

Updates to Product Offering: Quote Validity period in May - June

21 May 2021

Executive Summary

Here at SUSE, we are driven by a “Customers First” mindset. This means that we are driven by our customers’ needs. In light of the upcoming changes to our core product offering (SLES / SLES for SAP with Unlimited VMs & SUSE Manager), we are aiming to make updates available to our partners and customers as early as possible.

On June 1st, 2021, updates will be formally communicated via a Product Announcement (which will include the new price lists). The new price lists will be effective from July 1st, 2021. In order to accelerate the transition to the new part numbers and pricing, there will be adjustments to the quotation expiry date for any quotes that contain the current part numbers.

From now until June 30th, any quotes containing current part numbers will be automatically set to a default expiry date of June 30th. Please note that this applies only to quotes that will be generated during this time or are currently in ‘draft’ status. Quotes that have already been issued, have been approved, or are in internal approval will retain their current expiry date (i.e. there will be no changes to the expiry date included in the quote). Quotations that do not include the current part numbers will not be impacted by the changes to the expiry date.

There will be limited exceptions to justify an extension to the expiry date beyond 30th June for quotes with current part numbers. These exceptions must be submitted to the Finance Operations SPR team. The permitted exceptions include:

- Fulfilment of any contractual obligations to remain under the current pricing for an extended period of time
- Alignment of the quote expiry date to satisfy an RFP deadline
- Validation that the deal will imminently close after 30th June (deals should not be extended beyond 2nd July)

Quotes not signed by June 30th will need to be re-quoted on July 1st using the new part numbers.

We hope that these changes will help you drive value to our partners and customers during the month of June and beyond.

What Should I Do Next?

Everyone should plan on attending one of the 3 GCO enablement sessions scheduled on May 25-26 to review what we need you to do to make this initiative successful. You can find more details on the initiatives, including sales scripts, FAQs & a TCO calculator on the [Strategic Pricing Program SharePoint site](#). You can also [submit your questions via this site](#). During the week of May 31, the Finance Operations team will host open office hour sessions where you can drop in to ask questions about your quotes & orders, so look out for those invitations.

For More Information

Pricing Program Lead: ginny.white@suse.com

Good Selling!

The SUSE Enablement Team

Questions, comments or requests regarding Field Memos or anything related to SUSE Enablement? Contact enablement@suse.com

SUSE Enablement Reference Sites

[SUSE Enablement Resources](#)

[SUSE Learning Center](#)