

## **SUN MICROSYSTEMS: STATEMENTS REGARDING GREY AND SECONDARY MARKET POLICY**

### **THE SUN CHANNEL, THE GREY MARKET AND THE SECONDARY MARKET**

#### **The Sun Channel**

Sun has invested heavily in our distribution channel models and arrangements. We must support, monitor and enforce our channels for the benefit of Sun, our partners and most importantly our customers. It's important for us to maintain the quality, integrity and brand of our new equipment through our channel infrastructure.

#### **Grey Products**

A "grey market" product is a new Sun product sold by a company outside our authorized distribution channel.

Grey products do **NOT** include products shipped by us or our authorized distribution channels to an end user customer, that are used by that customer in good faith for its own internal purposes and then resold.

#### **Our Policy about Grey Products and Support**

We will NOT place a grey market product on a Sun support contract, except when required by law.

A grey market product is NOT eligible to go through our Sun Recertification Service.

#### **Our Support for Second Hand Products**

We may choose to place a second hand product on a Sun support contract so long as one of the following applies:

- the product has been recertified under our Sun Recertification Service and is lawfully on the market in the relevant country.
- the product was shipped by us (or our authorized distribution channel in compliance with the channel contract arrangements) to an end user customer and was previously covered under another of our support contracts without lapse, before being put forward for this next support contract.

In some cases, to ensure compliance with the law and depending on individual circumstances, we may require you to agree to additional terms before placing a product on a support contract.

#### **Contacts**

Please direct any questions to your local sales representative.

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