

PARTNER REPLACEMENT PROMOTION

Replace Fortinet or Palo Alto with a Check Point solution to unlock special rebates.



The 7% rebate will only apply to products purchased that are related to the Fortinet (or Palo Alto) replacement – i.e. the Enterprise gateways + bundle portion only



All customers (existing and new) are eligible for free migration.



3 months of free support (SS-STD) will be given for new customers only



Deal Reg. Competitive replacement **18% discount.**

How does it work?

- The program is open to all Check Point partners; Advanced, Professional, Premier, Elite”.
- The program **only** applies to **new business**: i.e. not renewals
- The program is for selling new Enterprise gateways products including CNS
- Partners will need to provide details on the competitive solutions being replaced – only Palo Alto & Fortinet appliance replacement are eligible
- Deals must be registered and approved by Check Point by **December 31, 2026**
- This rebate is stackable with the new customer rebate, 12% rebate maximum.

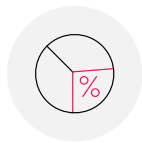
Process for validating competitive take-out

- All deals need to be new deal registrations for new business, and need to be approved during the incentive period
- The competitor needs to be listed on the deal registration request
- Partners will need to click the “Competitive Replacement” checkbox
- Partners will need to provide the following details in the “Deal Description” field:
 - Explanation of the opportunity – including which competitor is replaced
 - How many appliances are being replaced
 - Future opportunities need to be listed
- The competitor solutions being replaced need to be listed
- Partners will be asked by Check Point sales team to provide **one of the following as proof of the replaced appliance**:
 - Picture and Serial number** of the replaced appliance
 - Copy of competitor residual contract**
 - Screenshot of relevant contract clauses** like start, end and renewal due dates for a competitor contract

Program Details



Applies to new competitive replacement opportunities with approved deal registration – from Fortinet and Palo Alto only



Minimum deal size = \$10,000 Net to Check Point



Incentive structure: 7% rebate to the partner, based on annualized net price bookings to Check Point



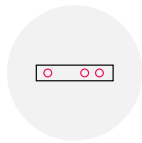
Maximum total incentive per partner: \$150,000



Rebates will be paid during Q1 for H2 and during Q3 for H1.



SaaS SKUs are excluded from the program



Spark appliances are excluded from the program



3 months free support for new customer - valid for direct standard support (SS-STD) only

IMPORTANT: Proof of replacement must be submitted before the order is placed with Check Point. Approval is at Check Point's sole discretion. Failure to provide proof may result in cancellation of benefits under this program which may result in additional cost charged for the value of benefits already provided

FAQ

Q: Is the rebate based on list price or net price to Check Point?

A: The rebate is based on the net price to Check Point.

Q: Where do I send the supporting documents for the proof of replacement?

A: The document should be shared with your Check Point PSM.

Q: Is the rebate calculated on Annual Contract Value (ACV) or Total Contract Value (TCV)?

A: It is based on annualized bookings

Q: How is the 3-month free support applied?

A: The support contract will be booked for 12 months at a cost of 9 months.

Q: Are all customers eligible for free support?

A: No, the 3-month free support is available to new customers only.

Q: What level of support is included in the promotion?

A: Direct Standard Support (SS-Standard) is covered under the 3-month free support offer.

Q: Are all customers eligible for free migration?

A: Yes, both existing and new customers are eligible for free migration

Q: If the customer is new, can they receive both the new customer rebate and the 7% competitive replacement rebate?

A: Yes, the rebates is stackable. The customer can receive up to 12% rebate.

Q: How can I confirm if a deal is eligible for a NC rebate?

A: The DR should be submitted for New Customer AND Competitive replacement. Deals that are approved as New customer will display "Approved NC discount" in "my deal registration" view on PMAP.

Q: I am unsure if my deal is eligible, who do I contact at Check Point to confirm eligibility?

A: Formal confirmation on eligibility will be communicated at the end of the program period (July/January). For more information prior to this date please contact your PSM.

Q: Does the program apply to competitive replacements from other vendors beyond Fortinet and Palo Alto?

A: It can be applied to other competitors as well, subject to approval on a case-by-case basis.

Q: Can a deal be eligible if I can't provide proofs of the replaced appliance?

A: If the replacement evidence was not provided before the order submission to Check Point the deal will not be qualified for the promotion.

Q: Are the migration services mandatory or optional?

A: Check Point offers migration services of up to 8 days, however it is not mandatory to use them. This year, we offer migration days only which cannot be replaced with other services.

Q: How many days of PS will I get?

A: We offer an outcome-based service. The objective is the successful completion of the migration, regardless of the actual effort required. If the migration is completed in fewer than 8 days, there is no entitlement to the remaining unused days. Once the agreed outcome has been delivered, the service is considered fulfilled.

Q: What does the PS SKU cover?

A: The SKU covers the migration of a single policy only. For example, if a customer has a Palo Alto gateway, Check Point Services will convert the policy and support the migration of that specific policy. If the customer requires migration of multiple policies, additional migration services must be purchased.

Q: Are NFR products eligible for the program?

A: Yes.

Q: If an order contains both Enterprise gateways and other products, which part does the threshold refer to?

A: The threshold refers to the Enterprise gateways + bundle portion only, which is also the portion for which the rebate will be paid.