



Blue Coat EMEA Channel Promotion

Free Blue Coat WebFilter for competitive trade-ins.

For a limited time, Blue Coat Channel Advantage Partners in EMEA can offering a free version of Blue Coat WebFilter to eligible customers trading-up from competitive web filtering solutions. The license runs for 6 months, allowing customers to reduce their current budget, review WebFilter at no risk and you to return to them in 6 months time to sell complete WebFilter license and cross-sell other solutions.

Promotion Details:

- > An approved deal registration is required.
- > Valid from now until April 30th 2010
- > Only for end customers with 2,500 users or less
- > Part number for free license is promo-bcwf-6mo
- > Only for competitive trade-in, quote license of competitive product on purchase order
- > This is a fixed-time BCWF license for 6 months, not a perpetual license.

Eligibility:

- > Any end user customer using a competitive URL filtering solution
- > Includes Websense, SurfControl, SmartFilter
- > On ProxySG platform or on alternative platforms
- > End user must declare old product "out of use", quote license number



Additional Terms and Conditions

The free BCWF promotion is only available on approved orders placed and accepted by Blue Coat between 22nd November 2009 and 30th April, 2010. This promotion is not available in all countries and is void where prohibited. Please contact your channel account manager to see if you qualify. Not valid on support. Each order must be issued according to Partner's standard terms and conditions with Blue Coat. Each order must include support for all purchased appliance(s) on the order, under standard terms and conditions. Each order must be approved in the deal registration system and must include a valid DAN#. This promotion cannot be combined with any other discount, special pricing, or NSP. Discount must be applied at time of PO submission. Discount does not apply to orders shipped from distributor inventory. All Blue Coat determinations are final. Blue Coat has the right to cancel or modify this offer at any time without prior notification.

For any questions, please contact us at channel.programs@bluecoat.com.

