOL **48%***

Default Configuration
2x2.4TB 10K RPM SAS |
12Gpbs 8 port 32GB

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Go To
Main Page

DELLTechnologies
PARTNER PROGRAM

Tailor Made Storage Offers
UNITED STATES ONLY

PowerVault | Connectrix

VALID THROUGH AUGUST 1, 2025

PowerVault ME5084 with Connectrix MDS-9132T

Guided Journey ID

EMC_POWERVAULTME5TM_AMER_VP_1

Starting at DOL **62%****

Default Configuration

28x12TB Hard Disk Drive 7.2K | 512e 8 port 32GB

PowerVault ME5084 with Connectrix DS-7710B

Guided Journey ID

EMC_POWERVAULTME5TM_AMER_VP_1

Starting at DOL **62%****

Default Configuration

28x12TB Hard Disk Drive 7.2K | 512e 8 port 32GB

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Go To
Main Page

DELLTechnologies
PARTNER PROGRAM

Tailor Made Storage Offers
UNITED STATES ONLY

Unity XT
VALID THROUGH AUGUST 1, 2025

Unity XT 380 Hybrid

Guided Journey ID
EMC_UNITYXTHYBRIDSV_AMER_VI_5
Starting at DOL **63%***

Default Configuration
6x600GB 10K SAS | 25x2.5 Drive

Unity XT 480 Hybrid

Guided Journey ID
EMC_UNITYXTHYBRIDSV_AMER_VI_5
Starting at DOL **63%***

Default Configuration
6x600GB 10K SAS | 25x2.5 Drive

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Go To Main Page

TAILOR MADE STORAGE OFFERS | UNITED STATES ONLY | VALID THROUGH AUGUST 1, 2025

Dell Technologies
Unity 380 and 480 Promo

Unity XT Hybrid Arrays are compelling storage solutions for small-to-medium enterprises running general-purpose workloads that don't demand speed. These platforms provide users with a unique combination of simplified management, all-inclusive innovative software, and hybrid cloud integrations without compromising affordability.

• 6X600GB Starting Cluster Capacity and fully customizable
• Software: Integrate & automate, multicloud flexibility, DevOps integrations & scale to meet demanding growth
• Services: includes 3 years ProSupport and Next Business day Onsite service
• Tailor Made's net price is approximately 20% less than BTO products with approved deal registration

Guided Journey ID: EMC_UNITYXTHYBRIDSV_AMER_VI_5

The Unity Advantage

Designed for performance Powerful processors and dual-active controllers

Optimized for efficiency auto-tiering, intuitive GUI, DevOps integrations

Built for Multicloud Seamlessly extend storage to the cloud or consume in the cloud

Flexibility deploy cloud interoperability options

Scale up capacity one drive at a time, or capacity and performance with controller upgrades

Data Protection FLR help ensure data integrity and reduce the risk of data loss

Starting at DOL

63%*

Use Cases

Deep Archives	**Disaster Recovery**	**File Archives**	**Public Sector**
For large scale, archiving data storage that offers unmatched efficiency to lower costs	Target for organizations requiring an economical, large capacity storage solution	For economical storage and fast access to reference data to meet business, regulatory and legal requirements	Digital Evidence, Forensics, Surveillance, etc.

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PARTNER PROGRAM

Tailor Made Server Offers
CANADA ONLY

Go To
Main Page

D&LL Technologies
PARTNER PROGRAM

Tailor Made Server Offers
CANADA ONLY

PowerEdge Rack Servers

VALID THROUGH AUGUST 1, 2025

PowerEdge R260
1S Rack

UP TO DOL **64.90%**

Order Code

PE_R260_TM_VI_VP

Default Configuration
Xeon E-2414 | 1x16GB | 1x2TB 7.2K SATA HD | SW RAID |IDRAC Express | Single PS | TPM | 1 Yr Basic NBD

PowerEdge R360
1S Rack

UP TO DOL **73.05%**

Order Code

PE_R360_TM_VI_VP

Default Configuration
Xeon E-2414 | 1x16GB | 1x480GB SATA SSD | PERC H355 | IDRAC Express | Dual 600W PS | TPM | 1 Yr Basic NBD

PowerEdge R450
2S Rack

UP TO DOL **69.71%**

Order Code

PE_R450_TM1_VI_VP

Default Configuration
1xXeon Silver 4309Y | 2x16GB | 1x960GB SATA SSD | PERC H755 | IDRAC Enterprise | Single 800W PS | TPM | 3 Yr Basic NBD

Go To Main Page

DELLTechnologies
PARTNER PROGRAM

Tailor Made Server Offers
CANADA ONLY

PowerEdge Rack Servers

VALID THROUGH AUGUST 1, 2025

PowerEdge R550
2S Rack

UP TO DOL **72.40%**

Order Code

PE_R550_TM1_VI_VP

Default Configuration
1xXeon Silver 4310 | 4x16GB | 1x960GB SATA SSD | PERC H755 | IDRAC Enterprise | Dual 600W PS | TPM | 3 Yr Basic NBD

PowerEdge R650
2S Rack

UP TO DOL **64.84%**

Order Code

PE_R650_TM1_VI_VP

Default Configuration
2xXeon Silver 4310 | 2x16GB | 2x1.2TB 10K SAS HD | PERC H355 | IDRAC Enterprise | Dual 800W PS | TPM | 3 Yr Basic NBD

PowerEdge R660
2S Rack

UP TO DOL **65.10%**

Order Code

PE_R660_TM_VI_VP

Default Configuration
2xXeon Silver 4410Y | 2x16GB | 1x960GB SATA SSD | PERC H355 | IDRAC Express | Dual 800W PS | TPM | 3 Yr Basic NBD

PowerEdge R660xs
2S Rack

UP TO DOL **69.40%**

Order Code

PE_R660XS_TM_VI_VP

Default Configuration
1xXeon Silver 4410Y | 2x16GB | 1x960GB SATA SSD | PERC H755 | IDRAC Express | Dual 800W PS | TPM | 3 Yr Basic NBD

Go To Main Page

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PARTNER PROGRAM

Tailor Made Server Offers

CANADA ONLY

PowerEdge Rack Servers

VALID THROUGH AUGUST 1, 2025

PowerEdge R750
2S Rack

UP TO DOL **66.98%**

Order Code

PE_R750_TM1_VI_VP

Default Configuration
2xXeon Gold 5318Y | 4x16GB |
2x1.2TB 10K SAS HD | PERC
H755 | IDRAC Enterprise | Dual
1400W PS | TPM |
3 Yr Basic NBD

PowerEdge R760
2S Rack

UP TO DOL **66.15%**

Order Code

PE_R760_TM_VI_VP

Default Configuration
2xXeon Gold 4416+ | 4x16GB |
2x960GB SATA SSD | PERC
H755 | IDRAC Express | Dual
1400W PS |
3 Yr Basic NBD

PowerEdge R760xs
2S Rack

UP TO DOL **70.40%**

Order Code

PE_R760XS_TM_VI_VP

Default Configuration
1xXeon Silver 4410Y | 2x16GB |
2x960GB SATA SSD | PERC
H755 | IDRAC Express | Dual
800W PS |
3 Yr Basic NBD

Go To
Main Page

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Tailor Made Server Offers
CANADA ONLY

PowerEdge AMD Rack Servers

VALID THROUGH AUGUST 1, 2025

PowerEdge R6525
2S Rack | AMD

UP TO DOL **59.19%**

Order Code

PE_R6525_TM1_VI_VP

Default Configuration
1xEPYC 7313 | 2x16GB | 2x1.2TB 10K SAS HD | PERC H355 | IDRAC Enterprise | Dual 800W PS | TPM | 1 Yr Basic NBD

PowerEdge R7525
2S Rack | AMD

UP TO DOL **61.00%**

Order Code

PE_R7525_TM1_VI_VP

Default Configuration
1xEPYC 7313 | 4x16GB | 2x600GB 10K SAS HD | PERC H355 | IDRAC Enterprise | Dual 800W PS | TPM | 3 Yr Basic NBD

Go To
Main Page

DELLTechnologies
PARTNER PROGRAM

Tailor Made Server Offers
CANADA ONLY

PowerEdge AMD Rack Servers

VALID THROUGH AUGUST 1, 2025

PowerEdge R6615
1S Rack | AMD

UP TO DOL **68.32%**

Order Code

PE_R6615_TM_VI_VP

Default Configuration
EPYC 9124 | 2x16GB | 2x480GB SATA SSD | PERC H355 | IDRAC Express | Single 800W PS | 3 Yr Basic NBD

PowerEdge R6625
2S Rack | AMD

UP TO DOL **67.96%**

Order Code

PE_R6625_TM_VI_VP

Default Configuration
2xEPYC 9124 | 2x16GB | 1x480GB SATA SSD | PERC H755 | IDRAC Enterprise | Dual 1100W PS | TPM | 3 Yr Basic NBD

PowerEdge R7615
1S Rack | AMD

UP TO DOL **68.53%**

Order Code

PE_R7615_TM_VI_VP

Default Configuration
EPYC 9124 | 2x16GB | 2x480GB SATA SSD | PERC H355 | IDRAC Enterprise | Dual 800W PS | TPM | 3 Yr Basic NBD

PowerEdge R7625
2S Rack | AMD

UP TO DOL **68.53%**

Order Code

PE_R7625_TM_VI_VP

Default Configuration
2xEPYC 9224 | 2x16GB | 2x480GB SATA SSD | PERC H755 | IDRAC Enterprise | Dual 1400W PS | TPM | 3 Yr Pro NBD

Go To Main Page

DELLTechnologies
PARTNER PROGRAM

Tailor Made Server Offers

CANADA ONLY

PowerEdge AMD Rack Servers

VALID THROUGH AUGUST 1, 2025

PowerEdge R6715 1S Rack | AMD	PowerEdge R6725 2S Rack | AMD	PowerEdge R7715 1S Rack | AMD	PowerEdge R7725 2S Rack | AMD
UP TO DOL **64.40%**	UP TO DOL **63.20%**	UP TO DOL **64.90%**	UP TO DOL **63.90%**
Order Code	**Order Code**	**Order Code**	**Order Code**
GL_PROMO_per6715_1	GL_PROMO_per6725_1	GL_PROMO_per7715_1	GL_PROMO_per7725_1
Default Configuration 1xEPYC 9015 | 2x16GB | 1x480GB SATA SSD | PERC H365i | IDRAC Enterprise | Single 800W PS | 3 Yr Pro NBD	**Default Configuration** 2xEPYC 9015 | 2x16GB | 1x480GB SATA SSD | PERC H365i | IDRAC Enterprise | Single 1100W PS | 3 Yr Pro NBD	**Default Configuration** 1xEPYC 9015 | 2x16GB | 1x480GB SATA SSD | PERC H365i | IDRAC Enterprise | Single 800W PS | 3 Yr Pro NBD	**Default Configuration** 2xEPYC 9015 | 2x16GB | 1x480GB SATA SSD | PERC H365i | IDRAC Enterprise | Single 1100W PS | 3 Yr Pro NBD

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PARTNER PROGRAM

Tailor Made Server Offers
CANADA ONLY

PowerEdge Tower Servers

VALID THROUGH AUGUST 1, 2025

PowerEdge T160 1S Tower	PowerEdge T360 1S Tower	PowerEdge T550 2S Tower	PowerEdge T560 2S Tower
UP TO DOL **62.00%**	UP TO DOL **71.25%**	UP TO DOL **70.68%**	UP TO DOL **70.55%**
Order Code	**Order Code**	**Order Code**	**Order Code**
PE_T160_TM_VI_VP	PE_T360_TM_VI_VP	PE_T550_TM_VI_VP	PE_T560_TM_VI_VP
Default Configuration Xeon E-2414 | 1x16GB | 1x2TB 7.2K SATA HD | SW RAID | IDRAC Express | Single PS | 1 Yr Basic NBD	**Default Configuration** Xeon E-2414 | 1x16GB | 1x480GB SATA SSD | PERC H355 | IDRAC Express | Dual 600W PS | TPM | 1 Yr Basic NBD	**Default Configuration** 2xXeon Silver 4310 | 4x16GB | 1x2TB SATA HD | PERC H755 | IDRAC Express | Single 1100W PS | TPM | 3 Yr Pro NBD	**Default Configuration** 2xXeon Silver 4410Y | 4x16GB | 1x1.2TB SAS HD | PERC H755 | IDRAC Enterprise | Single 1100W PS | 3 Yr Basic NBD

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Go To Main Page

DELLTechnologies
PARTNER PROGRAM

Tailor Made Server Offers
CANADA ONLY

Datacenter Infrastructure

1500va Dell Tower UPS

Order Code

AA839558

Up to DOL **52%**

1500VA Dell Lithium-Ion UPS

Order Code

AA228275

Up to DOL **54%**

Dell Datacenter Infrastructure Solutions powered by APC

Go To
Main Page

D√LL Technologies
PARTNER PROGRAM

Tailor Made Server Offers
CANADA ONLY

Datacenter Infrastructure

2 x APC Metered Rack PDU
Order Code
A9501132
Up to DOL **57%**

Dell 42u Server Rack
Order Code
AB832384
Up to DOL **73%**

Dell Datacenter Infrastructure Solutions powered by APC

Go To
Main Page

DELLTechnologies
PARTNER PROGRAM

Tailor Made Storage Offers
CANADA ONLY

Go To
Main Page

DELLTechnologies
PARTNER PROGRAM

Tailor Made Server Offers
CANADA ONLY

Connectrix

Connectrix MDS-9132T

Guided Journey ID

TM_MDS9132T_15141_VP

Starting at DOL 48%*

Default Configuration
8P/32P | 32Gb FC Switch

Connectrix MDS-9148T

Guided Journey ID

TM_MDS9148T_15143_VP

Starting at DOL 48%*

Default Configuration
24P/48P | 32Gb FC Switch

Connectrix MDS-9396T

Guided Journey ID

TM_MDS9396T_15145_VP

Starting at DOL 62%*

Default Configuration
48P/96P | 32Gb FC Switch

*Associate your approved deal registration to your quote for advantage pricing on Tailor Made. Approval is subject to deal registration program terms.
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Go To
Main Page

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PARTNER PROGRAM

Tailor Made Server Offers
CANADA ONLY

Connectrix B-Series DS-7710B

Guided Journey ID
GL_PROMO_DS7710b_1

Starting at DOL 45%*

Default Configuration
8P/24P switch

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Go To
Main Page

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PARTNER PROGRAM

Tailor Made Storage Offers
CANADA ONLY

Data Protection

PowerProtect DD6400

Guided Journey ID

EMC_DD6400SV_AMER_VP_1

Starting at DOL 74%**

Default Configuration
8TB SAS HD

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Go To
Main Page

DELLTechnologies
PARTNER PROGRAM

TAILOR MADE STORAGE OFFERS | CANADA ONLY | VALID THROUGH AUGUST 1, 2025

Dell Technologies
PowerProtect DD6400

Cloud Cyber Recovery Vault Enabled can serve any Data Protection Archive Software Solution all Software licenses already bundled in.

- Software-defined, offering 8-32TB configurable options that can scale up to 172TB
- Variable length deduplication
- Encryption
- Rapid deployment in minutes
- Retention Lock Compliance

Guided Journey ID: EMC_DD6400SV_AMER_VP_1

Starting at DOL
74%**

The PowerProtect Advantage

Trusted protection and restore

Operational simplicity

Scalability

Security with data Invulnerability architecture

Use Cases

Cloud Retention and Recovery

Leverage the cloud for applications available and orchestrated recovery to the cloud

VMware Protection

Provides consistent protection experience with automation and Kubernetes.

Transparent Snapshots

Ensures availability of all your VMs at scale without business disruption.

Disaster Recovery

Disaster recovery target for organizations requiring an economical, large-capacity storage solution.

**Associate your approved deal registration to your quote for the discount price to apply. Approval is subject to deal registration program terms.

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PARTNER PROGRAM

Tailor Made Storage Offers
CANADA ONLY

PowerScale

PowerScale A300 & A300L

Guided Journey ID

EMC_TM_POWERSCALE2_AMER_VI_2

Starting at DOL 78%**

Default Configuration
30TB (15x2TB)/800GB SSD

**Associate your approved deal registration to your quote for the discount price to apply. Approval is subject to deal registration program terms.

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Go To
Main Page

D♥LL Technologies
PARTNER PROGRAM

TAILOR MADE STORAGE OFFERS | CANADA ONLY | VALID THROUGH AUGUST 1, 2025

Dell Technologies PowerScale A300 and A300L Archive Promo

Dell Technologies PowerScale A300 and A300L delivers highly efficient and resilient article archive storage or provides data retention for large-scale data archives. With the proven scale-out architecture of Isilon, you can keep pace with growing archive needs.

- 120TB Starting Cluster Capacity
- Software: includes OneFS, SmartQuotas, SyncIQ, SmartPools, SmartConnect, SnapshotIQ Licenses
- Switches: includes 2 s4112F Networking switches & cables
- Services: includes 3 years ProSupport 4hr Onsite and ProDeploy Plus

Guided Journey ID: EMC_TM_POWERSCALE2_AMER_VI_2

Starting at
DOL
78%**

The PowerScale Advantage

Operational flexibility with multiprotocol support

Massive capacity and performance scalability

Address challenges with your unstructured data management

High availability and resilient data protection

Use Cases

Deep Archives	**Disaster Recovery**	**File Archives**	**Public Sector**
For large scale, archiving data storage that offers unmatched efficiency to lower costs	Target for organizations requiring an economical, large capacity storage solution	For economical storage and fast access to reference data to meet business, regulatory and legal requirements	Digital Evidence, Forensics, Surveillance, etc.

**Associate your approved deal registration to your quote for the discount price to apply. Approval is subject to deal registration program terms.

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DELLTechnologies
PARTNER PROGRAM

Tailor Made Storage Offers
CANADA ONLY

PowerStore 500T

VALID THROUGH AUGUST 1, 2025

Streamline your PowerStore selling motions with **pre-approved** Tailor Made configurations sized at **3:1 DRR** with **Competitive pricing** (examples show effective capacity points with mixed data types). Dell's standard 5:1 DRR Guarantee applies for reducible data types, check out the **Terms and Conditions** for more details.

PowerStore 500T 21 TB effective capacity	PowerStore 500T 50TB effective capacity	PowerStore 500T 100TB effective capacity
Guided Journey ID	**Guided Journey ID**	**Guided Journey ID**
EMC_POWERSTORETSV_GEN2_AMER_VI_5	EMC_POWERSTORETSV_GEN2_AMER_VI_5	EMC_POWERSTORETSV_GEN2_AMER_VI_5
Starting at DOL 76%**	**Starting at DOL 76%****	**Starting at DOL 76%****
Default Configuration 6x1.92TB NVMe SSD | Pro Support	**Example Configuration** 12x1.92TB NVMe SSD | Pro Support	**Example Configuration** 12x3.84TB NVMe SSD | Pro Support
How to Quote: Start with Guided Journey ID Select **6X1.92TB**	**How to Quote:** Start with Guided Journey ID Select **12X1.92TB**	**How to Quote:** Start with Guided Journey ID Select **12X3.84TB**

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Go To Main Page

DELL Technologies PARTNER PROGRAM

Tailor Made Storage Offers
CANADA ONLY

PowerStore 1200T

Streamline your PowerStore selling motions with **pre-approved** Tailor Made configurations sized at **3:1 DRR** with **Competitive pricing** (examples show effective capacity points with mixed data types). Dell's standard 5:1 DRR Guarantee applies for reducible data types, check out the **Terms and Conditions** for more details.

PowerStore 1200T 21 TB effective capacity	PowerStore 1200T 100TB effective capacity	PowerStore 1200T 100TB effective capacity 6 yr Lifecycle Extension
Guided Journey ID EMC_POWERSTORETSV_GEN2_AMER_VI_5	**Guided Journey ID** EMC_POWERSTORETSV_GEN2_AMER_VI_5	**Guided Journey ID** EMC_POWERSTORETSV_GEN2_AMER_VI_5
Starting at DOL 76%**	**Starting at DOL 76%****	**Starting at DOL 76%****
Default Configuration 6x1.92TB NVMe SSD| Pro Support	**Example Configuration** 12x3.84TB NVMe SSD | Pro Support	**Example Configuration** 12x3.84TB NVMe SSD | Lifecycle Extension
How to Quote Start with PowerStore GJ ID Select **6X1.92TB**	**How to Quote** Start with PowerStore GJ ID Change drive type & qty to **12 X 3.84 TB**	**How to Quote** Start with PowerStore GJ ID Change drive type & qty to **12 X 3.84 TB** Change Pro Support Option to 6 yr Lifecycle Extension

**Associate your approved deal registration to your quote for the discount price to apply. Approval is subject to deal registration program terms.

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Go To Main Page

DELLTechnologies PARTNER PROGRAM

Tailor Made Storage Offers
CANADA ONLY

PowerStore | Connectrix

VALID THROUGH AUGUST 1, 2025

PowerStore 500T with Connectrix MDS-9132T

Guided Journey ID

EMC_POWERSTORETSV_GEN2_AMER_VI_5

Starting at DOL 76%**

Default Configuration
6x1.92TB NVMe SSD | 8 port | 32GB

PowerStore 500T with Connectrix DS-7710B

Guided Journey ID

EMC_POWERSTORETSV_GEN2_AMER_VI_5

Starting at DOL 76%**

Default Configuration
6x1.92TB NVMe SSD | 8 port | 32GB

PowerStore 1200T with Connectrix MDS-9132T

Guided Journey ID

EMC_POWERSTORETSV_GEN2_AMER_VI_5

Starting at DOL 72%**

Default Configuration
6x1.92TB NVMe SSD | 8 port | 32GB

PowerStore 1200T with Connectrix DS-7710B

Guided Journey ID

EMC_POWERSTORETSV_GEN2_AMER_VI_5

Starting at DOL 72%**

Default Configuration
6x1.92TB NVMe SSD | 8 port | 32GB

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Go To
Main Page

DELLTechnologies
PARTNER PROGRAM

TAILOR MADE STORAGE OFFERS | CANADA ONLY | VALID THROUGH AUGUST 1, 2025

Dell Technologies PowerStore

PowerStore's flexible, software-driven architecture gives you consistent business results in a changing world, optimizing, protecting, and scaling workloads from core to edge to cloud.

- 6x1.92TB NVMe SSD Starting Cluster Capacity and fully customizable
- Software: Integrate & automate, multicloud flexibility, DevOps integrations & scale to meet demanding growth

- Services: includes 3 years ProSupport and Next Business day Onsite service
- Tailor Made's net price is 20% less than BTO products with proper deal registration

Guided Journey ID: EMC_POWERSTORETSV_GEN2_AMER_4

Starting at DOL
76%**

The PowerStore Advantage

Software-driven Design	Adaptable Architecture	Predictive Analytics	Dynamic AppsOn	Lifecycle Extension

Use Cases

High-Performance Databases	**Virtual Desktop Infrastructure**	**Server Virtualization**
Low latency, high IOPS, and efficient data reduction enhance database performance and storage efficiency	Fast provisioning and simplified management with advanced data reduction to reduce footprint	End-to-end NVMe performance, efficient data reduction, and comprehensive high availability, make it ideal for virtualized environments

**Associate your approved deal registration to your quote for the discount price to apply. Approval is subject to deal registration program terms.

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D☒LL Technologies
PARTNER PROGRAM

Tailor Made Storage Offers
UNITED STATES ONLY

PowerVault ME5

PowerVault ME5012	**PowerVault ME5024**	**PowerVault ME5084**
Order Code	**Order Code**	**Order Code**
TM_ME5012_15246_VP	TM_ME5024_15247_VP	TM_ME5084_15248_VP
Starting at DOL 60%*	**Starting at DOL 60%***	**Starting at DOL 74%***
Default Configuration	**Default Configuration**	**Default Configuration**
2x1.2TB 7.2K RPM NLSAS | 12Gpbs with dual controllers	2x2.4TB 10K RPM SAS | 12Gpbs with dual controllers	28x12TB Hard Disk 7.2K | 512e with dual controllers

*Associate your approved deal registration to your quote for advantage pricing on Tailor Made. Approval is subject to deal registration program terms.
**Associate your approved deal registration to your quote for the discount price to apply. Approval is subject to deal registration program terms.

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DELLTechnologies
PARTNER PROGRAM

TAILOR MADE STORAGE OFFERS | CANADA ONLY | VALID THROUGH AUGUST 1, 2025

Dell Technologies PowerVault ME5 Promo

The ME5 Advantage

Optimized for SAN/DAS, PowerVault ME5 storage delivers the performance, capacity, and operational simplicity that price sensitive, small to medium-sized businesses demand. PowerVault ME5 supports many types of workloads, including HPC, databases, VDI, safety, and security, select Edge use cases, and more. PowerVault ME5 is fully supported by CloudIQ AIOPs software at no extra cost with Dell ProSupport.

- 2x2.4TB 10K RPM SAS 12Gbps starting capacity and fully customizable
- Software: CloudIQ AIOPs at no extra cost with Dell ProSupport
- Services: Includes 3 years ProSupport and Next Business day Onsite service

ME5012 OC:
TM_ME5012_15246_VP

ME5024 OC:
TM_ME5027_15247_VP

ME5084 OC:
TM_ME5084_15248_VP

Simplicity

Performance

Scalability

Connectivity

Simplicity

Intuitive UI (HTML5), installs and configures quickly and easily deploys in 2U or 5U systems

Performance

Scales with Intel Xeon processors and delivers HA with dual-active controllers

Scalability

Up to 8PB, Both 2U and 5U base systems are available, with the 2U system supporting either 12 or 24 drives and the 5U system supporting 84 drives, and the base systems support optional expansion enclosures of 12, 24, and 84 drives, up to 336 drives.

Connectivity

Robust and flexible connectivity starting with a 12Gb SAS back-end interface. Also supported are front-end interface options, including four 16/32Gb FC ports, four 10Gb iSCSI

Starting at DOL%

60%*

Associate your approved deal registration to your quote for advantage pricing on Tailor Made. Approval is subject to deal registration program terms.

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D&LL Technologies
PARTNER PROGRAM

Tailor Made Storage Offers
CANADA ONLY

PowerVault MD24XX

PowerVault MD2412

Guided Journey ID

PV_TM_MD2412_ 16909_VP

Starting at DOL 60%*

Default Configuration
2x2.4TB 10K RPM SAS | 12Gbps 512e

PowerVault MD2424

Guided Journey ID

PV_TM_MD2424_16910_VP

Starting at DOL 60%*

Default Configuration
2x2.4TB 10K RPM SAS | 12Gpbs 512e

PowerVault MD2460

Guided Journey ID

PV_TM_MD2460_16911_VP

Starting at DOL 74%**

Default Configuration
12x4TB SAS | 12Gbps 7.2K 512n 3.5in

Associate your approved deal registration to your quote for advantage pricing on Tailor Made. Approval is subject to deal registration program terms.
**Associate your approved deal registration to your quote for the discount price to apply. Approval is subject to deal registration program terms.*

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Go To
Main Page

DELLTechnologies
PARTNER PROGRAM

TAILOR MADE STORAGE OFFERS | CANADA ONLY | VALID THROUGH AUGUST 1, 2025

Dell Technologies PowerVault MD24XX Promo

MD 24XX Advantage

PowerVault MD Series directly connect to three generations of PowerEdge servers, simplifying server capacity expansion and providing high-speed access to data.

- 2x8TB Hard Drive SAS Starting capacity and fully customizable
- Services: includes 3 years ProSupport and Next Business day Onsite service

MD 2412 OC:
PV_TM_MD2412_16909_VP

MD 2424 OC:
PV_TM_MD2424_16910_VP

MD 2460 OC:
PV_TM_MD2460_16911_VP

Pricing
Tailor Made net price starts at 15% less than BTO products with approved deal registration.

Newest Technology
With iDRAC and SHMCLI management and 24Gb SAS on MD24xx versus the 12Gb SAS on MD1400.

Flexible
Configure with HDDs, SSDs, SED, and FIFPS drives with server-based controller options.

Scalability
Expand server storage capacity and density with high-speed connectivity.

Starting at DOL

60%*

*Associate your approved deal registration to your quote for advantage pricing on Tailor Made. Approval is subject to deal registration program terms.

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PARTNER PROGRAM

Tailor Made Storage Offers
CANADA ONLY

PowerVault | Connectrix

VALID THROUGH AUGUST 1, 2025

PowerVault ME5012 with Connectrix MDS-9132T

Guided Journey ID

EMC_POWERVAULTME5TM_AMER_VP_1

Starting at DOL 48%*

Default Configuration
2x12TB 7.2K RPM NLSAS | 12Gbps 8 port 32GB

PowerVault ME5012 with Connectrix DS-7710B

Guided Journey ID

EMC_POWERVAULTME5TM_AMER_VP_1

Starting at DOL 48%*

Default Configuration
2x12TB 7.2K RPM NLSAS | 12Gpbs 8 port 32GB

*Associate your approved deal registration to your quote for advantage pricing on Tailor Made. Approval is subject to deal registration program terms.
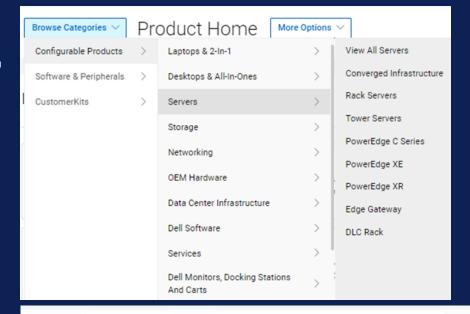
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Go To
Main Page

DELLTechnologies
PARTNER PROGRAM

Tailor Made Storage Offers
CANADA ONLY

PowerVault | Connectrix

VALID THROUGH AUGUST 1, 2025

PowerVault ME5024 with Connectrix MDS-9132T

Guided Journey ID
EMC_POWERVAULTME5TM_AMER_VP_1

Starting at DOL 59%**

Default Configuration
2x2.4TB 10K RPM SAS | 12Gbps 8 port 32GB

PowerVault ME5024 with Connectrix DS-7710B

Guided Journey ID
EMC_POWERVAULTME5TM_AMER_VP_1

Starting at DOL 59%**

Default Configuration
2x2.4TB 10K RPM SAS | 12Gbps 8 port 32GB

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DELLTechnologies
PARTNER PROGRAM

Tailor Made Storage Offers
CANADA ONLY

PowerVault | Connectrix

VALID THROUGH AUGUST 1, 2025

PowerVault ME5084 with Connectrix MDS-9132T
Guided Journey ID
EMC_POWERVAULTME5TM_AMER_VP_1
Starting at DOL 62%*
Default Configuration
28x12TB Hard Disk Drive 7.2K | 512e 8 port 32GB

PowerVault ME5084 with Connectrix DS-7710B
Guided Journey ID
EMC_POWERVAULTME5TM_AMER_VP_1
Starting at DOL 62%*
Default Configuration
28x12TB Hard Disk Drive 7.2K | 512e 8 port 32GB

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Go To Main Page

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PARTNER PROGRAM

Tailor Made Storage Offers
CANADA ONLY

Unity XT

Unity XT 380 Hybrid

Guided Journey ID
EMC_UNITYXTHYBRIDSV_AMER_VI_5
Starting at DOL 72%*

Default Configuration
6x600GB 10K SAS | 25x2.5 Drive

Unity XT 480 Hybrid

Guided Journey ID
EMC_UNITYXTHYBRIDSV_AMER_VI_5
Starting at DOL 72%*

Default Configuration
6x600GB 10K SAS | 25x2.5 Drive

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Go To
Main Page

TAILOR MADE STORAGE OFFERS | CANADA ONLY | VALID THROUGH AUGUST 1, 2025

Dell Technologies
Unity 380 and 480 Promo

Unity XT Hybrid Arrays are compelling storage solutions for small-to-medium enterprises running general-purpose workloads that don't demand speed. These platforms provide users with a unique combination of simplified management, all-inclusive innovative software, and hybrid cloud integrations without compromising affordability.

• 6X600GB Starting Cluster Capacity and fully customizable
• Software: Integrate & automate, multicloud flexibility, DevOps integrations & scale to meet demanding growth
• Services: includes 3 years ProSupport and Next Business day Onsite service
• Tailor Made's net price is approximately 20% less than BTO products with proper deal registration
Guided Journey ID: EMC_UNITYXTHYBRIDSV_AMER_5

Starting at DOL

72%*

The Unity Advantage

Designed for performance Powerful processors and dual-active controllers

Optimized for efficiency auto-tiering, intuitive GUI, DevOps integrations

Built for Multicloud Seamlessly extend storage to the cloud or consume in the cloud

Flexibility deploy cloud interoperability options

Scale up capacity one drive at a time, or capacity and performance with controller upgrades

Data Protection FLR help ensure data integrity and reduce the risk of data loss

Use Cases

Deep Archives
For large scale, archiving data storage that offers unmatched efficiency to lower costs

Disaster Recovery
Target for organizations requiring an economical, large capacity storage solution

File Archives
For economical storage and fast access to reference data to meet business, regulatory and legal requirements

Public Sector
Digital Evidence, Forensics, Surveillance, etc.

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Tailor Made Servers
HOW TO ORDER

Go To
Main Page

How to Order | Servers in DSC

In DSC, use one of two methods to find the Tailor-Made Servers
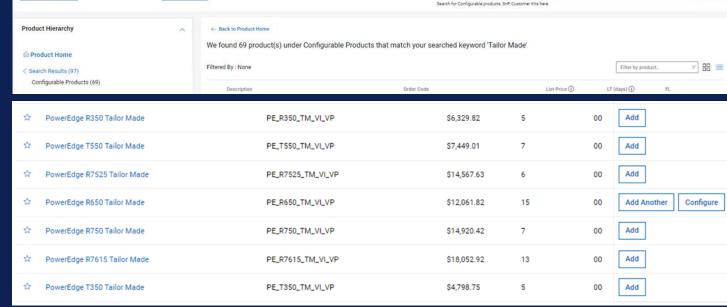
1. Use the Product Tree

2. Search for Tailor Made

3. Select the Tailor-Made Server Model from the product Selection under Configurable Products and select "Add" next to the model and click configure

1.

2.

3.
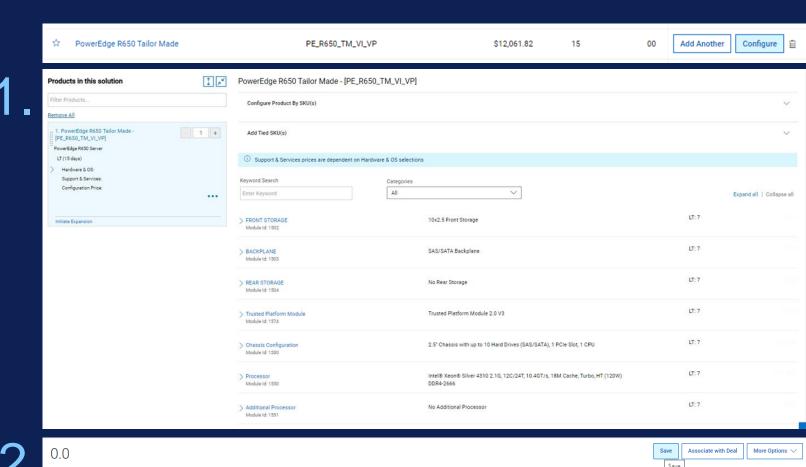
Configure & Purchase

How to Order | Configuring Servers in DSC

1. Once the server model has been added, configure the server based on needs and workloads

2. When the configuration Is completed and validated, select save to save the solution with a solution name

1.

2.
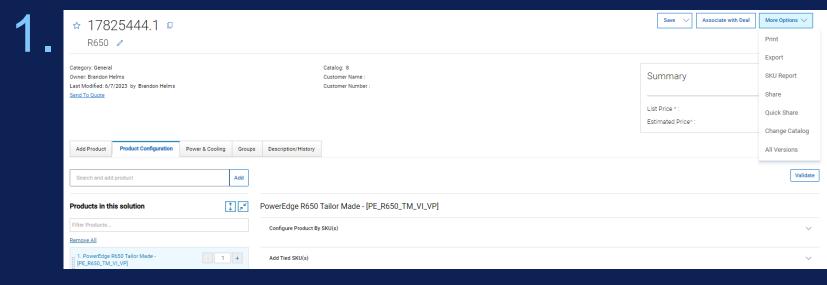
How to Order | Save Solution ID and Send to Quote

1. After Saving the Solution ID, Sent to Quote, or add other products
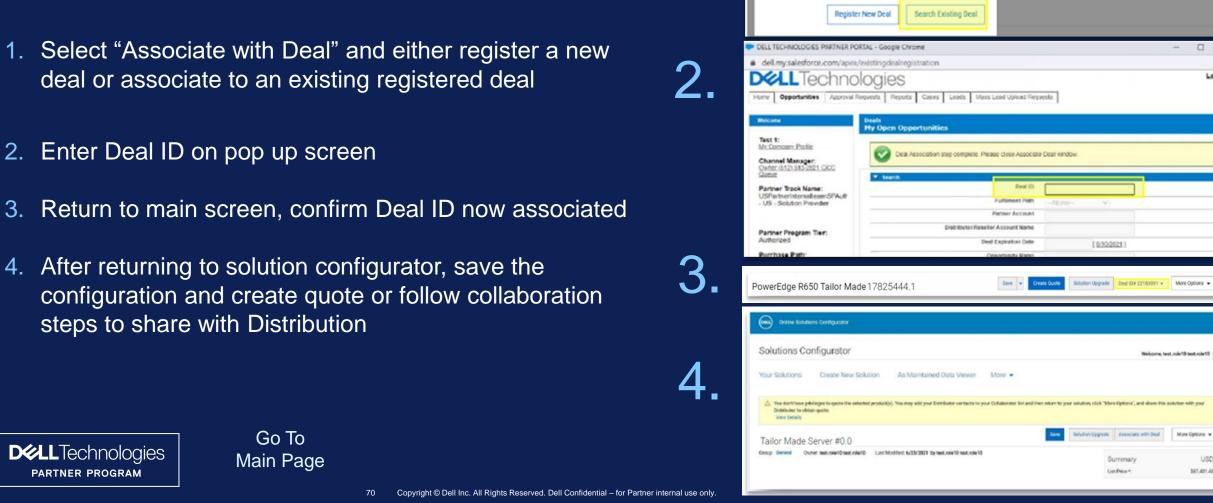
   Note: To add another Dell appliance, go back to the "Add Product" and search for Tailor Made

1.
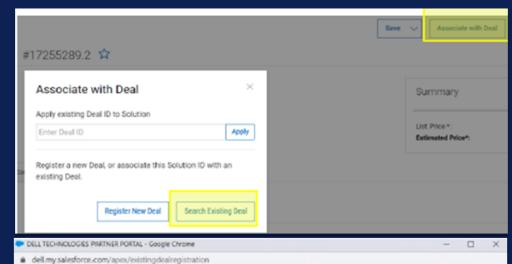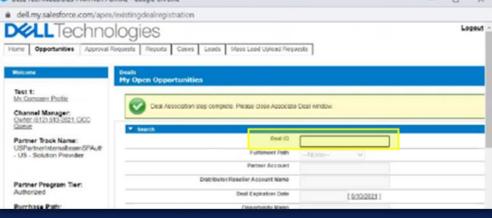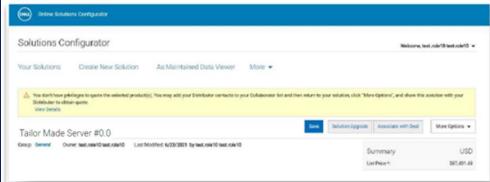
How to Order | Associate Servers with Approved Deal

Associate your approved deal registration to your quote for best pre-approved price on Tailor Made:

1. Select "Associate with Deal" and either register a new deal or associate to an existing registered deal

2. Enter Deal ID on pop up screen

3. Return to main screen, confirm Deal ID now associated

4. After returning to solution configurator, save the configuration and create quote or follow collaboration steps to share with Distribution

Go To
Main Page

1.

2.

3.

4.

DELLTechnologies
PARTNER PROGRAM

Tailor Made Storage
HOW TO ORDER

Go To
Main Page

D&LL Technologies
PARTNER PROGRAM

How to Order | US Storage in DSC

Use the **Guided Journey IDs** in DSC that correspond to the appropriate Country and Product

In DSC, use the below method to find the Tailor-Made Guided Journey IDs

1. Use the Product Tree

2. Search for Guided Journey ID

3. Add result to the solution, then select 'Configure' to move into the Guided Journey

Configure & Purchase

PRODUCT	GUIDED JOURNEY IDS
Azure Stack	AMER_TM_AX-650_15373_VP AMER_TM_AX-750_15374_VP
Connectrix	TM_MDS9132T_15141_VP TM_AMER_MDS9148T_15153_VP TM_AMER_MDS9396T_15145_VP TM_DS7710B_LLW_15596_VP
Data Protection	EMC_DM5500TM_NEW_AMER_VP_3 EMC_DD6400SV_AMER_VP_1
PowerStore (500T, 1200T, & Connectrix)	EMC_POWERSTORETSV_GEN2_AMER_VI_5
PowerStore & Data Protection	EMC_PSDDBUNDLESV_AMER_VI_1 EMC_PSDMBUNDLESV_AMER_VI_1
PowerVault MD	PV_TM_MD2412_16909_VP PV_TM_MD2424_16910_VP PV_TM_MD2460_16911_VP
PowerVault ME5	TM_ME5012_15246_VP TM_ME5024_15247_VP TM_ME5084_15248_VP
PowerVault & Connectrix	EMC_POWERVAULTME5TM_AMER_VP_1
PowerScale	EMC_TM_POWERSCALE2_AMER_VI_2
Unity	EMC_UNITYXTHYBRIDSV_AMER_VI_5

DELLTechnologies
PARTNER PROGRAM

How to Order | CA Storage in DSC

Use the **Guided Journey IDs** in DSC that correspond to the appropriate Country and Product

In DSC, use the below method to find the Tailor-Made Guided Journey IDs

1. Use the Product Tree

2. Search for Guided Journey ID

3. Add result to the solution, then select 'Configure' to move into the Guided Journey

PRODUCT	GUIDED JOURNEY IDS
Connectrix	TM_MDS9132T_15141_VP TM_AMER_MDS9148T_15153_VP TM_AMER_MDS9396T_15145_VP TM_DS7710B_LLW_15596_VP
Data Protection	EMC_DM5500TM_NEW_AMER_VP_3 EMC_DD6400SV_AMER_VP_1
PowerStore (500T, 1200T, & Connectrix)	EMC_POWERSTORETSV_GEN2_AMER_VI_5
PowerStore & Data Protection	EMC_PSDDBUNDLESV_AMER_VI_1 EMC_PSDMBUNDLESV_AMER_VI_1
PowerVault MD	PV_TM_MD2412_16909_VP PV_TM_MD2424_16910_VP PV_TM_MD2460_16911_VP
PowerVault ME5	TM_ME5012_15246_VP TM_ME5024_15247_VP TM_ME5084_15248_VP
PowerVault & Connectrix	EMC_POWERVAULTME5TM_AMER_VP_1
PowerScale	EMC_TM_POWERSCALE2_AMER_VI_2
Unity	EMC_UNITYXTHYBRIDSV_AMER_VI_5

Configure & Purchase

DELLTechnologies
PARTNER PROGRAM
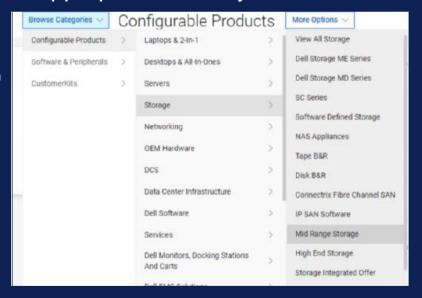
How to Order | Storage in DSC

Use the **Guided Journey IDs** in DSC that correspond to the appropriate Country and Product

In DSC, use the below method to find the Tailor-Made Guided Journey IDs

1. Use the Product Tree

2. Search for Guided Journey ID

3. Add result to the solution, then select 'Configure' to move into the Guided Journey

1.

2.

3.
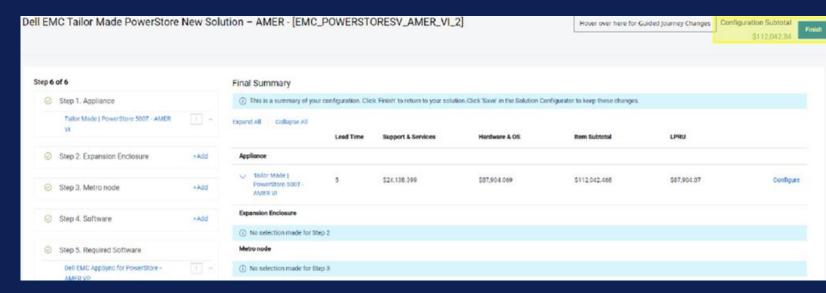
How to Order | Storage in DSC
Guided Journey
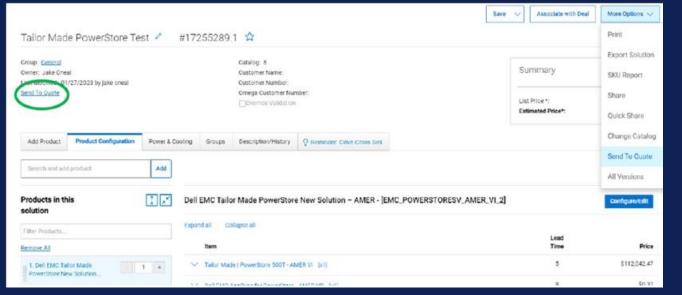
Once all selections have been made through the Guided Journey steps, select Finish

After Saving the Solution ID, Send to Quote, or add other products

Note: To add another Dell appliance, go back to the "Add Product" and search for the Guided Journey; one cannot "Add Product" from the configuration page, nor Copy Order Code

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How to Order | Storage in DSC
Save Solution ID

Associate your approved deal registration to your quote for best pre-approved price on Tailor Made:

1. Select "Associate with Deal" and either register a new deal or associate to an existing registered deal

2. Enter Deal ID on pop up screen

3. Return to main screen, confirm Deal ID now associated

4. After returning to solution configurator, save the configuration and create quote or follow collaboration steps to share with distribution

5. Place order

Note: For B2B Partners, please follow the standard B2B Ordering Process

1.

2.

3.

4.

5.

DELLTechnologies
PARTNER PROGRAM

Competitive Swap

DELLTechnologies
PARTNER PROGRAM

COMPETITIVE SWAP

Pursue Competitive Storage or Server Opportunities

MyRewards

16%

Storage +

Cap: $45K

MyRewards

8%

Server

Cap: $30K

earn **1.5**x!
when displacing Pure or NetApp with Dell PowerStore in Q2-Q4[1]

Details & Exclusions

- Approved Deal Registration linked to order required
- Not stackable with NBI
- Rebate eligibility is for metal tier partners
- MyRewards eligibility is for Metal Tier & Authorized Partners
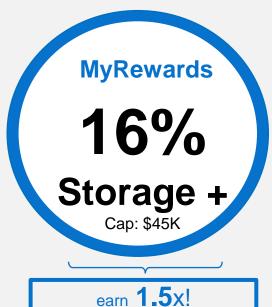
Storage:
- Includes: Current generation Dell Storage+ incentive Eligible Products*
- Excludes: Services, Upgrades, Virtustream Enterprise Cloud, Server to Storage swaps

Server:
- Requires a minimum 3 servers swapped per deal
- Includes: Current-generation Server Incentive Eligible Products* and attached services
- Excludes: Attached services for HCI, Server to Server & Server to HCI Swaps, Product upgrades, Storage to Server swaps, and PowerEdge XE orders

For more info, see Comp Swap details or watch the video

*Associate your approved deal registration to your quote for best price on Tailor Made
[1]Competitive Swap Storage MyRewards cap is $45K total, inclusive of the 1.5x PowerStore promotion. See MyRewards Promo Guide for details.

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PARTNER PROGRAM

COMPETITIVE SWAP

Eligible Competitor Products

To qualify for Competitive Swap MyRewards incentive:

Storage
- Hardware: IBM, HPE, Huawei, NetApp, Pure, Rubrik, Cohesity, Quantum, Hitachi

Server:
- IBM, HP, Huawei, Fujitsu, Cisco USC, SuperMicro, and Lenovo
- If not listed, send an email for an exception approval to: AmericasRegistrationTeam@dell.com

Process

Link approved Deal Reg. to Quote

Place order

Submit the following to:
AmericasRegistrationTeam@dell.com
Within 21 days after end of the quarter in which the deal is booked:
- Certification letter signed by the partner and Dell Account Rep & Sales Manager, or;
- RMA# (storage only)

DELLTechnologies

PARTNER PROGRAM

FY26 – Q2
MyRewards Promotions
Quick Reference Guide
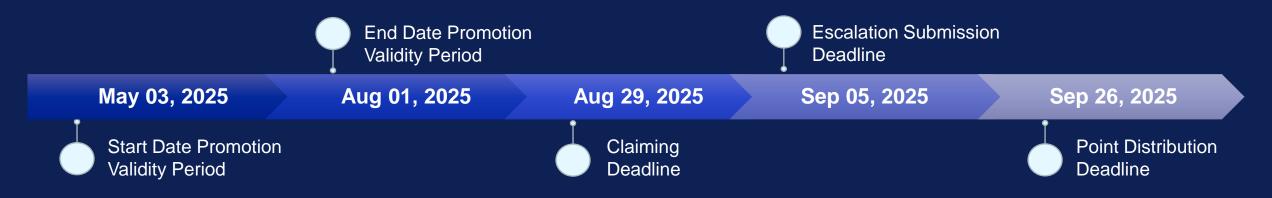
What is MyRewards Program?

A point-based incentive program for our partner sales and technical representatives that rewards their loyalty for driving and selling Dell Technologies' priority products and key initiatives.

To participate:

1 Opt in your company for MyRewards Program and **enable** individual reps and at least one MyR Admin in Partner Portal

2 Enabled Individuals need to **enroll** in the program by signing the T&Cs in the Incentives Center

3 Enrolled reps **claim** their eligible sales

4 MyRewards Admin **approves** the claims & **distributes** the points (MyR Admin may keep up to 10% of points)

5 **Redeem** points (1 MyR Pt = 1 USD)

1. To opt in your company, go to Partner Portal > **Program Benefits** > **MyRewards** > **Manage MyRewards Status** > Select '**Opted In**' in dropdown for My Rewards Company Status > Click **Save**. On the same page, check the box under "**Enable User for MyRewards**" for the user that needs to be enabled and **assign a MyRewards role** > Click **Save**.

2. To enroll, access the Incentives Center via Partner Portal (Program Benefits > MyRewards > Access Incentives Center). In the Incentives Center homepage, click on 'Enroll Now' > use the filters to search for current quarter's **Dell Technologies MyRewards Program Terms for Members_NA** > Click on '**Enroll Now**' to accept the T&Cs and complete enrollment.

3. To claim, the SR/SE will access the Incentives Center via Partner Portal and click on '**Claim Sales**' > On the next page, search for their orders and click on '**Claim Quantity**' > Type in the desired amount to claim from the total available > Click **Save**.

4. To approve and allocate points, the MyRewards Admin will access the Incentives Center via Partner Portal and click on '**Review Claims**' > Select all claims and bulk approve claims > Next go to **Point Distribution** tab to distribute the points generated from the claims.

5. To redeem, access the Incentives Center via Partner Portal and click on '**Redeem Rewards**' to access the Rewards Catalog.

- MyRewards promotions are subject to the MyRewards Terms and Conditions and individual Promotion Guides for eligible products, payout, and caps, which can be found in Partner Portal > Program Benefits > MyRewards > Access MyRewards > Program Information > MyRewards > Promotion Guides > NA.
- MyRewards program is eligible for Solution Providers only. Currently, it is not available for Distributors, GSI, NSP, CSP, Federal and Global Alliance partners.
- For more information, please contact MyRewards Helpdesk at support@partnerincentives.dell.com

FY26-Q2 Key Deadlines & Terms

End Date Promotion
Validity Period

Escalation Submission
Deadline

| May 03, 2025 | Aug 01, 2025 | Aug 29, 2025 | Sep 05, 2025 | Sep 26, 2025 |

Start Date Promotion
Validity Period

Claiming
Deadline

Point Distribution
Deadline

- **Payout:** Points will only be issued against orders <u>shipped</u> between **May 03, 2025** and **August 01, 2025** and is on a first-come, first-served basis. Payout will occur in the order that valid claims are received.

- **Claiming Deadline**: To earn points, sales must be claimed via the Incentives Center using the Claiming module *within 4 weeks of the promotion end date* or by midnight of **August 29, 2025**, unless terminated earlier by Dell Technologies.

- **Escalations**: Promotion escalations and inquiries must be submitted to <u>Support@partnerincentives.dell.com</u> *within 5 weeks of the promotion end date* or by midnight of **September 05, 2025**, unless terminated earlier by Dell Technologies.

- **Points Distribution Deadline**: MyRewards points issuance is at the sole discretion of the MyRewards Administrator. *Any points **NOT** distributed to members will expire 4 weeks after the final claiming deadline*, **September 26, 2025**.

FY26-Q2 Promotions List & Eligibility

Partner Track:
- ✓ Solution Provider
- ✓ OEM Solution Provider
- ✓ OEM

Countries:
- ✓ Canada
- ✓ United States

Roles:
- ✓ Sales Representatives
- ✓ System Engineers

Tiers:
- ✓ Titanium
- ✓ Platinum
- ✓ Gold
- ✓ Authorized (*)

1. FY26-Q2 NA CS Client Unit
2. FY26-Q2 NA CS Displays
3. FY26-Q2 NA IS Networking Unit
4. FY26-Q2 NA IS PowerEdge Server with ProSupport Plus Attach
5. FY26-Q2 NA IS PowerEdge Server with Intel Attach
6. FY26-Q2 NA IS PowerEdge Server & Microsoft Attach
7. FY26-Q2 NA IS PowerEdge Server with AMD Processor
8. FY26-Q2 NA IS PowerEdge Server with NVIDIA Attach
9. FY26-Q2 NA CS & IS Behavioral Incentives:
   - FY26-Q2 NA CS Client+ MB (*)
   - FY26-Q2 NA CS Client+ Compete Select (*)
   - FY26-Q2 NA CS Client+ NBI (*)
   - FY26-Q2 NA IS Server MB (*)
   - FY26-Q2 NA IS Server NBI (*)
   - FY26-Q2 NA IS Networking NBI (*)
   - FY26-Q2 NA IS Server Competitive Swap
   - FY26-Q2 NA IS Storage+ MB (*)
   - FY26-Q2 NA IS Storage+ Compete Select (*)
   - FY26-Q2 NA IS Storage+ NBI (*)
   - FY26-Q2 NA IS Storage+ Competitive Swap
   - FY26-Q2 NA IS Storage+ Tech Refresh (*)
10. FY26-Q2 NA IS Storage with ProDeploy & ProSupport Plus Attach

(*) These promotions are not eligible for Authorized partners.

FY26-Q2 NA CS Client Unit Promotion

Precision Dell Pro Max	Latitude Rugged Dell Pro Rugged Laptops	Latitude 9000 Dell Pro Premium Laptops	Latitude 7000 Dell Pro Plus Laptops	Microsoft Windows Latitude Education	OptiPlex Dell Pro Desktops
$10 per unit	**$10** per unit	**$10** per unit	**$5** per unit	**$5** per unit	**$5** per unit

- ✓ Precision Workstation Desktop / Laptop Custom Orders, Smart Select and Fixed Configuration
- ✓ Includes Dell Pro Max Plus and Premium

- ✓ Latitude Rugged / Dell Pro Rugged Laptops: Custom Orders, Smart Select and Fixed Configuration

- ✓ Latitude 9000 Series / Dell Pro Premium Laptops: Custom Orders, Smart Select and Fixed Configuration

- ✓ Latitude 7000 Series / Dell Pro Plus Laptops: Smart Select & Fixed Configuration
- ✓ Latitude 7000 Series / Dell Pro Plus Laptops: Custom Orders Configuration for Canada Partners only.

- ✓ Microsoft Windows Latitude Education 3000 Series: Custom Orders, Smart Select and Fixed Configuration

- ✓ OptiPlex Series / Dell Pro Desktops: Custom Orders, Smart Select and Fixed Configuration
- ✓ Includes Dell Pro Desktops Plus and XE5

Cap: 1,500 **Units** *per* Partner *per* Quarter

- These promotions are subject to the MyRewards Terms and Conditions which may be found in the Incentives Center (Partner Portal > Program Benefits > MyRewards > Access MyRewards)
- Refer to MyRewards Promotion Guide for eligible products / SKU's and payout details. Please refer to the link above for more information.
- MyRewards Administrator is allowed to keep up to 10% of points from each applicable sale claim.
- GSI's, North America NSP's, CSP's, Federal, Alliance Partners, Consumer and Direct customer orders / opportunities are excluded from this promotion.

FY26-Q2 NA CS Displays Promotion

$5
Per unit

✓ Includes all UltraSharp Dell Monitors
✓ Refer to the "**FY26-Q2 NA CS Displays Promotion SKU List**" (Excel File), which can be accessed from the Incentives Center > Program Information > MyRewards > Promotion Guides > NA

Cap: 400 **Units** *per* Partner *per* Quarter

FY26-Q2 NA IS Networking Unit Promotion

**$100
Per unit**

✓ Includes Dell Networking S-Series only

✓ Refer to the "**FY26-Q2 NA IS Networking Unit Promotion Product List**" (Excel File), which can be accessed from the Incentives Center > Program Information > MyRewards > Promotion Guides > NA

Cap: 15 **Units** *per* End Customer *per* Partner *per* Quarter

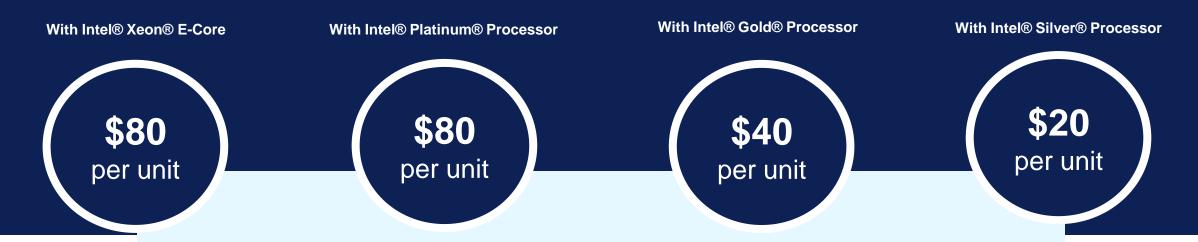# FY26-Q2 NA IS PowerEdge Server with ProSupport Plus Attach Promotion

$50
per unit

- ✓ $50 per PowerEdge Server unit attached with ProSupport Plus
- ✓ Eligible for 3 Years, 4 Years or 5 Years ProSupport Plus attached to PowerEdge Server (POS Only)
- ✓ APOS installations do not qualify for this promotion.

Cap: 100 **Units** *per* End Customer *per* Partner *per* Quarter

FY26-Q2 NA IS PowerEdge Server with Intel Attach Promotion

With Intel® Xeon® E-Core

$80 per unit

With Intel® Platinum® Processor

$80 per unit

With Intel® Gold® Processor

$40 per unit

With Intel® Silver® Processor

$20 per unit

✓ Applies to all PowerEdge servers with specific Intel processors SKUs.
✓ Refer to the "**FY26-Q2 NA IS PowerEdge 2 & 4 Socket Server with Intel Attach Promotion SKU List**" (Excel file), which can be accessed from the Incentives Center > Program Information > MyRewards > Promotion Guides > NA

Cap: 50 Server **Units** *per* End Customer *per* Partner *per* Quarter *per* Processor

intel.
Powered by Intel ®

FY26-Q2 NA IS PowerEdge Server & Microsoft Attach Promotion

Windows Server Datacenter	**Windows Server 2022 Standard**	**50-pack of Windows Server 2025/2022**	**5-pack of Windows Server**	**MS SQL Server**	**Azure Local OEM License Bundle**
Up to **$300** per unit	Up to **$100** per unit	**$100** per unit	**$25** per unit	**$100** per unit	**$500** per unit

✓ Windows Server 2022 Datacenter / SKU #634-BYJS = **$150** ✓ Windows Server 2022 Datacenter (16 CORE, Secondary OS, No MEDIA, Unlimited VMs) / SKU #634-BYKB = **$150** ✓ Windows Server 2025 Datacenter (16 Core, Unlimited VMs, No CALs) / SKU #634-CVFS = **$300**	✓ Windows Server 2022 Standard / SKU #634-BYJY = **$25** ✓ Windows Server 2022 Standard (16 CORE, Secondary OS, No MEDIA) / SKU #634-BYJZ = **$25** ✓ Windows Server 2025 Standard (16-Core, No CAL) / SKYU #634-CVGB = **$100**	✓ 50-pack of Windows Server 2025/2022 User CALs (Standard or Datacenter) / SKU #634-CVBW ✓ 50-pack of Windows Server 2025/2022 Device CALs (Standard or Datacenter) / SKU #634-CVCD	✓ 5-pack of Windows Server 2022 Remote Desktop Services CALS, User / SKU #634-BYKI ✓ 5-pack of Windows Server 2025/2022 Device CALs (Standard or Datacenter) / SKU #634-CVCC	✓ MS SQL Server 2022 Standard (OEM, 5 USER CALs, NFI) / SKU #634-BZVP	✓ Azure Local OEM License Bundle / SKU #149-BBYX

Cap: $10,000 **MyRewards Points** *per* End Customer *per* Partner *per* Quarter

- These promotions are subject to the MyRewards Terms and Conditions which may be found in the Incentives Center (Partner Portal > Program Benefits > MyRewards > Access MyRewards)
- Refer to MyRewards Promotion Guide for eligible products / SKU's and payout details. Please refer to the link above for more information.
- MyRewards Administrator is allowed to keep up to 10% of points from each applicable sale claim.
- GSI's, North America NSP's, CSP's, Federal, Alliance Partners, Consumer and Direct customer orders / opportunities are excluded from this promotion.

Microsoft

FY26-Q2 NA IS PowerEdge Server with AMD Processor Promotion

$100
per unit

✓ PowerEdge C6525
✓ PowerEdge C6615
✓ PowerEdge R6515
✓ PowerEdge R6525
✓ PowerEdge R6615

✓ PowerEdge R7515
✓ PowerEdge R7525
✓ PowerEdge R7615
✓ PowerEdge R7625
✓ PowerEdge R6715
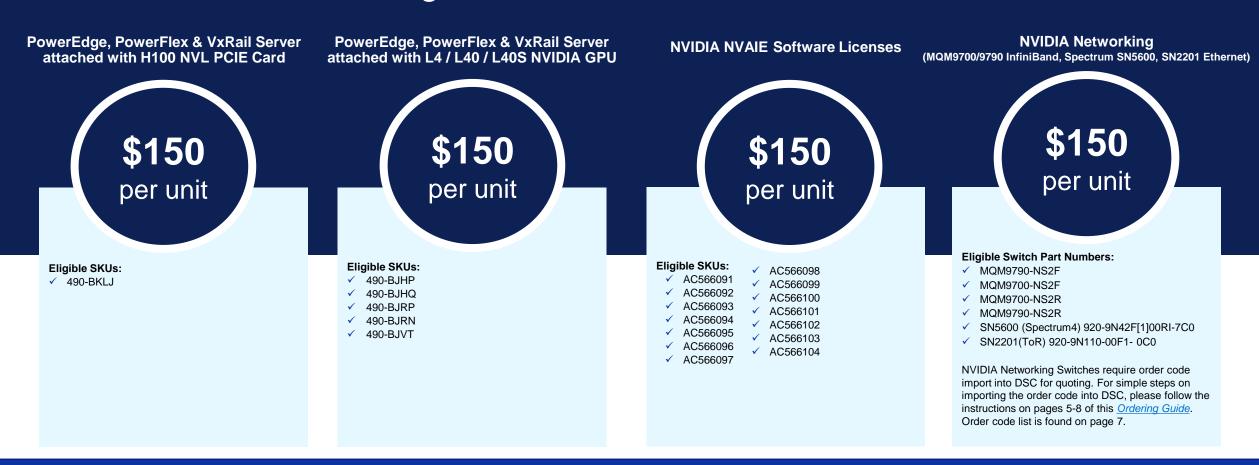
✓ PowerEdge R6725
✓ PowerEdge R7715
✓ PowerEdge R7725
✓ PowerEdge XE7745

Cap: 125 **Units** *per* End Customer *per* Partner *per* Quarter

AMD
EPYC

FY26-Q2 NA IS PowerEdge Server with NVIDIA Attach Promotion
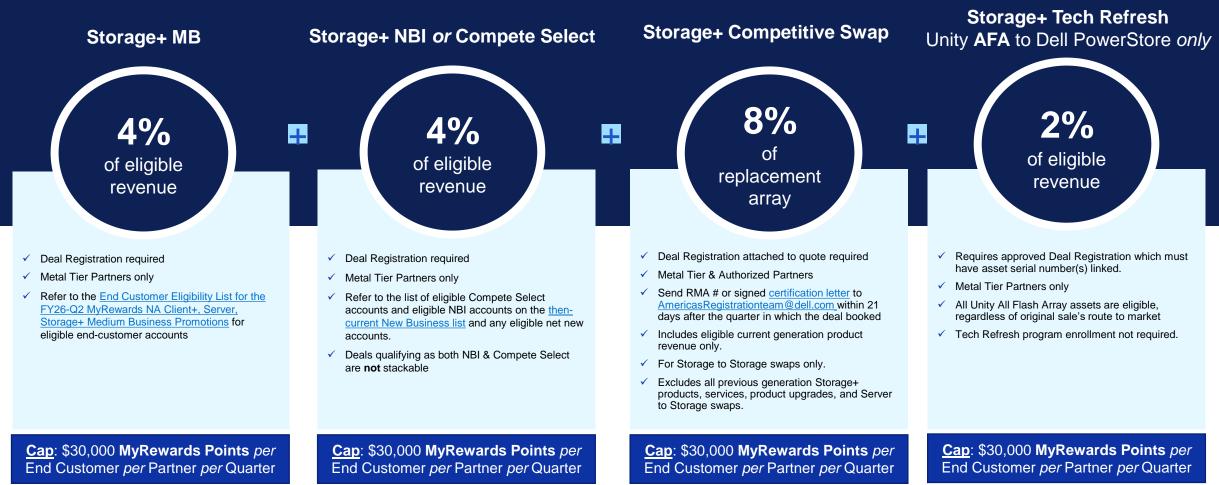
PowerEdge, PowerFlex & VxRail Server attached with H100 NVL PCIE Card

PowerEdge, PowerFlex & VxRail Server attached with L4 / L40 / L40S NVIDIA GPU

NVIDIA NVAIE Software Licenses

NVIDIA Networking
(MQM9700/9790 InfiniBand, Spectrum SN5600, SN2201 Ethernet)

$150 per unit

$150 per unit

$150 per unit

$150 per unit

Eligible SKUs:
- ✓ 490-BKLJ

Eligible SKUs:
- ✓ 490-BJHP
- ✓ 490-BJHQ
- ✓ 490-BJRP
- ✓ 490-BJRN
- ✓ 490-BJVT

Eligible SKUs:
- ✓ AC566091
- ✓ AC566092
- ✓ AC566093
- ✓ AC566094
- ✓ AC566095
- ✓ AC566096
- ✓ AC566097
- ✓ AC566098
- ✓ AC566099
- ✓ AC566100
- ✓ AC566101
- ✓ AC566102
- ✓ AC566103
- ✓ AC566104

Eligible Switch Part Numbers:
- ✓ MQM9790-NS2F
- ✓ MQM9700-NS2F
- ✓ MQM9700-NS2R
- ✓ MQM9790-NS2R
- ✓ SN5600 (Spectrum4) 920-9N42F[1]00RI-7C0
- ✓ SN2201(ToR) 920-9N110-00F1- 0C0

NVIDIA Networking Switches require order code import into DSC for quoting. For simple steps on importing the order code into DSC, please follow the instructions on pages 5-8 of this *Ordering Guide*. Order code list is found on page 7.

Cap: 200 **Units** *per* End Customer *per* Partner *per* Quarter

- These promotions are subject to the MyRewards Terms and Conditions which may be found in the Incentives Center (Partner Portal > Program Benefits > MyRewards > Access MyRewards)
- Refer to MyRewards Promotion Guide for eligible products / SKU's and payout details. Please refer to the link above for more information.
- MyRewards Administrator is allowed to keep up to 10% of points from each applicable sale claim.
- GSI's, North America NSP's, CSP's, Federal, Alliance Partners, Consumer and Direct customer orders / opportunities are excluded from this promotion.

NVIDIA

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FY26-Q2 NA CS & IS Behavioral Incentives – Storage+

STACKABLE!

Storage+ MB

4%
of eligible revenue

✓ Deal Registration required
✓ Metal Tier Partners only
✓ Refer to the End Customer Eligibility List for the FY26-Q2 MyRewards NA Client+, Server, Storage+ Medium Business Promotions for eligible end-customer accounts

Cap: $30,000 **MyRewards Points** *per* End Customer *per* Partner *per* Quarter

➕

Storage+ NBI *or* Compete Select

4%
of eligible revenue

✓ Deal Registration required
✓ Metal Tier Partners only
✓ Refer to the list of eligible Compete Select accounts and eligible NBI accounts on the then-current New Business list and any eligible net new accounts.
✓ Deals qualifying as both NBI & Compete Select are **not** stackable

Cap: $30,000 **MyRewards Points** *per* End Customer *per* Partner *per* Quarter

➕

Storage+ Competitive Swap

8%
of replacement array

✓ Deal Registration attached to quote required
✓ Metal Tier & Authorized Partners
✓ Send RMA # or signed certification letter to AmericasRegistrationteam@dell.com within 21 days after the quarter in which the deal booked
✓ Includes eligible current generation product revenue only.
✓ For Storage to Storage swaps only.
✓ Excludes all previous generation Storage+ products, services, product upgrades, and Server to Storage swaps.

Cap: $30,000 **MyRewards Points** *per* End Customer *per* Partner *per* Quarter

➕

Storage+ Tech Refresh
Unity **AFA** to Dell PowerStore *only*

2%
of eligible revenue

✓ Requires approved Deal Registration which must have asset serial number(s) linked.
✓ Metal Tier Partners only
✓ All Unity All Flash Array assets are eligible, regardless of original sale's route to market
✓ Tech Refresh program enrollment not required.

Cap: $30,000 **MyRewards Points** *per* End Customer *per* Partner *per* Quarter

- All behavioral incentives are paid on eligible products as defined in the 2025 Partner Program Eligible Product Categories document.
- These promotions are subject to the MyRewards Terms and Conditions which may be found in the Incentives Center (Partner Portal > Program Benefits > MyRewards > Access MyRewards)
- Refer to MyRewards Promotion Guide for eligible products / SKU's and payout details. Please refer to the link above for more information.
- MyRewards Administrator is allowed to keep up to 10% of points from each applicable sale claim.
- GSI's, North America NSP's, CSP's, Federal, Alliance Partners, Consumer and Direct customer orders / opportunities are excluded from this promotion.
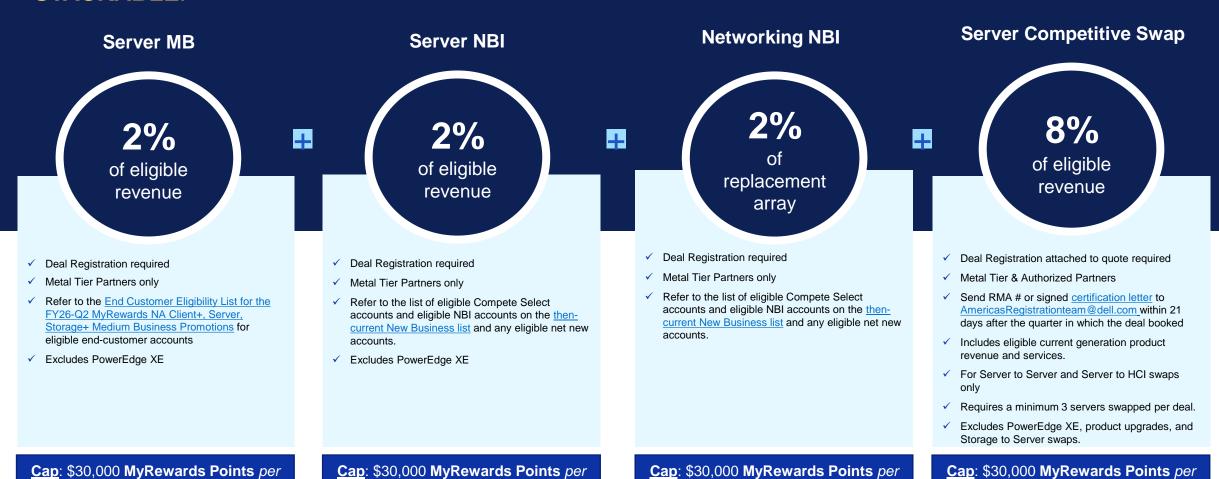
FY26-Q2 NA CS & IS Behavioral Incentives – Server

STACKABLE!

| Server MB | | Server NBI | | Networking NBI | | Server Competitive Swap |

2% of eligible revenue
➕
2% of eligible revenue
➕
2% of replacement array
➕
8% of eligible revenue

Server MB
- ✓ Deal Registration required
- ✓ Metal Tier Partners only
- ✓ Refer to the End Customer Eligibility List for the FY26-Q2 MyRewards NA Client+, Server, Storage+ Medium Business Promotions for eligible end-customer accounts
- ✓ Excludes PowerEdge XE

Cap: $30,000 **MyRewards Points** *per* End Customer *per* Partner *per* Quarter

Server NBI
- ✓ Deal Registration required
- ✓ Metal Tier Partners only
- ✓ Refer to the list of eligible Compete Select accounts and eligible NBI accounts on the then-current New Business list and any eligible net new accounts.
- ✓ Excludes PowerEdge XE

Cap: $30,000 **MyRewards Points** *per* End Customer *per* Partner *per* Quarter

Networking NBI
- ✓ Deal Registration required
- ✓ Metal Tier Partners only
- ✓ Refer to the list of eligible Compete Select accounts and eligible NBI accounts on the then-current New Business list and any eligible net new accounts.

Cap: $30,000 **MyRewards Points** *per* End Customer *per* Partner *per* Quarter

Server Competitive Swap
- ✓ Deal Registration attached to quote required
- ✓ Metal Tier & Authorized Partners
- ✓ Send RMA # or signed certification letter to AmericasRegistrationteam@dell.com within 21 days after the quarter in which the deal booked
- ✓ Includes eligible current generation product revenue and services.
- ✓ For Server to Server and Server to HCI swaps only
- ✓ Requires a minimum 3 servers swapped per deal.
- ✓ Excludes PowerEdge XE, product upgrades, and Storage to Server swaps.

Cap: $30,000 **MyRewards Points** *per* End Customer *per* Partner *per* Quarter

- • All behavioral incentives are paid on eligible products as defined in the 2025 Partner Program Eligible Product Categories document.
- • These promotions are subject to the MyRewards Terms and Conditions which may be found in the Incentives Center (Partner Portal > Program Benefits > MyRewards > Access MyRewards)
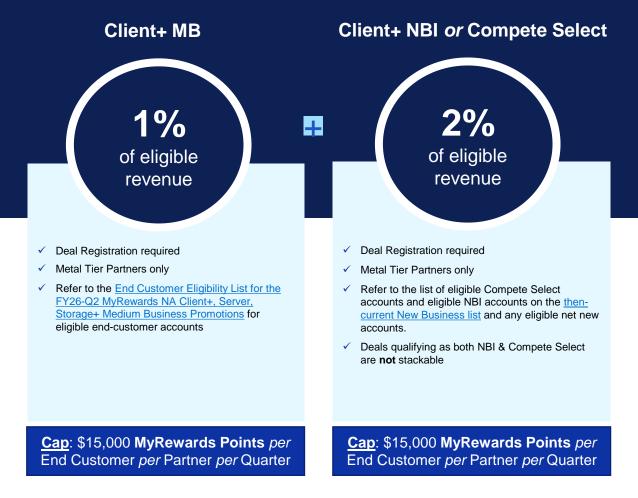- • Refer to MyRewards Promotion Guide for eligible products / SKU's and payout details. Please refer to the link above for more information.
- • MyRewards Administrator is allowed to keep up to 10% of points from each applicable sale claim.
- • GSI's, North America NSP's, CSP's, Federal, Alliance Partners, Consumer and Direct customer orders / opportunities are excluded from this promotion.

FY26-Q2 NA CS & IS Behavioral Incentives – Client+

STACKABLE!

Client+ MB

1%
of eligible revenue

✚

Client+ NBI *or* Compete Select

2%
of eligible revenue

- ✓ Deal Registration required
- ✓ Metal Tier Partners only
- ✓ Refer to the End Customer Eligibility List for the FY26-Q2 MyRewards NA Client+, Server, Storage+ Medium Business Promotions for eligible end-customer accounts

- ✓ Deal Registration required
- ✓ Metal Tier Partners only
- ✓ Refer to the list of eligible Compete Select accounts and eligible NBI accounts on the then-current New Business list and any eligible net new accounts.
- ✓ Deals qualifying as both NBI & Compete Select are **not** stackable

Cap: $15,000 **MyRewards Points** *per* End Customer *per* Partner *per* Quarter

Cap: $15,000 **MyRewards Points** *per* End Customer *per* Partner *per* Quarter

- All behavioral incentives are paid on eligible products as defined in the 2025 Partner Program Eligible Product Categories document.
- These promotions are subject to the MyRewards Terms and Conditions which may be found in the Incentives Center (Partner Portal > Program Benefits > MyRewards > Access MyRewards)
- Refer to MyRewards Promotion Guide for eligible products / SKU's and payout details. Please refer to the link above for more information.
- MyRewards Administrator is allowed to keep up to 10% of points from each applicable sale claim.
- GSI's, North America NSP's, CSP's, Federal, Alliance Partners, Consumer and Direct customer orders / opportunities are excluded from this promotion.

FY26-Q2 NA IS Storage with ProDeploy & ProSupport Plus Attach Promotion

1%
of eligible revenue

✓ Includes **ProDeploy Services with ProSupport Plus** attached to eligible **Storage Products** as defined in the [2025 Partner Program Eligible Product Categories document](#)

Cap: $2,500 **MyRewards Points** *per* End Customer *per* Partner *per* Quarter

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PARTNER PROGRAM