Tableau Partner Network

Program Guide

Version Date: February 8, 2022

This Tableau Partner Network Program Guide includes the specific Program Guides for the Reseller Track, Services Track, and Technology Track. Partner must be enrolled in the relevant Program Track for that Program Track’s Program Guide terms to apply. The Reseller Track Program Guide is listed first, followed by the Services Track Program Guide, Technology Track Program Guide, Schedule 1 Tableau “Partner Assist” Program and Schedule 2 Tableau “Partner Joint Selling” Program.
Reseller Track Program Guide

Version Date: February 8, 2022

This Reseller Track Program Guide is current as of the Version Date set forth above and will remain in effect until it is replaced by a version with a later Version Date. Tableau will provide Partner with thirty (30) days’ notice of any updates to the Reseller Track Benefits or Requirements, which are deemed by Tableau, in its sole discretion, to materially increase the Reseller Track Requirements or materially degrade the Reseller Track Benefits. Tableau may otherwise update this Program Guide, including the Reseller Track Benefits or Requirements, in its sole discretion, with or without notice. The Program Guide is part of the Agreement as defined in the Tableau Partner Network Master Terms (“Partner Master Terms”), which a Reseller must accept in order to participate in the Reseller Track. Capitalized terms not defined in this Program Guide have the meanings otherwise set forth in the Agreement.

Reseller Track Overview
The Reseller Track is designed for companies who provide customers with Tableau licensing, pricing, order management, credit and collections expertise. They have a business focus on the sales and support of Tableau licensed Products.

Reseller Track Requirements
In order to participate in the Reseller Track, a Reseller must accept the terms of the Agreement (including the Partner Master Terms and Reseller Track Addendum) and pay the applicable Program Fee for each Country Cluster that the Reseller would like to do business in (as discussed below). Reseller must have a legal entity operating within one of the countries in the Country Cluster in order to be accepted into the Reseller Track for that Country Cluster. Upon acceptance by Tableau into the Reseller Track, the Reseller will be assigned a Program Level as discussed below.

Qualification requirements for each Country Cluster and Program Level are discussed on the Reseller Track Benefits and Requirements Page and available by logging into the Tableau Partner Network.

Reseller Track Benefits
The benefits to which a Reseller is entitled based on the assigned Program Level (as discussed below) are set out on the Reseller Track Benefits and Requirements Page and available by logging into the Tableau Partner Network.

Resellers were notified of their FY22 Discounts (outlined on the Reseller Track Benefits and Requirements Page, and available by logging into the Tableau Partner Network) in mid-May 2021. Reseller’s FY22 Discounts are reflected on Reseller’s Price List. Reseller’s FY22 Discounts for renewal opportunities were applied to renewals with a customer contract end date of August 1, 2021 or later. These Discounts were only applied to customer renewal opportunities due to renew on August 1, 2021 and beyond. FY23 Discounts will only apply to customer renewal opportunities due to renew on or after August 1, 2022.
**Program Level**

When a Reseller is admitted to the Reseller Track, it will be assigned to the “Member” Program Level, unless otherwise specified on the Partner Portal.

For Resellers admitted into the Reseller Track on or before April 30, 2022, Reseller’s performance will be measured during the period from May 1, 2021 to April 30, 2022 (“Qualification Period”). Resellers may be reassigned to a different Program Level based on performance during the Qualification Period as measured against the qualifications described on the Reseller Track Benefits and Requirements Page. Evaluations will be conducted during the first month following the end of the Qualification Period. Tableau will notify each Reseller of any resulting reassignment during the Notification Period, as set forth below.

A Reseller who is reassigned to a higher Program Level will be provided with the higher Program Level benefits approximately 30 days post notification. A Reseller who is reassigned to a lower Program Level will be provided with the lower Program Level benefits approximately 30 days post notification. Reseller activities performed during the Evaluation Period and Notification Period will be included in the next qualification period. Notices will be provided as set forth in Section 15.5 (Notices and Reports) of the Partner Master Terms.

<table>
<thead>
<tr>
<th>End of Qualification Period</th>
<th>Evaluation Period</th>
<th>Notification Period</th>
</tr>
</thead>
<tbody>
<tr>
<td>April 30, 2022</td>
<td>May 2022</td>
<td>May – June 2022</td>
</tr>
</tbody>
</table>

Resellers who do not remain in compliance with the qualifications of the Reseller Track or applicable Program Level may be removed from the Reseller Track without any refund of fees.

For Resellers joining the Tableau Partner Network Reseller Track after April 30, 2022, Reseller’s performance will only be measured at the next evaluation period.

**Program Renewal**

The TPN Program Renewal phase will take place on an annual basis. During this phase Tableau will evaluate Reseller’s performance during the Qualification Period, realign Reseller’s Program Level based on Program Level metrics attainment and process new Program Level activation where benefits are released. Reseller will also pay the corresponding Program Fee.

**Program Fees**

The Program Fees which a Reseller is obligated to pay based on Program Level are set out in the Reseller Track Benefits and Requirements Page and available by logging into the Tableau Partner Network. Program Fees will be collected upon enrollment and thereafter during the TPN Program Renewal phase.
Tableau will invoice Reseller for the Program Fee. Within thirty (30) days of the date of Tableau’s invoice, the Reseller will pay the Program Fee or provide written notice to Tableau to terminate the Reseller Track Addendum and membership in the Reseller Track in accordance with Section 8.1 (Term and Termination) of the Partner Master Terms.

**Territory or Country Cluster**
Each Reseller works in a Country Cluster, as specified on the Partner Portal. A Reseller must qualify separately for each Country Cluster within a Country Group as listed in the table below. In order to participate in a Country Cluster, the Reseller must have a legal entity operating in one of the countries within that Country Cluster. Area of focus either by Country or vertical market within the Country Cluster is determined as part of the Joint Business Plan for Premier and Select Resellers. For the APAC region where Reseller operates in Country Clusters covering multiple countries and wishes to operate outside of the signed business entity country, then an agreed-upon joint business plan will be required.

Country Clusters exclude the US Public Sector as stated in Section 2.1 (Reseller Appointment) of the Reseller Track Addendum. “US Public Sector” means an agency, department or other entity of the United States Government or of any state or local government within the United States. If a Country Cluster contains a country within the European Economic Area (EEA), Reseller is authorized to market and distribute Products to End Users based in any member state of the EEA.

<table>
<thead>
<tr>
<th>Country Group A</th>
<th>Country Group B</th>
<th>Country Group C</th>
</tr>
</thead>
<tbody>
<tr>
<td>Americas</td>
<td>Americas</td>
<td>Americas</td>
</tr>
<tr>
<td>• United States</td>
<td>• Canada</td>
<td>• Mexico</td>
</tr>
<tr>
<td></td>
<td>• Brazil</td>
<td>• Rest of Latin America</td>
</tr>
<tr>
<td>EMEA</td>
<td>EMEA</td>
<td>EMEA</td>
</tr>
<tr>
<td>• UK &amp; Ireland</td>
<td>• France</td>
<td>• Africa &amp; Middle East</td>
</tr>
<tr>
<td>• DACH</td>
<td>• Benelux</td>
<td>• Southern Europe</td>
</tr>
<tr>
<td></td>
<td>• Nordics</td>
<td>• Central &amp; Eastern Europe</td>
</tr>
<tr>
<td></td>
<td>• Israel</td>
<td>• Commonwealth of Independent States</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Mediterranean (excluding Israel)</td>
</tr>
<tr>
<td>APAC</td>
<td>APAC</td>
<td>APAC</td>
</tr>
<tr>
<td>• Australia &amp; New Zealand</td>
<td>• South Korea</td>
<td>• India</td>
</tr>
<tr>
<td>• Japan</td>
<td>• Singapore</td>
<td>• Southeast Asia (excluding Singapore)</td>
</tr>
</tbody>
</table>

**Evaluation Versions**
At Tableau’s sole discretion, and pursuant to the terms and conditions of the Agreement, Tableau will supply Reseller with Evaluation Versions of the Software to provide to End Users. Reseller will submit their request to Tableau either directly or through their assigned Partner Development Manager (“PDM”). The term of any Evaluation Version license will be for fourteen (14) days or as determined by the PDM.
Support & Maintenance Obligations

Tableau Support & Maintenance: Reseller may resell Tableau Support & Maintenance products to be provided directly by Tableau to the End User at fees set forth in the Price List. Tableau Support & Maintenance shall be provided in accordance with Tableau’s then-current Tableau Standard Support Policy (as may be updated or relocated by Tableau from time to time).

Reseller’s Support Service: Reseller may offer its own support services (“Reseller Support Services”) to End Users. Reseller must inform End Users that such Reseller Support Services are provided by Reseller, not Tableau, and that these support services are independent of and not subject to Tableau’s Technical Support Policy. In the event that Reseller is providing Reseller Support Services to an End User who has purchased Tableau Support & Maintenance, Tableau will make reasonable efforts to provide, directly to Reseller, technical help desk (guidance and troubleshooting assistance) in support of Reseller’s fulfillment of Reseller Support Services to such End User. Nothing herein shall be deemed to restrict or limit Tableau’s right to provide formal or informal technical support or other assistance directly to any End User, including without limitation, End Users who have purchased Reseller Support Services.

At all times, at its own discretion, Tableau may contact End Users and sell Tableau Support & Maintenance (including renewals of such Product) directly to End Users. Under such circumstances, Reseller acknowledges that it has no right to receive fees for Tableau Support & Maintenance. As an example, when Reseller is unable to confirm the End User’s intent to renew Tableau Support & Maintenance for forty five (45) days prior to expiration, Tableau reserves the right to contact the End User and renew Tableau Support & Maintenance Products directly or via other resellers.

After the termination of the Agreement or Reseller Track Addendum, Reseller must cease offering any sales or renewals of Tableau Support & Maintenance.
Services Track Program Guide

Version Date: February 8, 2022

This Services Track Program Guide is current as of the Version Date set forth above and will remain in effect until it is replaced by a version with a later Version Date. Tableau will provide Partner with thirty (30) days’ notice of any updates to the Services Track Benefits or Requirements, which are deemed by Tableau, in its sole discretion, to materially increase the Services Track Requirements or materially degrade the Services Track Benefits. Tableau may otherwise update this Program Guide, including the Services Track Benefits or Requirements, in its sole discretion, with or without notice. The Program Guide is part of the Agreement as defined in the Tableau Partner Network Master Terms (“Partner Master Terms”), which a Services Partner must accept in order to participate in the Services Track. Capitalized terms not defined in this Program Guide have the meanings otherwise set forth in the Agreement.

Services Track Overview

The Services Track is designed for professional services organizations that deliver business services such as implementation, custom development and training, while leveraging Tableau with and for End Users. Services Partners can provide advisory, analytics, customer solution development, and other services for our joint customers. They can also provide vertical solutions focused on specific industries, horizontal business processes, or custom applications.

Services Track Requirements

In order to participate in the Services Track, the Services Partner must accept the terms of the Agreement (including the Partner Master Terms and Tableau Services Track Addendum) and pay the applicable Program Fee for each Country Cluster that the Services Partner would like to do business in (as discussed below). Services Partner must have a legal entity operating within one of the countries in the Country Cluster in order to be accepted into the Services Track for that Country Cluster. Upon acceptance by Tableau into the Services track, the Services Partner will be assigned a Program Level as discussed below.

Qualification requirements for each Country Cluster and Program Level are discussed in the Services Track Benefits and Requirements page and available by logging into the Tableau Partner Network.

Services Track Benefits

The benefits to which a Services Partner is entitled are based on the assigned Program Level as discussed in the Services Track Benefits and Requirements page and available by logging into the Tableau Partner Network.

Program Level

When a Services Partner is admitted into the Services Track, it will be assigned to the “Member” Program Level, as applicable unless otherwise specified on the Partner Portal. For Services Partners admitted into the Services Track on or before April 30, 2022, the Services Partner’s performance will be measured during the period from May 1, 2021 to April 30, 2022 (“Qualification Period”). Services Partners may be reassigned to a different Program Level based on performance during the Qualification Period as measured against the qualifications described on the Services Track Benefits and Requirements Page.
Evaluations will be conducted during the first month following the end of the Qualification Period. Tableau will notify each Services Partner of any resulting reassignment during the Notification Period, as set forth below.

A Services Partner who is reassigned to a higher Program Level will be provided with the higher Program Level benefits approximately 30 days post notification. A Services Partner who is reassigned to a lower Program Level will be provided with the lower Program Level benefits approximately 30 days post notification. Services Partner activities performed during the Evaluation Period and Notification Period will be included in the next qualification period. Notices will be provided as set forth in Section 15.5 (Notices and Reports) of the Partner Master Terms.

<table>
<thead>
<tr>
<th>End of Qualification Period</th>
<th>Evaluation Period</th>
<th>Notification Period</th>
</tr>
</thead>
<tbody>
<tr>
<td>April 30, 2022</td>
<td>May 2022</td>
<td>May – June 2022</td>
</tr>
</tbody>
</table>

Services Partners who do not remain in compliance with the qualifications of the Services Track or applicable Program Level may be removed from the Services Track without any refund of fees.

For Services Partners joining the Tableau Partner Network Services Track after April 30, 2022 Services Partner’s performance will only be measured at the next evaluation period.

**Program Renewal**

The TPN Program Renewal phase will take place on an annual basis. During this phase Tableau will evaluate Services Partner’s performance during the Qualification Period, realign Services Partner’s Program Level based on Program Level metrics attainment and process new Program Level activation where benefits are released. Services Partner will also pay the corresponding Program Fee.

**Program Fees**

The Program Fees which a Services Partner is obligated to pay based on Program Level are set out in the Services Track Benefits and Requirements Page and available by logging into the Tableau Partner Network. Program Fees will be collected upon enrollment and thereafter during the TPN Program Renewal phase.

Tableau will invoice Services Partner for the Program Fee. Within thirty (30) days of the date of Tableau’s invoice, the Services Partner will pay the Program Fee or provide written notice to Tableau to terminate the Services Track Addendum and membership in the Services Track in accordance with Section 8.1 (Term and Termination) of the Partner Master Terms.

**Territory or Country Cluster**

Each Services Partner works in a Country Cluster, as specified on the Partner Portal. A Services Partner must qualify separately for each Country Cluster within a Country Group as listed in the table below. In order to participate in a Country Cluster the Services Partner must have a legal entity operating in one of the countries within that Country Cluster. Area of focus either by Country or vertical market within the Country Cluster is determined as part of the Joint Business Plan for Gold/Premier and Silver/Select Services Partners. For the APAC region where Services Partner operates in Country Clusters covering Tableau Partner Network Program Guide (February 2022)
multiple countries and wishes to operate outside of the signed business entity country, then an agreed-upon joint business plan will be required.

<table>
<thead>
<tr>
<th>Country Group A</th>
<th>Country Group B</th>
<th>Country Group C</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Americas</strong></td>
<td><strong>Americas</strong></td>
<td><strong>Americas</strong></td>
</tr>
<tr>
<td>• United States</td>
<td>• Canada</td>
<td>• Mexico</td>
</tr>
<tr>
<td></td>
<td>• Brazil</td>
<td>• Rest of Latin America</td>
</tr>
<tr>
<td><strong>EMEA</strong></td>
<td><strong>EMEA</strong></td>
<td><strong>EMEA</strong></td>
</tr>
<tr>
<td>• UK &amp; Ireland</td>
<td>• France</td>
<td>• Africa &amp; Middle East</td>
</tr>
<tr>
<td>• DACH</td>
<td>• Benelux</td>
<td>• Southern Europe</td>
</tr>
<tr>
<td></td>
<td>• Nordics</td>
<td>• Central &amp; Eastern Europe</td>
</tr>
<tr>
<td></td>
<td>• Israel</td>
<td>• Commonwealth of Independent States</td>
</tr>
<tr>
<td><strong>APAC</strong></td>
<td><strong>APAC</strong></td>
<td><strong>APAC</strong></td>
</tr>
<tr>
<td>• Australia &amp; New Zealand</td>
<td>• South Korea</td>
<td>• India</td>
</tr>
<tr>
<td>• Japan</td>
<td>• Singapore</td>
<td>• Southeast Asia</td>
</tr>
<tr>
<td></td>
<td></td>
<td>(excluding Singapore)</td>
</tr>
</tbody>
</table>
Technology Track Program Guide

Version Date: February 8, 2022

This Technology Track Program Guide is current as of the Version Date set forth above and will remain in effect until it is replaced by a version with a later Version Date. Tableau will provide Partner with thirty (30) days’ notice of any updates to the Technology Track Benefits or Requirements, which are deemed by Tableau, in its sole discretion, to materially increase the Technology Track Requirements or materially degrade the Technology Track Benefits. Tableau may otherwise update this Program Guide in its sole discretion, with or without notice. The Program Guide is part of the Agreement as defined in the Tableau Partner Network Master Terms (“Partner Master Terms”) which a Technology Partner must accept in order to participate in the Technology Track. Capitalized terms not defined in this Program Guide have the meanings otherwise set forth in the Agreement.

Technology Track Overview
The Technology Track is for organizations that build repeatable IP that compliments, extends, or improves the use of Tableau’s Products for our joint customers.

Technology Track Requirements
In order to participate in the Technology Track, a Technology Partner must accept the terms of the Agreement (including the Partner Master Terms and Tableau Technology Track Addendum) and pay the applicable Program Fee. Upon entrance to the Technology Track the Technology Partner will be assigned a Program Level as discussed below.

Qualification requirements for each Program Level are discussed on the Technology Track Benefits and Requirements Page and available by logging into the Tableau Partner Network.

Technology Track Benefits
The benefits to which a Technology Partner is entitled based on Program Level (as discussed below) are set out on the Technology Track Benefits and Requirements Page and available by logging into the Tableau Partner Network.

Program Levels
When a Technology Partner is admitted to the Technology Track, it will be assigned to the or “Member” Program Level, as applicable, unless otherwise specified on the Partner Portal.

For Technology Partners admitted into the Technology Track on or before April 30,2022, the Technology Partner’s performance will be measured during the period from May 1, 2021 to April 30, 2022 (“Qualification Period”). Technology Partners may be reassigned to a different Program Level based on performance during the Qualification Period as measured against the qualifications described on the Technology Track Benefits and Requirements Page. Evaluations will be conducted during the first month following the end of the Qualification Period. Tableau will notify each Technology Partner of any resulting reassignment during the Notification Period, as set forth below.
A Technology Partner who is reassigned to a higher Program Level will be provided with the higher Program Level benefits approximately 30 days post notification. A Technology Partner who is reassigned to a lower Program Level will be provided with the lower Program Level benefits approximately 30 days post notification. Technology Partner activities performed during the Evaluation Period and Notification Period will be included in the next qualification period. Notices will be provided as set forth in Section 15.5 (Notices and Reports) of the Partner Master Terms.

<table>
<thead>
<tr>
<th>End of Qualification Period</th>
<th>Evaluation Period</th>
<th>Notification Period</th>
</tr>
</thead>
<tbody>
<tr>
<td>April 30, 2022</td>
<td>May 2022</td>
<td>May – June 2022</td>
</tr>
</tbody>
</table>

Technology Partners who do not remain in compliance with the qualifications of the Technology Track or applicable Program Level may be removed from the Technology Track without any refund of fees.

For Technology Partners joining the Tableau Partner Network Technology Track after April 30, 2022 Technology Partner’s performance will only be measured at the next evaluation period.

**Program Renewal**

The TPN Program Renewal phase will take place on an annual basis. During this phase Tableau will evaluate Technology Partner’s performance during the Qualification Period, realign Technology Partner’s Program Level based on Program Level metrics attainment and process new Program Level activation where benefits are released. Technology Partner will also pay the corresponding Program Fee.

**Program Fees**

The Program Fees which a Technology Partner is obligated to pay based on Program Level are set out in the Technology Track Benefits and Requirements Page and available by logging into the Tableau Partner Network. Program Fees will be collected upon enrollment and thereafter during the TPN Program Renewal phase.

Tableau will invoice Technology Partner for the Program Fee. Within thirty (30) days of the date of Tableau’s invoice, Technology Partner will pay the Program Fee or provide written notice to Tableau to terminate the Technology Track Addendum and membership in the Technology Track in accordance with Section 8.1 (Term and Termination) of the Partner Master Terms.

**Territory**

When a Technology Partner is admitted to the Technology Track, the geographic Territory in which the Technology Partner may offer a Solution is global (except Mainland China) unless otherwise specified on the Partner Portal.
Partner Program Guide - Schedule 1

Tableau “Partner Assist” Program

To participate in Tableau’s Partner Assist Program (“Assist Program”), Partner must have executed a Tableau Partner Network “Partner Assist” Program Addendum (“Assist Addendum”). Partner must be registered in SupplierForce, Salesforce’s supplier payment system in order to receive Assist Commissions. Registration can be completed by taking action on an invitation sent by SupplierForce. Any questions about this process can be directed to Partner’s PDM or TPNsupport@salesforce.com. This Schedule 1 (“Schedule”) further defines the business process and terms outlined in the Assist Addendum for the Assist Program and is incorporated in the Agreement by reference. All capitalized undefined terms in this Schedule have the meanings set forth in the Agreement.

1. Eligible Partners

Partners in the Reseller Track and Services Track are eligible to participate in the Assist Program.

2. Qualification of Commissionable Prospects

Tableau’s Assist Program rewards Partner for engaging in co-selling activities to Commissionable Prospects. For a prospect to qualify as a Commissionable Prospect, the following must occur:

1. Either:
   (a) Partner notifies Tableau of a prospect or their support of a prospect;
   (b) Tableau’s direct seller identifies a prospect and requests the Partner’s involvement in co-selling activities related to the prospect;
2. Tableau’s Partner Development Manager (PDM) or PDM Management assigned to the Partner tags the opportunity in Tableau’s CRM system as an Assist Opportunity; and
3. Tableau approves the Assist Opportunity.

A prospect is not a Commissionable Prospect if the requirements in Section 3 below are not met or if the Partner notifies Tableau that Partner does not want to be recognized on a particular Assist Opportunity. In either case, Tableau may decline to approve the Assist Opportunity. Partner should work with Partner’s PDM or e-mail partners@tableau.com if there are questions regarding the qualification of a Commissionable Prospect or the approval status of an Assist Opportunity.

3. Approval of Assist Opportunity

In order to approve an Assist Opportunity, Tableau must determine in its sole discretion that Partner meets at least two of the following criteria by closing of the sales transaction covered by the Assist Opportunity. The Partner:

1. drives joint executive level engagement and sponsorship throughout the sales cycle;
2. first registers the opportunity using Tableau’s most current deal registration process (as compared to other partners and Tableau);
3. provides consistent engagement in multiple stages of the sales cycle;
4. actively recommends Tableau to the Commissionable Prospect in their proposal;
5. designs the winning proof-of-concept or solution the Commissionable Prospect buys, and/or

Tableau Partner Network Program Guide (February 2022)
6. provides significant deployment and/or technical expertise resulting in the Commissionable Prospect’s selection of Tableau.

4. **Assist Commission**

The amount of the “Assist Commission” described in Section 5 (Assist Commissions) of the Assist Addendum is 7% of Eligible Billings.

5. **Assist Commissions Opt-Out**

In order to decline to receive Assist Commissions entirely, the Partner will need to sign and return to Tableau the Tableau Partner Assist Program Waiver of Assist Commissions. In order to request the waiver Partner must:

1. Submit request for the Tableau Partner Assist Program Waiver of Assist Commissions to your PDM. If you do not have a PDM, submit your request through Partner Portal - TPN Support
2. Request will then be reviewed and approved by Tableau
3. If approved the Tableau Partner Assist Program Waiver of Assist Commissions will be issued to the Partner
4. Partner will need to sign and return the waiver to your Partner Development Manager or you can send it to partners@tableau.com

Submission of the waiver will result in the partner waiving their right to receive Assist Commissions on all opportunities.

If the Partner typically receives Assist Commissions, but cannot receive Assist Commissions on a specific deal (e.g. due to government customer or other reason), the Partner must notify Tableau in writing via the following process:

1. Submit request to waive Assist Commissions on a specific deal to your PDM. If you do not have a PDM, submit your request through the Partner Portal - TPN Support
2. Request will then be reviewed and approved by Tableau
3. Your PDM or TPNsupport@salesforce.com (if you do not have a PDM) will inform you of your approval status.

In either of the foregoing scenarios, Tableau will track the Annual Contract Value (ACV) pertaining to the associated sales transactions in accordance with the Partner’s ACV requirements and definition set forth in the applicable Program Track benefits and requirements.

6. **Eligible Billings**

As used in Section 5 (Assist Commissions) of the Assist Addendum, “Eligible Billings” means:

1. License fees for the Commissionable Prospect’s initial purchase of term Software licenses actually paid by the Commissionable Prospect to Tableau (including license fees actually paid by the Commissionable Prospect to Tableau during the initial license term of multi-year term Software licenses);
2. License fees for add-on Software licenses actually paid by the Commissionable Prospect to Tableau.
If a Commissionable Prospect has existing licenses to Tableau products or related maintenance which are terminated or recontracted as a result of the Assist Opportunity (“Pre-Existing Licenses”), Eligible Billings exclude any amount of license fees which are deemed by Tableau, in its sole discretion, to be replacement license fees that are otherwise assumed to be renewed and/or paid by the Commissionable Prospect to Tableau if the Pre-Existing Licenses had not been terminated.

Eligible Billings further exclude: any fees for term Software license renewals, maintenance beyond first year or maintenance renewals for perpetual Software licenses, Tableau CRM licenses, training, professional services, other support services, Tableau customer conference registrations, or any other service, and any amounts reserved, allocated, or withheld for taxes.

7. **Eligible Software**

The “Software” eligible for Assist Program activities means Tableau’s standard software products unless otherwise excluded in the definition of Eligible Billings above.
NOTE: The Assist Program will end and will be replaced by the Joint Selling Program. We anticipate these changes will take place during Q1 of Tableau’s FY23.

Partner Program Guide - Schedule 2

Tableau “Partner Joint Selling” Program

Effective on Joint Selling Launch date, as communicated on the Partner Portal.

To participate in Tableau’s Partner Joint Selling Program (“Joint Selling Program”), Partner must have executed a Tableau Partner Network “Partner Joint Selling” Program Addendum (“Joint Selling Addendum”). Subject to eligibility requirements detailed below, Partner may earn a Joint Selling Commission for Joint Selling Prospects. For avoidance of doubt, Partner is only eligible for a Joint Selling Commission for Joint Selling Prospects meeting the additional requirements below. Partner must be registered in Supplierforce, Salesforce’s supplier payment system in order to receive Joint Selling Commissions. Registration can be completed by taking action on an invitation sent by Supplierforce. Any questions about this process can be directed to the Partner’s PDM or TPNSupport@salesforce.com. This Schedule 2 (“Schedule”) further defines the business process and terms outlined in the Joint Selling Addendum for the Joint Selling Program and is incorporated in the Agreement by reference. All capitalized undefined terms in this Schedule have the meanings set forth in the Agreement.

1. Eligible Partners

Partners in the Reseller Track and Services Track are eligible to participate in the Joint Selling Program.

2. Qualification of Joint Selling Prospects

Tableau’s Joint Selling Program rewards Partner for engaging in co-selling activities to Joint Selling Prospects. For a prospect to qualify as a Joint Selling Prospect, the following must occur:

1. Either:
   (a) Partner notifies Tableau of a prospect or their support of a prospect; or
   (b) Tableau’s direct seller identifies a prospect and requests the Partner’s involvement in co-selling activities related to the prospect;

2. Tableau’s Partner Development Manager (PDM) or PDM Management assigned to the Partner tags the opportunity in Tableau’s CRM system as a Joint Selling Opportunity; and

3. Tableau approves the Joint Selling Opportunity.

A prospect is not a Joint Selling Prospect and Tableau may decline to approve a Joint Selling Opportunity if the requirements in Section 3 below are not met or if the Partner notifies Tableau that Partner does not want to be recognized on a particular Joint Selling Opportunity. In either case, Tableau may decline to approve the Joint Selling Opportunity. Partner should work with Partner’s PDM or e-mail partners@tableau.com if there are questions regarding the qualification of a Joint Selling Prospect or the approval status of a Joint Selling Opportunity.

3. Approval of Joint Selling Opportunity

Tableau Partner Network Program Guide (February 2022)
In order to approve a Joint Selling Opportunity, Tableau must determine in its sole discretion that Partner meets at least two of the following criteria by closing of the sales transaction covered by the Joint Selling Opportunity. The Partner:

1. drives joint executive level engagement and sponsorship throughout the sales cycle;
2. first registers the opportunity using Tableau’s most current deal registration process (as compared to other partners and Tableau);
3. provides consistent engagement in multiple stages of the sales cycle or fulfills responsibilities outlined in the teaming agreement;
4. actively recommends Tableau to the Joint Selling Prospect in their proposal;
5. designs the winning proof-of-concept or solution the Joint Selling Prospect buys, and/or
6. provides significant deployment and/or technical expertise resulting in the Joint Selling Prospect’s selection of Tableau.

4. Joint Selling Commission

Subject to eligibility requirements, a Joint Selling Opportunity may be eligible for a Joint Selling Commission. The amount of the “Joint Selling Commission” is 5% of Eligible Billings. The following rules pertain to Joint Selling Commissions:

- There will be a Joint Selling Commission cap (maximum) of $100,000 per opportunity
- Commissions will only apply to year 1 of multiyear deals
- A Joint Selling Opportunity is not eligible to receive a Joint Selling Commission if the Joint Selling Prospect is located in the following Country Clusters / Territories designated as mature markets:
  - Australia
  - Benelux
  - Brazil
  - Canada
  - France
  - Germany, Austria, Switzerland
  - Iberia
  - Italy
  - Israel
  - Japan and Korea
  - Nordics
  - UK and Ireland
  - US

Joint Selling Commissions will be calculated on a monthly basis and shall be due to the Partner no later than 45 days after the last day of the month in which the approved Joint Selling Opportunity is closed. Tableau will only pay a monthly Joint Selling Commission if the amount owed is $500 or greater (or if the opportunities are not in US Dollars, the applicable currency equivalent of $500). If the monthly amount is less than $500, the Joint Selling Commission will not be paid and the amount does roll over into subsequent months.

If Tableau makes a Joint Selling Commission-payment to Partner in error, or if a Joint Selling Prospect fails to make required first-year subscription fee payments to Tableau within sixty (60) days of the payment

Tableau Partner Network Program Guide (February 2022)
due date, or if the applicable order form between Tableau and the Joint Selling Prospect is terminated before its agreed upon expiration date, Tableau will be entitled to a refund of the corresponding Joint Selling Commission payments made to such Partner (provided that if a non-paying Joint Selling Prospect does ultimately pay all amounts due, Tableau will repay Partner the applicable Joint Selling Commissions less a deduction for collection and administrative costs, not exceeding half of the total Joint Selling Commission). Tableau may in its sole discretion choose to either offset such refundable amounts against fees Tableau owes to Partner hereunder, or invoice Partner for the refundable amounts; invoiced amounts are due and payable within thirty (30) days of the invoice date. Tableau’s right to a refund of which Tableau has not notified Partner will expire ninety (90) days after the one-year anniversary of the start date of the applicable order form.

Notwithstanding any other provisions in the Agreement, Partner will not be entitled to Joint Selling Commissions: (i) if such fees are prohibited or limited by federal, state or local law or regulation in the United States or in the jurisdiction where the applicable Partner, or referred customer, is located, (ii) if such Partner has used illegal, unethical, or improper means to generate such Joint Selling Opportunity or if it has promised, given, offered, or authorized the provision of money or anything of value to anyone to improperly influence the award or retention of business in connection with such Joint Selling Opportunity, or (iii) if the referred customer is in any sanctioned country (including Cuba, Sudan, Iran, North Korea, Syria, and Crimea or any other countries included on lists maintained by the Office of Foreign Asset Control), on any Specially Designated Nationals lists, or on any other denied parties lists.

5. Joint Selling Commissions Opt-Out

In order to decline to receive Joint Selling Commissions entirely, the Partner will need to sign and return to Tableau the Tableau Partner Joint Selling Program Waiver of Joint Selling Commissions. In order to request the waiver Partner must:

1. Submit request for the Tableau Partner Joint Selling Program Waiver of Joint Selling Commissions to your PDM. If you do not have a PDM, submit your request through the Partner Portal - TPN Support
2. Tableau will review Partner’s request and, if approved, issue the Tableau Partner Joint Selling Programs Waiver of Joint Selling Commissions to the Partner.
3. Partner will need to sign and return the waiver to your Partner Development Manager or you can send it to partners@tableau.com

Submission of the waiver will result in the partner waiving their right to receive Joint Selling Commissions on all opportunities.

If the Partner typically receives Joint Selling Commissions, but cannot receive Joint Selling Commissions on a specific deal (e.g. due to government customer or other reason), the Partner must notify Tableau in writing via the following process:

1. Submit request to waive Joint Selling Commissions on a specific deal to your PDM. If you do not have a PDM, submit your request through the Partner Portal - TPN Support
2. Request will then be reviewed and approved by Tableau
3. Your PDM or TPNsupport@salesforce.com (if you do not have a PDM) will inform you of your approval status.
In either of the foregoing scenarios, Tableau will track the Annual Contract Value (ACV) pertaining to the associated sales transactions in accordance with the Partner’s ACV requirements and definition set forth in the applicable Program Track benefits and requirements.

6. Eligible Billings

As used in Section 5 (Joint Selling Commissions) of the Joint Selling Addendum, “Eligible Billings” means:

1. License fees for the Joint Selling Prospect’s initial purchase of term Software licenses actually paid by the Joint Selling Prospect to Tableau; or
2. License fees for add-on Software licenses actually paid by the Joint Selling Prospect to Tableau.

If a Joint Selling Prospect has existing licenses to Tableau products or related maintenance which are terminated or recontracted as a result of the Joint Selling Opportunity (“Pre-Existing Licenses”), Eligible Billings exclude any amount of license fees which are deemed by Tableau, in its sole discretion, to be replacement license fees that are otherwise assumed to be renewed and/or paid by the Joint Selling Prospect to Tableau if the Pre-Existing Licenses had not been terminated.

Any license fees relating to portions of a subscription term greater than 365 days are excluded from Eligible Billings.

Opportunities are not eligible for Joint Selling Commission where (i) the referred customer is the Partner or (ii) where the referred customer is an Affiliate of the Partner, where “Affiliate” means any entity that directly or indirectly controls, is controlled by, or is under common control with the subject entity, and “Control” for purposes of this definition means direct or indirect ownership or control of more than 50% of the voting interests of the subject entity.

Eligible Billings further exclude: any fees for term Software license renewals, maintenance beyond first year or maintenance renewals for perpetual Software licenses, Tableau CRM licenses, training, professional services, other support services, Tableau customer conference registrations, or any other service, and any amounts reserved, allocated, or withheld for taxes.

7. Eligible Software

The “Software” eligible for Joint Selling Program activities means Tableau’s standard software products unless otherwise excluded in the definition of Eligible Billings above. Only the first year of multiyear deals are eligible for Joint Selling Commissions. Salesforce products are not eligible.