**Westcon & PANW – It's Your Time to Drive Promotion**

By participating in this incentive scheme, you confirm that you have ensured that such participation is in compliance with your organisation's own internal policies and procedures regarding incentives, anti-bribery, gifts, favours and entertainment and that you will bring the incentive to the attention of your organisation and obtain any necessary approvals before receiving the incentive.

1. Participation in the "Westcon & PANW It's Your Time to Drive Promotion" ("Promotion") is conditional on your acceptance of:
    a. These rules;
    b. The interpretation of the rules being at Westcon's discretion; and
    c. Any decision by Westcon in respect of the Prize / Promotion, interpretation of the Rules being final.

2. The Promotion is a Westcon & Palo Alto Networks Incentive where eight (8) eligible partners will have the opportunity to go on an incentive trip to Adelaide Hills, South Australia for a Drive Day experience. The total incentive includes return economy airfares from nearest capital city, and accommodation. **("Prize").**

3. The promoter is Westcon Group Pty Limited Pty Ltd (ABN 77 050 539 672) of Building A, Level 6, 207 Pacific Highway, St Leonards, NSW, 2065, telephone (02) 9432 1000 ("Promoter").

4. Staff members of the Promoter, their immediate families and agencies associated with this Promotion are ineligible to enter. Immediate family means any of the following: spouse, ex-spouse, de-facto spouse, child or stepchild (whether natural or by adoption), parent, stepparent, grandparent, step-grandparent, uncle, aunt, niece, nephew, brother, sister, stepbrother, stepsister or 1st cousin.

5. The Promotion commences at 12:00 AM AEDT on 1st November (backdated to 1 October 2025) and ends at 11:59 AEST 6th April 2026 **("Promotional Period").**

**Eligibility Criteria**

6. Entrants eligible for the Promotion are:
    a. Employees of approved Palo Alto Networks partner companies that are managed by Westcon in Australia. Eligible partners must have a valid Westcon Partner account in good standing.
    b. Eligible partners mean those who have been registered to enter this competition and are an approved Palo Alto Networks Partner. **("Eligible Person").**

7. Entrants must also be a registered member of the Westcon PAN Xcelerate Partner Program.

8. Unless a deal is the result of a tender or formal RFP (with evidence provided by the partner), all Deal Registrations and associated bookings must be tied to a Deal Registration raised by Westcon. Deal Registrations may be raised through Jody Taleska at Jody.Taleska@westcon.com or Jeslyn Yin The at Jeslynyin.teh@westcon.com, and all quotes must be linked to an approved Deal Registration and booked within the **Promotional Period.**

9. Entrants must be aged 18 years or older to enter and must consent to these Terms and Conditions.

10. Rewards will be allocated on a per company basis. The registered contact may not always be the recipient of the final reward. Once prize/s have been delivered, each Partner Company has the responsibility to manage any internal allocations.

11. The reward will be allocated to the Partner Principal of the Eligible Partner organisation. The Partner Principal will be recognised as the primary recipient of the Prize, notwithstanding any subsequent internal allocation within the Eligible Partner organisation.

12. By accepting these Terms and Conditions, and if you are deemed a winner of the Promotion, you, the Partner Principal, are required to attend the Prize activity. If you are unable to attend, you must provide written notice to the Promoter within two (2) weeks of the Promotion ending. Failure to provide such notice within the specified timeframe will result in forfeiture of the Prize, and the Promoter may reallocate the Prize at its sole discretion.

13. Drive Day event will take place from Tuesday 5th May, 2026 – Thursday 7th May, 2026 in Adelaide.

14. Valid opportunity related to bookings, deal registrations and active involvement in Westcon & Palo Alto Networks initiatives that take place between 1st October 2025 – 7th April 2026. Opportunities must be deal registered directly with Westcon where applicable to be eligible.

15. The promotion reward is awarded based on the following criteria:
    a. SASE Category – top two (2) partners with the highest SASE product specialisation bookings through Westcon with a minimum of USD $500,000 within the **Promotional Period.**
    b. Cortex Category – top two (2) partners with the highest Cortex product specialisation bookings through Westcon with a minimum of USD $500,000 within the **Promotional Period.**
    c. Gold Seal Category – top two (2) partner with the highest Gold Seal bookings with a minimum of USD $125,000 within the **Promotional Period.**
    d. Commercial Champion Category – top one (1) partner with the highest number of deals won by displacing Fortinet solutions within the Promotional Period. Eligible deals must be based on Palo Alto Networks lower-end NGFW appliances (PA-400 and PA-1400 series) stocked by Westcon, with a minimum combined deal value of USD $125,000. An accelerator of 1.5x will be applied to all PA-500 series bookings within the **Promotional Period.**
    e. Westcon New Talent Category – top one (1) partner who is either a newly signed NextWave partner (from 1st January 2025 onwards) or a dormant partner (with no transactions with Westcon & Palo Alto Networks in the last 12 months since 1st October 2024), achieving a minimum of USD $100,000 within the **Promotional Period.**

16. Any queries regarding this incentive should be submitted in writing to Dominic.Hardiman@westcon.com

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**Prize Details**

17. The Prize will be rewarded at Westcon's discretion to the Eligible Person who successfully meets the eligibility criteria as set out in *clauses 2, 6-15.*

18. Prior to participating in the Drive Day activity, an indemnity to the vehicle provider will need to be signed by the individual participating. A copy of this indemnity can be made available at request.

19. Maximum one reward allocation per partner organisation.

20. The Promoter makes no warranty as to the availability of the Prize. If the whole or part of the Prize is unavailable, then the Promotor may at its discretion provide a substitute prize of equal or greater value to the Prize.

21. All prizes will be made available on an "as is" basis. The Promoter makes no warranty as to the quality, adequacy, fitness (for any purpose) or suitability of any prize.

22. Any prize won will be awarded to the Commercial partner who may allocate the prize to any employee of that Eligible Business in their absolute discretion. The Promoter takes no responsibility for any such arrangement.

23. Prior to participating in the Drive Day activity, an indemnity to the vehicle provider will need to be signed by the individual participating. A copy of this indemnity can be made available at request.

**General**

24. Westcon reserves the right to exclude price-supported business.

25. The Promoter, Westcon Group Pty Limited, reserves the right to amend, vary, suspend, or cancel any aspect of the Promotion (including these Terms and Conditions, eligibility criteria, or Prize details) at any time and without prior notice, subject to any applicable regulatory requirements. Any such changes shall be effective immediately upon publication by the Promoter.

26. Registration is on behalf of the participating individual.

27. Only recipients who provide end user data (where required) shall be entitled to the Prize.

28. Westcon reserves the right to withdraw the Prize should your organisation's Westcon account be in arrears.

29. Westcon is not responsible for any tax liabilities associated with the provision of the Prize including but not limited to those incurred by the individual recipient and your organisation. *

30. The Promoter reserves the right at any time to verify the entries of Eligible Persons and in its sole discretion, to disqualify any Eligible Person the Promoter has reason to believe has breached these terms, tampered with the entry process, or engaged in any unlawful or unethical conduct in relation to their participation in the Promotion.

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31. Errors and omissions may be accepted at the Promoter's discretion. Failure by the Promoter to enforce any of its rights at any stage does not constitute a waiver of those rights.

32. The Promoter’s decision is final, and no correspondence will be entered into.

33. If for any reason a winning Eligible Person does not take a prize by the time stipulated by the Promoter (which shall be no less than one (1) month from the time of the announcement), then the prize will be forfeited and may be given to another recipient at Promoter’s discretion.

34. Prizes are not transferable or exchangeable and cannot be taken as cash.

35. The Prize may not be combined or used in conjunction with any other promotion or offer.

36. If this Promotion is not capable of being conducted due to circumstances beyond the control of the Promoter, including but not limited to technical difficulties preventing it being run, the Promoter reserves the right, in its sole discretion and without any liability to suspend, terminate or cancel the Promotion, as appropriate.

37. By participating in this Promotion, winners agree that any travel required to claim the Prize is at their own cost and risk and that health and travel insurance is the responsibility of each winner. You agree to indemnify the Promoter from and against any liability incurred by you or a third party arising from travel undertaken in connection with this Promotion.

38. Except for any liability that cannot by law be excluded, the Promoter (including its respective officers, employees and agents) is not responsible for and excludes all liability (howsoever arising, including but not limited to negligence), for any personal injury or any loss or damage (including loss of opportunity and profit) whether direct, indirect, special or consequential, arising in any way out of or in connection with but not limited to:
    a. any technical difficulties or equipment malfunction (whether or not under the Promoter’s control);
    b. theft, unauthorised access or third party interference;
    c. any entry or prize claim that is late, lost, altered, damaged or misdirected (whether or not after their receipt by the Promoter) due to any reason beyond the reasonable control of the Promoter;
    d. any failure of the Promoter to do anything because of an event beyond its reasonable control, including an act of God, epidemic (including COVID-19) or government order;
    e. any variation in prize value to that stated in these Terms and Conditions;
    f. any tax liability incurred by a winner or Eligible Person; or any use of the Prize.

39. The Promoter collects personal information ("PI") in order to conduct the Promotion and associated events (including webinars and physical events) and may, for this purpose, disclose such PI to third parties, including but not limited to agents, contractors, service providers, prize suppliers and, as required, to Australian regulatory authorities.

Entry is conditional on providing this PI. The Promoter will also use and handle PI as set out in its Privacy Policy, which can be viewed at https://www.westconcomstor.com/global/en/legal/privacy-policy.html. The Privacy Policy contains information on how individuals may opt out, access, update or correct their PI and

how they may complain about a breach of the Australian Privacy Principles, or any other applicable law. The Promoter may disclose PI to companies located outside Australia (see the Promoter's Privacy Policy for details).

*By taking an active part in the above incentive, even though Westcon is providing it, I am responsible for the declaration and payment of any applicable tax liabilities, including but not limited to income tax and social /national insurance related to this incentive. Westcon will ensure that you have sufficient information for any such declaration.

[THESE T&CS NEED TO BE SIGNED BY THE INDIVIDUAL RE-SELLER STAFF MEMBERS WHO WILL BE PARTICIPATING IN THE INCENTIVE PROGRAMME]

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