Signed documentation for eligible Competitive Swap claims must be received within 21 calendar days after the end of the Quarter in which the deal is booked.

* Dell FY25 Q4 End of Quarter:  31 January 2025. Documentation must be received by 21 Feb 2025.
* Dell FY26 Q1 End of Quarter: 2 May 2025. Documentation must be received by 23 May 2025
* Dell FY26 Q2 End of Quarter:  1 August 2025, Documentation must be received by 22 August 2025
* Dell FY26 Q3 End of Quarter: 31 October 2025, Documentation must be received by 21 November 2025
* Dell FY26 Q4 End of Quarter:  30 January 2026. Documentation must be received by 20 Feb 2026.

**Dell Technologies Competitive Swap Incentive Program Certification Letter**

**Channel Partner and Dell Technologies Representative Version**

**DataCenter Competitive Swap with Server and/or Storage**

Date: [Please Insert Date]

Subject: Dell Technologies Competitive Swap Incentive Program

The Dell Technologies Competitive Swap Incentive Program (“Incentive Program”) offers certain incentives and benefits to partners enrolled in the Dell Technologies Partner Program (“Partners”). The Incentive Program is subject to and governed by the Dell Technologies Partner Program Agreement, the Dell Technologies Partner Program Incentive Terms and Conditions, and the applicable Benefits and Requirements document, together with any attachments thereto (collectively, the “Agreement”). If you are participating in the Incentive Program as an Authorized-status Partner, your participation and incentives are subject to additional terms and conditions set forth by your distributor.

By signing below, Partner and Dell Technologies sales representative agree that Partner holds an approved deal registration # [insert approved DR number] and that the Partner’s current order [ Dell Technologies sales order number] for Dell products for the end-user customer [INSERT CUSTOMER NAME] (“Customer”) will replace the following competitive products which are located at Customer’s location:

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Quantity** | **Manufacturer** | **Model** | **Storage RAW Capacity** | **Location** |
| Click or tap here to enter text. | Click or tap here to enter text. | Click or tap here to enter text. | Click or tap here to enter text. | Click or tap here to enter text. |
| Click or tap here to enter text. | Click or tap here to enter text. | Click or tap here to enter text. | Click or tap here to enter text. | Click or tap here to enter text. |

Partner and Dell Technologies sales representative agree that any false or misleading information on this form will affect Partner’s ability to receive incentives and benefits, and Partner’s participation in the Dell Technologies Partner Program.

Please sign and return this letter to Dell Technologies by e-mail to the applicable address for your region:

Americas: [AmericasRegistrationTeam@dell.com](mailto:AmericasRegistrationTeam@dell.com)

EMEA: [EMEARegistrationTeam@dell.com](mailto:EMEARegistrationTeam@dell.com)

APJ: [APJRegistrationTeam@dell.com](mailto:APJRegistrationTeam@dell.com)

Greater China: [GC\_Partner\_Program@Dell.com](mailto:GC_Partner_Program@Dell.com) & [GCRegistrationTeam@dell.com](mailto:GCRegistrationTeam@dell.com)

**Agreed to and accepted by:**

|  |  |  |
| --- | --- | --- |
| Partner name: | Dell Technologies Representative Name: | Dell Technologies Sales Manager Name: |
| Signature: | Signature: | Signature: |
| Printed name: | Printed name: | Printed Name; |
| Title: | Title: | Title: |
| Date: | Date: | Date: |