

Extended!



Agilent Promotion Fact Sheet

Agilent EEsof EDA Quarterly Billing and Co-Term Pricing Promotion

Start date: November 15, 2008 – **End date:** October 31, 2012 **Promotion code:** 5.716

Promotion Description: Agilent Technologies' customers can choose from the following:

A. Quarterly Billing: Customers who wish to purchase any EEsof EDA 12-month TBL for a total purchase order that exceeds NET (e.g. after discounts/taxes applied) \$25K USD, are eligible to instead purchase four **consecutive** EEsof EDA 3-month TBLs with Quarterly Billing payments at a promotional discount. Business Center CSRs must validate that conditions are met before a quote/order is processed, and must add the wording "These four 3-month time-based licenses **MUST** ship consecutively." to the "Notes" section of the quote for each of the four 3-month TBLs. This applies to EEsof EDA products with a "BT" and "ET" suffix. Note: Support Sold Upfront EMG 230.030E Policy will be updated accordingly. Refer questions to policy owner.

B. Co-term Pricing: Customers who purchase an *additional* TBL (for less than 12 months) to expire at the same time as their current lease may purchase the less than 12 month TBL at a promotional discount. FEs must validate that conditions are met before a quote/order is processed. This applies to EEsof EDA products with a "BT" and "ET" suffix.

The discounts are determined as follows:

A. Quarterly Billing: Use Row 1-39* in the spreadsheet below. Use Discount Table A (Column C) if the promotional discount is the only discount or if it is combined with an M72 or MA9. Use Discount Table B (Column D, E) if the promotional discount is combined with a PA discount. Table B discounts are only available in USD currency. For questions about discounts, please contact Lars Andersen at EEsof (lars_andersen2@agilent.com).

B. Co-term Pricing: Use Row 43-55* in the spreadsheet below. If the promotional discount is combined with a PA discount or for questions about discounts, please contact Lars Andersen at EEsof (lars_andersen2@agilent.com).

*Please refer to embedded spreadsheet.

Promotion Conditions:

1. This promotion is open to Agilent Technologies' commercial end user and designated resellers worldwide.
2. Customer must reference **promotion code 5.716** upon order placement.
3. The promotion discount is combinable with the customer's standard purchase agreement discount.
4. Products or options that do not receive the promotion discount can receive the standard purchase agreement discount.
5. Customer's standard purchase agreement terms and conditions apply to this offering.
6. Associated product options not outlined are not eligible to receive the promotion discount.
7. Support options are not eligible to receive the promotion discount.
8. Other product purchases not outlined within this promotion can be added to the order but cannot receive the promotion discount.
9. Promotion products cannot be substituted with other Agilent products.
10. This promotion can only be combined with trade-in specials; additional current programs or special offers cannot be combined with this offering other than EEsof promotion **5.715**.
11. All promotion products must be placed on the same purchase order.
12. Open and closed orders placed prior to the start date of the promotion are not eligible for this promotion.
13. Lease orders are eligible to participate in this promotion.
14. Agilent Technologies reserves the right to modify or discontinue this offering during the promotional period.
15. Customers who purchase products under this program must accept the conditions established under Agilent's Order Acceptance Policy.
16. It is recommended for all designated resellers to pass through the full promotion discount (funded by Agilent Technologies) to their end user customers.



www.agilent.com/find/promotions

Revised Date: October 15, 2011



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