



ELASTIC CLOUD INTEGRATED PARTNER AGREEMENT

NOT FOR EDITING OR NEGOTIATION.

Effective Date: 1 DECEMBER 2021

This **Elastic Cloud Integrated Partner Agreement**, including all attachments, addenda, schedules and exhibits and documents referenced at URL's (collectively, this "**Agreement**") is entered into by and between the Elastic entity ("**Elastic**") and the entity identified as "Partner" (the "**Partner**") each as set forth on the signature block of the Elastic order form executed by Elastic and Partner (the "**Order Form**") as of the date specified in such Order Form (the "**Effective Date**").

1 DEFINITIONS

Capitalized terms used herein have the meaning ascribed below, or where such terms are first used, as applicable.

1.1 "**Affiliate**" means, with respect to a party, any entity that controls, is controlled by, or which is under common control with, such party, where "control" means ownership of at least fifty percent (50%) of the outstanding voting shares of the entity, or the contractual right to establish policy for, and manage the operations of, the entity.

1.2 "**Annual Period**" means, with respect to an Annual Subscription, an applicable 12-month period (or portion thereof as set forth in the Order Form) in the Subscription Term during which Partner's Annual Allotment will be made available to Partner in Monthly Allotments.

1.3 "**Annual Subscription**" means a Subscription where Partner has prepaid fees for Resources ("**Annual Allotment**") that will be made available to Partner in Monthly Allotments during the applicable Annual Period(s).

1.4 "**Cloud Service**" means an Elastic software-as-a-service offering.

1.5 "**Consumption Period**" means, with respect to a Consumption Subscription, an applicable 12-month period (or portion thereof as set forth in the Order Form) in the Subscription Term during which Partner's Credit Allotment may be used.

1.6 "**Consumption Subscription**" means a Subscription where Partner has committed to purchase the specified quantity of consumption credits ("**Credit Allotment**") for each Consumption Period, as set forth on the applicable Order Form.

1.7 "**Documentation**" means the end user documentation published at <https://www.elastic.co/guide/index.html> by Elastic.

1.8 "**Elastic DPA**" means Elastic's GDPR and CCPA data processing addendum set forth at <https://www.elastic.co/pdf/elastic-customer-dpa-v081521.0.pdf>. Partner shall be deemed a Customer for purposes of the Elastic DPA.

1.9 "**Elastic Security Standards**" mean Elastic's security standards for the processing of Content as set forth in the Elastic DPA.

1.10 "**Elastic Trademarks**" means Elastic's trademarks, service marks, trade names, and service names, including the "Elastic" and "Elastic Cloud" logos.

1.11 "**Eligible Features and Functions**" means those features and functions of a Cloud Service that are eligible for use with respect to the Subscription Level purchased by Partner. A list of the Eligible Features and Functions that correspond to each Cloud Service and Subscription Level may be found at https://www.elastic.co/cloud/as-a-service/cloud_services/subscriptions. Elastic may from time to time modify the Eligible Features and Functions of the Subscription Level(s) of a Cloud Service during the Subscription Term, but shall not materially reduce the functionality thereof.

1.12 "**Infringement Claim**" means a claim brought against Partner by an unaffiliated third party alleging that Partner's use, during the applicable Subscription Term, of Elastic's technology used to provide a Cloud Service (excluding any third party open source software) or the Support Services in accordance with this Agreement and during the applicable Subscription Term infringes such party's patent, copyright, or trademark, or made unlawful use of such party's trade secret.

1.13 "**Hosted Partner Solution**" means a product offering by Partner as expressly set forth on the Order Form that combines the features and functions of the applicable Cloud Service with additional software products or services of Partner, which have substantial additional value apart from the applicable Cloud Service, the combination of which is made available to End Customers.

1.14 "**Monthly Allotment**" means the Annual Allotment divided by the number of months in the applicable Annual Period.

1.15 "**Monthly Subscription**" means a Subscription that includes the right for Partner to use a Cloud Service on a month-to-month basis.

1.16 "**End Customer**" means an unaffiliated third-party customer of Partner that purchases a subscription to a Hosted Partner Solution.

1.17 "**End Customer Agreement**" means a legally enforceable agreement between Partner and an End Customer that contains terms and conditions that are at least as protective of Elastic as the terms set forth in Exhibit A of this Agreement.

1.18 "**Order Form**" means an ordering document provided by Elastic pursuant to which Partner, or a Reseller acting on Partner's behalf, purchases Subscriptions under this Agreement.

1.19 "**Qualifying PO**" means a purchase order issued by Partner for the purpose of purchasing a Subscription, which (i) references the number of an applicable Order Form provided to Partner by Elastic and (ii) clearly states the purchase order is subject to the terms and conditions of this Agreement.

1.20 "**Reseller**" means a third party authorized by Elastic to promote and resell Subscriptions.

1.21 "**Resources**" means the components of a Cloud Service for which fees or credits are metered, accrued or consumed with use.

1.22 "**Software Agent**" means the object code version of an Elastic-produced software agent that Partner or End Customer may install on an End Customer endpoint to facilitate the ingestion of Content into a Cloud Service as part of the Hosted Partner Solution. For purposes of the Agreement and the applicable Subscription, the Software Agent shall be deemed part of the applicable Cloud Service. Certain libraries, components, utilities and other software (collectively, "**Components**") provided with, or as part of, the Software Agent are licensed under their own separate terms, not under this Agreement. The Components and their applicable terms (which do not restrict the rights granted under this Agreement) are currently identified at <https://www.elastic.co/third-party-dependencies>, or otherwise provided with the Software Agent or the Documentation.

1.23 "**Subscription**" means the right of Partner to access and use the applicable Cloud Service, for a fixed period of time.

1.24 "**Subscription Level**" means the level of a Subscription purchased by Partner. The Subscription Level purchased by Partner for a Cloud Service determines the specific Support Services that Partner is entitled to receive, and the Eligible Features and Functions of such Cloud Service that Partner is entitled to use.

1.25 "**Subscription Term**" means the period of time for which a Subscription is valid, as further described in Section 12.1 of this Agreement.

1.26 "**Support Services**" means maintenance and support services for users of a Cloud Service, as more fully described in the Support Services Policy.

1.27 **"Support Services Policy"** means Elastic's support services policy for the applicable Subscription Level for a Cloud Service located at https://www.elastic.co/legal/support_policy/cloud_services. Elastic reserves the right to reasonably modify the Support Services Policy during a Subscription Term. However, Elastic agrees not to materially diminish the level of Support Services during the applicable Subscription Term. The effective date of each version of the Support Services Policy will be stated therein, and Elastic will retain an archived copy of each version that will be made available to Partner upon request. The Support Services Policy is hereby incorporated into these terms and conditions by this reference.

2 SERVICES GENERALLY; AGREEMENT SCOPE

2.1 Account

2.1.1 **Registration and Subscription Levels.** In order to use a Cloud Service in connection with a Hosted Partner Solution, Partner must first register for one or more account(s) (each an "**Account**"). Each Account may be used in connection with one or more Subscriptions. Partner may not register multiple Accounts to simulate or act as a single Account, or otherwise access the applicable Cloud Service in a manner intended to avoid incurring fees. Communications (including notices, which shall be deemed delivered when sent) from Elastic to Partner regarding a Cloud Service will be sent in the Cloud Service user interface or to the email address registered with the Account applicable to such Cloud Service.

2.1.2 **Partner Security Obligations.** Partner is responsible for maintaining the security of the login credentials and the correct configuration of access control lists for Partner's Accounts. Partner is fully responsible for all activities that occur under its Accounts. Partner agrees to immediately notify Elastic of any unauthorized access to or use of its Accounts, use of an Account in violation of this Agreement or any other breaches of security related to its Account(s), of which Partner becomes aware.

2.2 Subscriptions

2.2.1 **Subscription Orders.** Orders for Subscriptions may be placed by Partner through (1) the execution of Order Forms with Elastic, setting forth the (i) Subscription Level, if applicable, (ii) Subscription Term, (iii) Annual Allotment(s) or Credit Allotment(s), (iv) Hosted Partner Solution, and (v) applicable fees, or (2) issuance by Partner of a Qualifying PO, which will be deemed to constitute, for the purposes of this Agreement, the execution by Partner of the referenced Order Form. Each executed Order Form is incorporated by reference into, and shall be governed by the terms and conditions of, this Agreement.

2.2.2 **Annual Subscription Terms.** Partner will be provided a Monthly Allotment for use in each month of the applicable Annual Period. Unused portions of Monthly Allotments in a given month do not carry over to any subsequent month.

2.2.3 **Consumption Subscription Terms.** Partner will be provided with the applicable Credit Allotment for use in each Consumption Period. Each Credit Allotment will be reduced over the course of the applicable Consumption Period as Partner uses Resources. Unused portions of Credit Allotments in a given Consumption Period do not carry over to any subsequent Consumption Period. Resources used during an applicable Subscription Term will be metered at the on-demand rates at the time of use.

2.2.4 **Subscription Levels.** For Annual Subscriptions, Partner's Subscription Level shall be as set forth on the applicable Order Form. Partner may upgrade the Subscription Level of an existing Annual Subscription through execution of a new Order Form. For Consumption Subscriptions and Monthly Subscriptions, the Subscription Level selected by Partner in the Cloud Service at any given time shall be the Subscription Level Partner has purchased for purposes of the Agreement. If the Cloud Service permits such functionality, Partner may change the Subscription Level of a Consumption Subscription or Monthly Subscription by selecting a different Subscription Level in the Cloud Service.

2.2.5 **Monthly Subscriptions.** Monthly Subscriptions described in Sections 2.2.5.1, 2.2.5.2 and 2.2.5.3 below shall be governed by the Agreement and this Addendum

2.2.5.1 **Expiration of Annual and Consumption Subscriptions.** After expiry of its Annual Subscription or Consumption Subscription, Partner's continued use of a Cloud Service without another applicable Subscription will be treated as a Monthly Subscription, for which fees will be invoiced monthly in arrears.

2.2.5.2 **Self-Service Monthly Subscriptions.** Monthly Subscriptions purchased during the Term through Elastic's website or Elastic's product listing on a cloud service provider marketplace will continue to be paid for monthly in arrears with the payment method used at the time of first purchase.

2.2.5.3 **Monthly Subscriptions Generally.** Partner's use of the Cloud Service under a Monthly Subscription continues until all its deployments and/or Account are deleted. Resources used each month will be charged at the on-demand rate at the time of use. Notwithstanding anything to the contrary in the Agreement or this Addendum, (1) an Order Form is not required for a Monthly Subscription, and (2) the Subscription Term for a Monthly Subscription shall commence on the date of first use under Section 2.2.5.1 or first purchase under Section 2.2.5.2, as applicable, and continue until terminated by either party at any time. Partner may terminate a Monthly Subscription by deleting the applicable deployment(s) and/or Account in the Cloud Service user interface. Termination of a Monthly Subscription under this Section will not relieve Partner of any payment obligation accrued prior to termination.

2.2.6 **Cloud Marketplace Billing.** Notwithstanding anything to the contrary in this Agreement, where Partner has purchased a Cloud Service through a cloud service provider marketplace, Partner agrees to pay the fees specified on the applicable Cloud Service pricing page(s), including any notes included on such page(s) or in any pricing tables included with the offer accepted by Partner in the cloud service provider marketplace. Partner agrees that all fees shall be paid through billing of Partner's account with such cloud service provider and that any refund to which Partner may be entitled under this Agreement may be provided in the form of a credit back to Partner's account with such cloud service provider.

2.3 **Affiliates**. The parties agree that their respective Affiliates may also conduct business under this Agreement by entering into Order Forms which, in some cases, may be subject to such additional and/or alternative terms and conditions to those contained in this Agreement as may be mutually agreed in the Order Form or may be, set forth in an applicable participation agreement, executed by the applicable parties which incorporates the terms and conditions of this Agreement, as amended by the terms of the participation ("**Participation Agreement**"). Accordingly, where Affiliates of the parties conduct business hereunder, references to Partner herein shall include any applicable Partner Affiliate, and references to Elastic herein shall include any applicable Elastic Affiliate. The parties agree that where either of them or one of their Affiliates enters into an Order Form with an Affiliate of the other party, that such Affiliate shall be solely responsible for performing all of its obligations under this Agreement in connection with such Order Form.

2.4 **Subscriptions Purchased Through Resellers**. With Elastic's prior written consent (which may be evidenced by Elastic's acceptance of an Order Form or Qualifying PO from the applicable Reseller), Partner may purchase Subscriptions governed by this Agreement through Resellers. Orders for Subscriptions purchased through a Reseller, including multi-year Subscriptions, are not subject to cancellation by Partner. Where Partner purchases a Subscription through a Reseller, the Reseller will enter into an Order Form with Elastic for the purchase of a Subscription that shows Partner as the "ship to" party and Reseller as the "bill to" party, and Reseller and Partner will enter into a separate agreement setting forth the fees to be paid by Partner to Reseller for such Subscription, as well as any other terms or conditions that apply between them. Elastic hereby agrees that, subject to receiving payment from the Reseller, it shall be responsible to Partner, pursuant to the terms and conditions of this Agreement, for providing the Subscriptions under any such Order Form. Partner hereby acknowledges that Elastic will not be responsible for the obligations of any Reseller to Partner under such separate agreement, for the acts or omissions of Reseller,

or for any third party products or services furnished to Partner by any Reseller. For the avoidance of doubt, Sections 5.1 and 5.2 below will be of no effect where Partner purchases a Subscription through a Reseller, as payment and taxes will be addressed in the agreement between Reseller and Partner.

2.5 Right to Transact Through Partner Resellers. Partner may permit third party resellers (each, a “**Partner Reseller**”) to market and resell the Hosted Partner Solutions, provided that: (a) any such Partner Reseller may only resell the Hosted Partner Solutions directly to End Customers, and (b) Partner must cause the Partner Resellers to enter into a written executed agreement with Partner (“**Reseller Agreement**”), binding such Partner Reseller to terms and conditions regarding the Elastic products and services substantially similar to, and no less protective of Elastic’s interests than, those in this Agreement.

2.6 Elastic Trademarks. During the Agreement Term, Partner may use the Elastic Trademarks solely to identify the Cloud Service, and to promote the availability of the Cloud Service as part of the Hosted Partner Solution. Partner shall ensure that its use of the Elastic Trademarks conforms to Elastic’s then-current trademark use policies, as the same may be modified by Elastic from time to time, and which may be found at <https://www.elastic.co/legal/trademarks>. Except as permitted by the functionality of the Cloud Service, Partner shall not remove, delete or in any manner alter the Elastic Trademarks or other intellectual property rights notices of Elastic or Elastic’s suppliers, if any, appearing on the Cloud Service as delivered to Partner. Partner shall cooperate fully with Elastic, at Elastic’s expense, in the defense and protection of the Elastic Trademarks, and shall promptly advise Elastic if it becomes aware of the use by Partner, its Affiliates, or its or their agents or End Customers, of any mark infringing any of the Elastic Trademarks. All advertising, and all promotional and marketing materials where an Elastic Trademark is used shall be of at least the same quality as similar advertising, marketing or promotional materials provided or used by Elastic. Upon Elastic’s request Partner’s advertising, marketing or promotional materials in which an Elastic Trademark is used shall be submitted to Elastic for its prior written approval, which shall not be unreasonably withheld. All uses of the Elastic Trademarks will inure solely to the benefit of Elastic, and Partner shall obtain no rights with respect to any of the Elastic Trademarks, other than the limited rights set forth in this section. Partner irrevocably assigns to Elastic all such right, title and interest, if any, in any of the Elastic Trademarks. At no time during or after the term of this Agreement shall Partner challenge or assist others to challenge the Elastic Trademarks or the registration thereof or attempt to register any trademarks, services marks, trade names or service names confusingly similar to the of Elastic Trademarks. Upon termination of this Agreement, Partner shall immediately cease to use all of the Elastic Trademarks.

2.7 No Other License; No Assignment of Rights. This Agreement grants Partner a limited right to use the applicable Cloud Service for which Partner has purchased a Subscription and the right to use the Elastic Trademarks in accordance with Section 2.6. Nothing in this Agreement shall be understood to transfer from Elastic to Partner any intellectual property rights, and all right, title and interest in and to any Cloud Service, Elastic Trademarks, and the applicable Support Services will remain (as between the parties) solely with Elastic or its third-party suppliers.

3 PROVISION OF ELASTIC CLOUD AND SUPPORT SERVICES

3.1 Elastic Cloud Service(s) Generally. During the applicable Subscription Term, Elastic will provide to Partner, and Partner is hereby granted the right to use the Cloud Service (including the Software Agent, if applicable) for which the Subscription has been purchased, solely as part of a Hosted Partner Solution made available to End Customers that have entered into an End Customer Agreement, at the Subscription Level purchased by Partner. Partner Affiliates are also permitted to use the Cloud Service at such Subscription Level provided that such use is solely as part of a Hosted Partner Solution made available to End Customers, and Partner shall be responsible for all acts and omissions of such Affiliates in connection with their use of the Cloud Service that are contrary to the terms and conditions of this Agreement.

3.2 Limited License to Distribute Software Agent. Subject to the terms and conditions of this Agreement, including complete payment of any and all applicable Subscription fees, Elastic grants to Partner a

limited, non-exclusive, non-transferable, fully paid up, right and license (without the right to grant or authorize sublicenses) during the applicable Subscription Term to (i) distribute to End Customers the Software Agent; and (ii) grant to each End Customer that has entered into an End Customer Agreement the right to install and use the Software Agent on End Customer endpoints, solely to the extent necessary for the Eligible Features and Functions of the Cloud Service to be utilized with the Hosted Partner Solution and subject to the applicable End Customer Agreement. For purposes of the Agreement and the applicable Subscription, the Software Agent shall be deemed part of the applicable Cloud Service. For the avoidance of doubt, except for the limited right to have the Software Agent installed on End Customer endpoints and operated as part of the Hosted Partner Solution, End Customers do not receive a license to any Elastic-branded software in connection with their purchase of the right to use the Hosted Partner Solution.

3.3 Provision of Support Services. During the applicable Subscription Term for a Cloud Service, Elastic will provide Partner with Support Services for the applicable Hosted Partner Solution in accordance with the applicable Support Services Policy and the Subscription Level purchased by Partner. Support Services will only be delivered remotely, electronically, through the Internet, and when applicable, depending on the particular Subscription Level purchased, via telephone.

3.4 Restrictions. Support Services are provided to Partner solely for Partner’s internal use in connection with developing and providing the Hosted Partner Solution (which includes use by Partner Affiliates) and/or for the benefit of End Customers that have entered into an End Customer Agreement and solely for such End Customers’ internal use (which includes End Customer Affiliates), and are subject to the quantitative limitations set forth on the applicable Order Form, and applicable limitations on the number of support contacts set forth in the Support Services Policy. In addition, Partner agrees to not:

3.4.1 use the Support Services to supply any consulting, support or training services regarding any Cloud Service to any third party other than End Customers; or

3.4.2 use Support Services (i) for one Subscription to obtain support for another Subscription with a lower Subscription Level, (ii) to obtain support for any use by Partner or End Customers of Elastic software for which no Subscription has been purchased, or (iii) to obtain support for any use by Partner or End Customers of Elastic software that is offered as a service by any third party.

Partner agrees that any knowing failure to comply with the terms of this Section 3.4 will be deemed a material breach of this Agreement. In the event of any failure to comply this Section 3.4, Elastic may, without prejudice to any other remedies available hereunder, at law or in equity, suspend the provision of Support Services to Partner if Partner fails to cure such breach within fifteen (15) days after receipt of written notice thereof.

4 INFRINGEMENT CLAIMS

4.1 Elastic Indemnifications.

4.1.1 Infringement Claims. Elastic will, at its expense: defend or settle an Infringement Claim and will indemnify Partner against and pay (1) any settlement of such Infringement Claim consented to by Elastic or (2) any damages finally awarded by a court of competent jurisdiction to such third party as relief or remedy in such Infringement Claim. Elastic shall not enter into any settlement agreement with respect to an Infringement Claim if such settlement agreement requires any admission of liability or wrongdoing on the part of Partner or imposes on Partner any obligation other than the obligation to cease using the Cloud Service or Support Services that are subject to the Infringement Claim, unless Partner has first consented in writing to the applicable terms of such settlement agreement that are in conflict with the foregoing limitations.

4.1.2 Exclusions. Elastic will have no obligation to Partner to the extent any Infringement Claim or resulting award is based upon or results from: (i) Partner’s use of a Cloud Service or the applicable Support Services in a country that is not a contracting state to the Patent Cooperation Treaty; (ii) a modification of the Cloud Service that is not

performed by or on behalf of Elastic; (iii) the combination, operation, or use of the Cloud Service with any other products, services or equipment not provided by Elastic or branded as Elastic products or services, where there would be no Infringement Claim but for such combination; (iv) use of the Cloud Service other than in accordance with the terms and conditions of this Agreement (including, without limitation, use of the Cloud Service for any purpose other than that set forth in Section 3.1); or (v) any third party open source software and/or third party computing infrastructure products or services.

4.1.3 Certain Remedies. If a Cloud Service or the Support Services are, or in Elastic's reasonable opinion are likely to become, the subject of an Infringement Claim and/or an injunction as the result of an Infringement Claim, Elastic may, at its expense and option: (i) obtain the right for Partner to continue to use the Cloud Service or the applicable Support Services (as applicable); (ii) modify the Cloud Service or the Support Services (as applicable) to make it/them non-infringing, but substantially functionally equivalent; or (iii) in the event that neither (i) or (ii) are, in Elastic's reasonable judgement, commercially reasonable options, terminate Partner's right to use the Cloud Service and/or Support Services (as applicable), and, at Partner's written request, terminate all affected Order Forms and promptly refund to Partner any unused pre-paid fees paid by Partner to Elastic under such terminated Order Forms.

4.1.4 Exclusive Remedy. THE FOREGOING PROVISIONS OF THIS SECTION 4 STATE THE ENTIRE LIABILITY AND OBLIGATIONS OF ELASTIC, AND THE EXCLUSIVE REMEDY OF PARTNER, WITH RESPECT TO ANY ACTUAL OR ALLEGED INFRINGEMENT OF ANY PATENT, COPYRIGHT, OR TRADEMARK OR OTHER INTELLECTUAL PROPERTY RIGHT, OR MISAPPROPRIATION OF ANY TRADE SECRET, BY ANY CLOUD SERVICE AND/OR THE SUPPORT SERVICES.

4.2 Indemnification by Partner.

4.2.1 Except with respect to a matter addressed under Section 4.1 above, Partner will, at its expense (i) defend, or at its option settle, but subject to Elastic's prior written consent, not to be unreasonably withheld, a claim brought by an unaffiliated third party against Elastic, its contractors, suppliers, licensors, and/or its or their respective directors, officers, employees and agents, arising out of or related to Partner's or its Affiliate's use of the Cloud Service or the applicable Support Services, including, without limitation, Partner's or its Affiliates' breach of Section 2.5 and/or Section 8.1 of this Agreement, and (ii) indemnify Elastic against and pay (1) any settlement of such claim or (2) any damages finally awarded to such third party by a court of competent jurisdiction as the result of such claim.

4.2.2 General Indemnifications. Partner shall defend, indemnify and hold Elastic and its affiliated companies harmless from any and all costs, liabilities, damages and expenses (including reasonable attorneys' fees and costs of litigation) arising out of or resulting from any third party claim that results from or is related to Partner's breach or violation of applicable laws or regulations.

4.2.3 Settlement of Claims. Partner shall not enter into any settlement agreement with respect to claim(s) for which it has an indemnification obligation under this Agreement if such settlement agreement requires any admission of liability or wrongdoing on the part of Elastic or imposes on Elastic any obligation, unless Elastic has first consented in writing to the applicable terms of such settlement agreement that are in conflict with the foregoing limitations.

4.3 Conditions. The obligations of a party to indemnify, defend and hold harmless, in this Section 4 (the "**Indemnifying Party**") are conditioned upon the party receiving such indemnity (the "**Indemnified Party**") (i) notifying the Indemnifying Party promptly of any threatened or pending claim, provided that failure to provide such notice will only relieve the Indemnifying Party of its obligations under this Section 4 to the extent its ability to defend or settle an applicable claim is prejudiced by such failure to provide notice, (ii) giving the Indemnifying Party, at the Indemnifying Party's expense, reasonable assistance and information requested by the Indemnifying Party in connection with the defense and/or settlement of the claim and (iii) tendering to the Indemnifying Party sole control over the defense and settlement of the claim. The

Indemnified Party's counsel will have the right to participate in the defense of the claim, at the Indemnified Party's expense. The Indemnified Party will not, without the prior written consent of the Indemnifying Party, make any admission or prejudicial statement, or settle, compromise or consent to the entry of any judgment with respect to any pending or threatened claim.

5 FEES AND PAYMENT; TAXES

5.1 Fees and Payment. Unless otherwise set forth on the Order Form, Partner agrees to pay Elastic the fees due under each Order Form or otherwise under this Agreement within thirty (30) days after receipt of an applicable invoice. Elastic reserves the right to change such fees upon thirty (30) days' notice. The invoice will be paid in the currency set forth on the applicable Order Form. Payments will be made without right of set-off or chargeback. Except as otherwise expressly provided in this Agreement, any and all payments made by Partner pursuant to this Agreement or any Order Form are non-refundable, and all commitments to make any payments hereunder or under any Order Form are non-cancellable. Non-payment by End Customers or Partner Resellers will not relieve Partner of its payment obligation under each Order Form or otherwise under this Agreement.

5.2 Taxes. All fees stated on an Order Form are exclusive of any applicable sales, use, value added and excise taxes levied upon the delivery or use of the taxable components, if any, of any Subscription purchased by Partner under this Agreement (collectively, "**Taxes**"). Taxes do not include any taxes on the net income of Elastic or any of its Affiliates. Unless Partner provides Elastic a valid state sales/use/excise tax exemption certificate or Direct Pay Permit, and provided that Elastic separately states any such taxes in the applicable invoice, Partner will pay and be solely responsible for all Taxes. If Partner is required by any foreign governmental authority to deduct or withhold any portion of the amount invoiced for the delivery or use of a Cloud Service or the Support Services under this Agreement, Partner shall increase the sum paid to Elastic by an amount necessary for the total payment to Elastic equal to the amount originally invoiced.

5.3 Disputes. Partner may dispute amounts billed by providing notice within ten (10) days of being billed for such amounts, or Partner will be deemed to have waived its right to dispute such amounts.

5.4 Payment Information. If payment by credit card is permitted and Partner selects this method, it will provide Elastic with valid credit card information. Partner authorizes Elastic (and any credit card processors acting on its behalf) to charge all amounts owed to the credit card provided to Elastic and share related billing and payment information with companies who work on Elastic's behalf, such as payment processors and/or credit agencies, but solely for the purposes of checking credit, effecting payment to Elastic and servicing Partner's Account. Elastic shall not be liable for any use or disclosure of such information by such third parties..

6 CONFIDENTIAL INFORMATION

6.1 Confidential Information. Both parties acknowledge that, in the course of performing this Agreement, they may obtain information relating to products (such as goods, services, and software) of the other party, or relating to the parties themselves, which is of a confidential and proprietary nature ("**Confidential Information**"). Confidential Information includes materials and all communications concerning Elastic's or Partner's business and marketing strategies, including but not limited to employee and customer lists, customer profiles, project plans, design documents, product strategies and pricing data, research, advertising plans, leads and sources of supply, development activities, design and coding, interfaces with a Cloud Service, anything provided by either party to the other in connection with a Cloud Service or the Support Services provided under this Agreement, including, without limitation, computer programs, technical drawings, algorithms, know-how, formulas, processes, ideas, inventions (whether patentable or not), schematics and other technical plans and other information of the parties which by its nature can be reasonably expected to be proprietary and confidential, whether it is presented in oral, printed, written, graphic or photographic or other tangible form (including information received, stored or transmitted electronically) even though specific designation as Confidential Information has not been made. Confidential Information also includes any notes, summaries, analyses of the foregoing that are prepared by the receiving party.

6.2 **Non-use and Non-disclosure.** The parties shall at all times, both during the Term and thereafter keep in trust and confidence all Confidential Information of the other party using commercially reasonable care (but in no event less than the same degree of care that the receiving party uses to protect its own Confidential Information) and shall not use such Confidential Information other than as necessary to carry out its duties under this Agreement, nor shall either party disclose any such Confidential Information to third parties other than to Affiliates or as necessary to carry out its duties under this Agreement without the other party's prior written consent, provided that each party shall be allowed to disclose Confidential Information of the other party to the extent that such disclosure is approved in writing by such other party, or necessary to enforce its rights under this Agreement.

6.3 **Non-Applicability.** The obligations of confidentiality shall not apply to information which (i) has entered the public domain or is otherwise publicly available, except where such entry or availability is the result of a party's breach of this Agreement; (ii) prior to disclosure hereunder was already in the receiving party's possession without restriction as evidenced by appropriate documentation; (iii) subsequent to disclosure hereunder is obtained by the receiving party on a non-confidential basis from a third party who has the right to disclose such information; or (iv) was developed by the receiving party without any use of any of the Confidential Information as evidenced by appropriate documentation.

6.4 **Terms of this Agreement.** Except as required by law or governmental regulation, neither party shall disclose, advertise, or publish the terms and conditions of this Agreement without the prior written consent of the other party, except that either party may disclose the terms of this Agreement to potential investors, potential acquirers, accountants, attorneys and parent organizations pursuant to the terms of a non-disclosure or confidentiality agreement. If Partner is using a third party provider to host the Cloud Service, then such provider may also receive, subject to a confidentiality obligation, information related to the terms of this Agreement or Partner's usage of the Cloud Service.

6.5 **Disclosure Required by Law.** Notwithstanding anything to the contrary herein, each party may disclose the other party's Confidential Information in order to comply with applicable law and/or an order from a court or other governmental body of competent jurisdiction, and, in connection with compliance with such an order only, if such party: (i) unless prohibited by law, gives the other party prior written notice to such disclosure if the time between that order and such disclosure reasonably permits or, if time does not permit, gives the other party written notice of such disclosure promptly after complying with that order and (ii) fully cooperates with the other party, at the other party's cost and expense, in seeking a protective order, or confidential treatment, or taking other measures to oppose or limit such disclosure. Each party must not release any more of the other party's Confidential Information than is, in the opinion of its counsel, reasonably necessary to comply with an applicable order.

7 PARTNER CONTENT; DATA PROCESSING

7.1 **Definition of Content.** In connection with Partner's use of a Cloud Service, Partner may enable the ingestion of information, content and data by Partner or its End Customers to the Cloud Service or may retrieve such information, content and data (collectively, "**Content**") from such Cloud Service.

7.2 **Elastic Security.** Elastic will implement reasonable and appropriate security measures for the applicable Cloud Service designed to protect Content against unauthorized access, modification, destruction or disclosure in accordance with the Elastic Security Standards. Elastic may modify the Elastic Security Standards from time to time, but will continue to provide at least the same level of security as is described in the Elastic Security Standards.

7.3 **Partner Responsibility for Content.** Partner is fully responsible for the content, accuracy and completeness of such Content, and any loss, liabilities or damages resulting from the Content, regardless of the nature of the Content including, without limitation, whether the Content consists of, including but not limited to, data, text, graphics, audio, video, or computer software. Partner is solely responsible for backing up or otherwise making duplicates of Content. Partner represents and warrants to Elastic that: (i) Partner owns or has the necessary licenses to provide the Content to Elastic, and the provision of the Content to,

and use of the Content by, Elastic as contemplated herein will not infringe the intellectual property rights, including but not limited to copyright, patent, trademark or trade secret rights, of any third party; and (ii) the Content does not contain any executable Malware (defined in Section 8.1 below). Partner is solely responsible for verifying that use by its end users of a Cloud Service complies with any requirements under applicable law or regulation governing access to or use of the Content.

7.4 **Data Processing.** To the extent Partner communicates any Content relating to an identified or identifiable individual ("**Personal Data**") to Elastic, or Elastic obtains any Personal Data from Partner, Elastic agrees that it (and/or its contractors) will not knowingly collect, access, use, store, disclose, transfer or otherwise process (collectively, "**Process**" or "**Processing**") any such Personal Data except (i) for the purposes of this Agreement, including without limitation, to implement and deliver a Cloud Service and its features and associated services, provide customer support, and help Partner prevent or address service or technical problems; (ii) as expressly permitted by Partner in this Agreement or otherwise; or (iii) as compelled by law. Without limiting the foregoing, where applicable, the Elastic DPA shall govern such Processing. Partner shall make such disclosures, obtain such consents, provide such choices, implement such safeguards in compliance with, and otherwise comply with, any applicable law, rule or regulation regarding the Processing of Personal Data of any individual whose Personal Data Processed is by Partner (including, without limitation, by disclosing the Personal Data to Elastic) in connection with Partner's use of or access to a Cloud Service and its features and associated services.

7.5 **License to Elastic; Deletion of Content.** By submitting Content to Elastic, Partner hereby grants Elastic a sublicenseable, worldwide, royalty-free, and non-exclusive right to reproduce, modify, adapt and publish the Content solely for the purpose of enabling Elastic to provide Partner with the applicable Cloud Service and Support Services. Once Partner's Subscription expires or terminates and Partner discontinues use of the applicable Cloud Service, Elastic will delete all Partner Content from the applicable Cloud Service, using commercially reasonable efforts to do so within forty-five (45) days of such discontinuance, other than copies of Content (i) required to be retained by applicable law or (ii) stored in Elastic's backups and disaster recovery systems, which in each case shall be deleted in the ordinary course in accordance with Elastic's data retention policies.

7.6 **Data Retrieval.** Partner is solely responsible for deleting or retrieving Content from a Cloud Service prior to termination of the applicable Subscription and/or Partner's Account for any reason.

7.7 **Third Party Content.** Elastic reserves the right, but has no obligation, to monitor all of the content, data or information uploaded on any Cloud Service by third parties ("**Third Party Content**"), and is not responsible for any such content, data or information. Elastic does not represent or imply that such Third-Party Content is accurate, useful or non-harmful. Partner must take all precautions necessary to protect itself, and its computer systems from viruses, worms, Trojan horses, and other harmful or destructive materials. Elastic disclaims any responsibility for any harm resulting from any Third-Party Content.

8 RESTRICTIONS ON USE

8.1 **Restrictions.** Partner shall use each Cloud Service in compliance with all applicable laws, including export control and data privacy laws. Partner shall not: (i) execute or attempt to execute any computer viruses, worms, time bombs, Trojan horses and other harmful or malicious code, routines, files, scripts, agents or programs ("**Malware**") in any Cloud Service or use any Cloud Service to transmit Malware; (ii) use any Cloud Service to store or distribute any information, material or data that is harassing, threatening, infringing, libelous, unlawful, obscene, or which violates the privacy or intellectual property rights of any third party; (iii) access or use any Cloud Service to compete against Elastic; (iv) access or use any Cloud Service for purposes of monitoring its availability, performance or functionality, or for any other benchmarking or competitive purposes, including, without limitation, for the purpose of designing and/or developing any competitive services; (v) except as expressly permitted herein, make access to any Cloud Service through its account available to any third party; (vi) other than as part of Hosted Partner Solution to a End Customer, sell, resell, rent, lease, offer any time sharing arrangement, service bureau or any service based upon, any Cloud Service; (vii) interfere with or disrupt the integrity, security or performance of any Cloud Service or third-party data

contained therein; (viii) attempt to gain unauthorized access to any Cloud Service or any associated systems or networks; (ix) modify, make derivative works of, disassemble, decompile or reverse engineer any Cloud Service or any component thereof; (x) use any Cloud Service to process any protected health information as defined by the Health Insurance Portability and Accountability Act of 1996; (xi) use the Cloud Service to store or process any classified information (i.e., information given a security classification by a government body and protected against unauthorized disclosure under applicable law) or data subject to the International Traffic in Arms Regulations maintained by the U.S. Department of State; or (xii) use any Cloud Service in furtherance of the violation of the rights of others.

8.2 **Suspension.** If (i) Partner or Reseller (as applicable) has not timely paid all fees due under this Agreement or an applicable Order Form, or (ii) Elastic believes, in its sole discretion, that Partner has violated or attempted to violate Sections 3.4 or 8.1 of this Agreement, or that Partner's use of a Cloud Service presents a material security risk, Elastic may suspend access to such Cloud Service until the violation has been corrected. Elastic will use reasonable efforts to provide Partner with advance written notice prior to implementing such suspension and will work with Partner to resolve the underlying issue.

8.3 **Technical Controls.** If Partner's use of a Cloud Service materially degrades the performance of such Cloud Service for other customers, rate limiting controls may result in the temporary reduction or a pause in the responsiveness of such Cloud Service. Furthermore, Partner shall contact Elastic if Partner desires to assess performance by benchmarking for more than five minutes.

9 LIMITED WARRANTY, WARRANTY DISCLAIMER

9.1 **Limited Support Services Warranty.** Elastic warrants that during each Subscription Term it will perform the Support Services in a professional, workmanlike manner, consistent with generally accepted industry practice, and in substantial accordance with the Support Services Policy. In the event of a breach of the foregoing warranty, Elastic's sole obligation, and Partner's exclusive remedy, shall be for Elastic to re-perform the Support Services at no additional cost to Partner.

9.2 **Limited Product Performance Warranty.** Elastic warrants that during each Subscription Term the applicable Cloud Service will perform in all material respects in accordance with the applicable Documentation. In the event of a breach of the foregoing warranty, Elastic's sole obligation, and Partner's exclusive remedy, shall be for Elastic to (i) correct any non-conformity in the Cloud Service, or (ii) if Elastic is unable to provide such a correction within thirty (30) days of receipt of notice of the applicable non-conformity, then upon request from Partner, Partner may elect to terminate the applicable Order Form and the associated Subscription, and Elastic will promptly refund to Partner any pre-paid, unused fees paid by Partner to Elastic for the applicable Subscription, provided that, upon payment of such refund, all rights granted in Sections 3.1 and 3.2 and Elastic's obligation to provide Support Services with respect to such Cloud Service shall immediately terminate.

9.3 **Warranty Disclaimer.** EXCEPT AS SET FORTH IN SECTIONS 9.1 AND 9.2 ABOVE, THE SUPPORT SERVICES AND APPLICABLE CLOUD SERVICE ARE PROVIDED "AS IS" WITHOUT WARRANTY OF ANY KIND AND ELASTIC MAKES NO ADDITIONAL WARRANTIES, WHETHER EXPRESSED, IMPLIED OR STATUTORY, REGARDING OR RELATING TO THE SUPPORT SERVICES, ANY CLOUD SERVICE OR ANY MATERIALS FURNISHED OR PROVIDED TO PARTNER UNDER THIS AGREEMENT. TO THE MAXIMUM EXTENT PERMITTED UNDER APPLICABLE LAW, ELASTIC AND ITS LICENSORS SPECIFICALLY DISCLAIM ALL IMPLIED WARRANTIES OF MERCHANTABILITY, FITNESS FOR A PARTICULAR PURPOSE AND NON-INFRINGEMENT WITH RESPECT TO THE CLOUD SERVICE(S), THE SUPPORT SERVICES, THE DOCUMENTATION, AND ANY OTHER SERVICES OR OTHER MATERIALS PROVIDED BY ELASTIC HEREUNDER, AND WITH RESPECT TO THE USE OF THE FOREGOING. PARTNER AGREES THAT IT IS SOLELY RESPONSIBLE FOR THE RESULTS OBTAINED IN CONNECTION WITH ITS USE OF THE SUPPORT SERVICES OR APPLICABLE CLOUD SERVICE. IN ADDITION, PARTNER UNDERSTANDS AND AGREES THAT THE SUPPORT SERVICES AND APPLICABLE CLOUD SERVICE AND ANY MATERIALS FURNISHED OR

PROVIDED TO PARTNER UNDER THIS AGREEMENT ARE NOT DESIGNED OR INTENDED FOR USE IN THE OPERATION OF NUCLEAR FACILITIES, AIRCRAFT, WEAPONS SYSTEMS, OR LIFE SUPPORT SYSTEMS.

10 PARTNER OBLIGATIONS

10.1 **No Unauthorized Warranties.** Partner shall make no representations or warranties with respect to the Cloud Service beyond those contained herein. Partner shall be solely responsible for, and Elastic shall have no legal obligation to honor, any warranties that Partner provides to End Customers to the extent that such warranties are broader or greater in scope than those made by Elastic to Partner hereunder. Partner shall defend, indemnify and hold Elastic and its affiliated companies harmless from any and all costs, losses, damages, liabilities and expenses (including reasonable attorney's fees and costs of litigation) resulting from Partner's failure to comply with this section.

10.2 **End Customer Support By Partner.** Partner will provide direct technical support to End Customers. Partner's technical support personnel shall include two (2) persons certified on the Cloud Service Partner is using in accordance with such reasonable requirements as Elastic may establish from time to time. Certification will be at Partner's expense and at Elastic's published rates. In no event shall Elastic have any obligation to provide Support Services directly to End Customers.

11 LIMITATION OF LIABILITY

11.1 **Excluded Damages.** IN NO EVENT SHALL PARTNER OR ELASTIC, OR THEIR RESPECTIVE AFFILIATES, BE LIABLE FOR ANY LOSS OF PROFITS, LOSS OF USE, BUSINESS INTERRUPTION, LOSS OF DATA, COST OF SUBSTITUTE GOODS OR SERVICES, OR FOR ANY PUNITIVE, INDIRECT, SPECIAL, INCIDENTAL OR CONSEQUENTIAL DAMAGES OF ANY KIND IN CONNECTION WITH OR ARISING OUT OF THE PERFORMANCE OF OR FAILURE TO PERFORM THIS AGREEMENT, WHETHER ALLEGED AS A BREACH OF CONTRACT OR TORTIOUS CONDUCT, INCLUDING NEGLIGENCE, EVEN IF A PARTY HAS BEEN ADVISED OF THE POSSIBILITY OF SUCH DAMAGES.

11.2 **Damages Cap.** EXCEPT WITH RESPECT TO (I) A PARTY'S BREACH OF ITS OBLIGATIONS UNDER SECTION 6, (II) ELASTIC'S OBLIGATIONS UNDER SECTION 4.1, (III) PARTNER'S INDEMNIFICATION OBLIGATIONS UNDER SECTION 4.5, 10.1, AND 13.1, (IV) AMOUNTS PAYABLE BY PARTNER UNDER SECTION 5 OF THIS AGREEMENT AND EACH ORDER FORM, AND (V) PARTNER'S VIOLATIONS OF THE USE AND DISTRIBUTION RESTRICTIONS SET FORTH IN THIS AGREEMENT, IN NO EVENT SHALL ELASTIC'S OR PARTNER'S TOTAL, CUMULATIVE LIABILITY UNDER ANY ORDER FORM EXCEED THE AMOUNT PAID OR PAYABLE BY PARTNER TO ELASTIC UNDER THIS AGREEMENT FOR THE AFFECTED CLOUD SERVICE(S) AND/OR SUPPORT SERVICES DELIVERED AND/OR MADE AVAILABLE TO PARTNER UNDER SUCH ORDER FORM IN THE TWELVE (12) MONTHS IMMEDIATELY PRIOR TO THE FIRST EVENT GIVING RISE TO LIABILITY.

11.3 **Basis of the Bargain.** THE ALLOCATIONS OF LIABILITY IN THIS SECTION 11 REPRESENT THE AGREED AND BARGAINED FOR UNDERSTANDING OF THE PARTIES, AND THE COMPENSATION OF ELASTIC FOR THE SUPPORT SERVICES AND CLOUD SERVICE(S) PROVIDED HEREUNDER REFLECTS SUCH ALLOCATIONS. THE FOREGOING LIMITATIONS, EXCLUSIONS AND DISCLAIMERS WILL APPLY TO THE MAXIMUM EXTENT PERMITTED BY APPLICABLE LAW, EVEN IF ANY REMEDY FAILS IN ITS ESSENTIAL PURPOSE.

12 TERM AND TERMINATION

12.1 **Subscription Term.** Unless earlier terminated in accordance with Section 12.3 below, each Subscription will commence and expire in accordance with the first start date and last end date set forth on the applicable Order Form (the entire duration of such Order Form and the term of any renewal thereof, each, a separate "**Subscription Term**"). Each Subscription shall automatically renew for a new Subscription Term of one (1) year (or for such longer period as may be set forth on a renewal Order Form executed by the parties) unless either party gives written notice to the other of its intention not to renew the Subscription at least thirty (30) days prior to the expiration of the then-current Subscription Term.

12.2 **Agreement Term.** This Agreement will commence on the Effective Date and, unless earlier terminated in accordance with Section 12.3 below, continue in force and effect for a period of three (3) years. Thereafter, this Agreement will automatically renew for additional one (1) year periods, unless either party gives written notice to the other party of its intent not to renew this Agreement no later than sixty (60) days prior to expiration of the then-current term. The initial term of this Agreement, plus any subsequent renewal term, shall be the “**Term**” of this Agreement. Notwithstanding any expiration of this Agreement, its terms will continue to apply to any Subscription that has not been terminated or for which the Subscription Term has not expired.

12.3 **Termination.**

12.3.1 **Subscriptions.** Each party may terminate a Subscription, upon giving notice in writing to the other party if the non-terminating party commits a material breach of this Agreement with respect to such Subscription, and has failed to cure such breach within thirty (30) days following a request in writing from the notifying party to do so. Upon the termination or expiration of a Subscription, the rights and obligations of the parties with respect thereto will, subject to Section 12.4 below, cease, provided that termination of a Subscription under this subsection 12.3.1 will not result in termination of any other Subscriptions.

12.3.2 **Agreement.** Either party may terminate this Agreement upon giving notice in writing to the other party if the non-terminating party commits a material breach of this Agreement with respect to any active Subscriptions hereunder, and has failed to cure such breach within thirty (30) days following a request in writing from the notifying party to do so. For the avoidance of doubt, termination of this Agreement under the first sentence of this subsection 12.3.2 will result in the termination of all Subscriptions and Order Forms. Either party may also terminate this Agreement for any reason or no reason upon ninety (90) days' prior written notice to the other party, provided that termination of the Agreement pursuant to this sentence will not result in termination of any Subscriptions or their respective Order Forms (including any multi-year Subscriptions set forth on such Order Forms).

12.4 **Survival.** Upon the expiration or termination of a Subscription or this Agreement, (i) Partner shall have no further rights under the affected Subscription(s); (ii) any payment obligations accrued under Section 5, as well as the provisions of Sections 4, 6, 7.5, 7.6, 9, 10.1, 11, 12.4 and 13 of this Agreement will survive such expiration or termination. Any outstanding balance under a Subscription shall become immediately due and payable upon termination of the Subscription for any reason. Upon termination of this Agreement for any reason: (i) Partner shall immediately cease using or destroy any unused sales literature and other written information and materials supplied by Elastic pursuant to this Agreement or which contain Elastic's Trademarks, and shall provide Elastic with written certification of such cessation or destruction; (ii) Partner shall immediately cease to identify itself as an authorized distributor for Elastic or otherwise affiliated in any manner with Elastic; and (iii) the licenses granted to Partner under Sections 2.6 and 3.2 shall immediately terminate.

13 **GENERAL**

13.1 **Anti-Corruption.** Each party acknowledges that it is aware of, understands and has complied and will comply with, all applicable U.S. and foreign anti-corruption laws, including without limitation, the U.S. Foreign Corrupt Practices Act of 1977 and the U.K. Bribery Act of 2010, and similarly applicable anti-corruption and anti-bribery laws (“**Anti-Corruption Laws**”). Each party agrees that no one acting on its behalf will give, offer, agree or promise to give, or authorize the giving directly or indirectly, of any money or other thing of value, including travel, entertainment, or gifts, to anyone as an unlawful inducement or reward for favorable action or forbearance from action or the exercise of unlawful influence (a) to any governmental official or employee (including employees of government-owned and government-controlled corporations or agencies or public international organizations), (b) to any political party, official of a political party, or candidate, (c) to an intermediary for payment to any of the foregoing, or (d) to any other person or entity in a corrupt or improper effort to obtain or retain business or any commercial advantage, such as receiving a permit or license, or directing business to any person. Improper payments, provisions, bribes, kickbacks, influence payments, or other unlawful provisions to any person are prohibited under this Agreement. Partner

shall defend, indemnify and hold Elastic and its affiliated companies harmless from any and all costs, losses, damages, liabilities and expenses (including reasonable attorney's fees and costs of litigation) resulting from Partner's failure to comply with this section.

13.2 **Assignment; Subcontracting.** Neither party may assign this Agreement, in whole or in part, without the prior written consent of the other party, provided that no such consent will be required to assign this Agreement in its entirety to (i) an Affiliate that is able to satisfy the obligations of the assigning party under this Agreement or (ii) a successor in interest in connection with a merger, acquisition or sale of all or substantially of the assigning party's assets. Any assignment in violation of this section shall be void, *ab initio*, and of no effect. Subject to the foregoing, this Agreement is binding upon, inures to the benefit of and is enforceable by, the parties and their respective successors and assigns. Nothing will restrict Elastic from subcontracting its obligations under this Agreement to any third parties.

13.3 **Attorney's Fees.** If any action or proceeding, whether regulatory, administrative, at law or in equity is commenced or instituted to enforce or interpret any of the terms or provisions of this Agreement (excluding any mediation required under this Agreement), the prevailing party in any such action or proceeding shall be entitled to recover its reasonable attorneys' fees, expert witness fees, costs of suit and expenses, in addition to any other relief to which such prevailing party may be entitled. As used herein, “prevailing party” includes without limitation, a party who dismisses an action for recovery hereunder in exchange for payment of the sums allegedly due, performance of covenants allegedly breached, or consideration substantially equal to the relief sought in the action.

13.4 **Export Control.** Partner acknowledges that the Cloud Service(s) and Support Services, and technologies related thereto are subject to the Export Administration Regulations (“**EAR**”) (15 C.F.R. Parts 730-774 (2010)) and the economic sanctions regulations and guidelines of the U.S. Department of the Treasury, Office of Foreign Assets Control. Partner is now and will remain in the future compliant with all such export control laws and regulations, and will not export, re-export, otherwise transfer any Elastic goods, software or technology or disclose any Elastic software or technology to any person contrary to such laws or regulations. Partner acknowledges that remote access to a Cloud Service may in certain circumstances be considered a re-export of such Cloud Service, and accordingly, may not be granted in contravention of U.S. export control laws and regulations.

13.5 **Force Majeure.** Except with respect to payment obligations, neither party will be liable for, or be considered to be in breach of, or in default under, this Agreement, as a result of any cause or condition beyond such party's reasonable control.

13.6 **Future Features and Functions.** Partner understands and agrees that any features or functions of services or products discussed in a roadmap review or otherwise referenced on any Elastic website, or in any presentations, press releases or public statements, which are not currently available or not currently available as a generally available release, may not be delivered on time or at all. The development, release, and timing of any features or functionality described for Elastic's products remains at Elastic's sole discretion. Accordingly, Partner agrees that it is not entering into this Agreement and will be purchasing products and services based solely upon features and functions that are currently available as of the time an Order Form is executed, and not in expectation of any future feature or function.

13.7 **Governing Law; Jurisdiction; Venue.** Applicable governing law, jurisdiction and venue will be as set forth in Attachment 1 to this Agreement.

13.8 **Partner Identification.** Partner consents to Elastic's identification of Partner as a user of the Support Services and Cloud Service, on its website, through a press release issued by Elastic and in other promotional materials.

13.9 **Notices.** Any notice or other communication under this Agreement given by either party to the other will be deemed to be properly given if given in writing and delivered in person or by e-mail, if acknowledged received by return e-mail or followed within one day by a delivered or mailed copy of such notice, or if mailed, properly addressed and stamped with the required postage, to the intended recipient at its address specified on an Order Form. Notices to Elastic may also be sent

to legal@elastic.co. Either party may from time to time change its address for notices under this section by giving the other party notice of the change in accordance with this section.

13.10 Non-waiver. Any failure of either party to insist upon or enforce performance by the other party of any of the provisions of this Agreement or to exercise any rights or remedies under this Agreement will not be interpreted or construed as a waiver or relinquishment of such party's right to assert or rely upon such provision, right or remedy in that or any other instance.

13.11 Product Metadata. The Cloud Service may provide Product Metadata (defined below) to Elastic. Product Metadata does not include any Partner or End Customer personal data or any content that Partner processes or stores in the Cloud Service in connection with use by Partner of the Cloud Service. Elastic uses Product Metadata for security, support, product and operations management, and research and development. Elastic does not share Product Metadata with third parties. "**Product Metadata**" is statistical and other information about a user's configuration and use of the Cloud Service, such as type and version, operating systems and environment, cluster statistics (e.g., node type and counts), performance (e.g., uptime and response times and/or endpoint sensor detection events) and feature usage. Customer will not (i) access or use the Elastic-hosted infrastructure ("**Elastic-Hosted Infrastructure**") that stores and processes the Product Metadata for the purposes of monitoring its availability or performance or for any other benchmarking or competitive purposes, including, without limitation, for the purpose of designing and/or developing any competitive services; or (ii) interfere with or disrupt the integrity or performance of any Elastic-Hosted infrastructure.

13.12 Relationship of the Parties. The relationship of the parties hereunder shall be that of independent contractors, and nothing herein shall be deemed or construed to create any employment, agency or fiduciary relationship between the parties. Each party shall be solely responsible for the supervision, direction, control and payment of its personnel, including, without limitation, for taxes, deductions and withholdings, compensation and benefits, and nothing herein will be deemed to result in either party having an employer-employee relationship with the personnel of the other party.

13.13 Severability. If any provision of this Agreement is held to be invalid or unenforceable, the remaining portions will remain in full force and effect and such provision will be enforced to the maximum extent possible so as to give effect the intent of the parties and will be reformed to the extent necessary to make such provision valid and enforceable.

13.14 Feedback. Partner, Partner's Affiliates, and their respective agents, may volunteer feedback to Elastic, and/or its Affiliates, about a Cloud Service and/or the Support Services ("**Feedback**"). Elastic and its Affiliates shall be irrevocably entitled to use that Feedback, for any purpose and without any duty to account, provided that, in doing so, they may not breach their obligations of confidentiality under Section 6 of this Agreement.

13.15 Entire Agreement; Amendment. This Agreement, together with any Order Forms executed by the parties and the Support Services Policy, each of which is hereby incorporated herein by this reference, constitutes the entire agreement between the parties concerning the subject matter hereof, and it supersedes, and its terms govern, all prior proposals, agreements, or other communications between the parties, oral or written, regarding such subject matter. This Agreement may be executed in any number of counterparts, each of which when so executed and delivered shall be deemed an original, and all of which together shall constitute one and the same agreement. Execution of a scanned copy will have the same force and effect as execution of an original, and a scanned signature will be deemed an original and valid signature. In the event of any conflict between the terms and conditions of any of the foregoing documents, the conflict shall be resolved based on the following order of precedence: (i) an applicable Order Form (but only for the transaction thereunder), (ii) Attachment 1 (Country-Specific Provisions), (iii) this Agreement, and (iv) the Support Services Policy. For the avoidance of doubt, the parties hereby expressly acknowledge and agree that if Partner issues any purchase orders or similar documents in connection with its purchase of a Cloud Service and/or Support Services, Partner shall do so only for the purpose of Section 2.2.1(2) or for Partner's own internal, administrative purposes and not with the intent to provide any contractual terms. By entering into this Agreement, whether prior to or following receipt of Partner's purchase order or any similar document, the parties are hereby expressly showing their intention not to be contractually bound by the contents of any such purchase order or similar document, which are hereby deemed rejected and extraneous to this Agreement, and Elastic's performance of this Agreement shall not amount to: (i) an acceptance by conduct of any terms set out or referred to in the purchase order or similar document; (ii) an amendment of this Agreement, nor (iii) an agreement to amend this Agreement. Except as expressly provided in this Agreement, this Agreement shall not be modified except by a subsequently dated, written amendment that expressly amends this Agreement and which is signed on behalf of Elastic and Partner by their duly authorized representatives.

Exhibit A
Minimum Terms

This Exhibit A to the Agreement sets forth the minimum terms to be included in the End Customer Agreement.

Minimum Terms:

1. End Customer shall look solely to Partner to satisfy any obligations under the End Customer Agreement;
2. End Customer shall comply with all laws applicable to its use of the Hosted Partner Solution, including data privacy laws and U.S. export control and sanctions laws;
3. End Customer shall not sell, resell, rent, lease, offer any time-sharing arrangement, service bureau or any service based upon, the Hosted Partner Solution; and
4. End Customer shall not make available to any third party any analysis of the results of operation (including benchmarking results) of the Cloud Service or, if applicable, Software Agent, as accessed via the Hosted Partner Solution.

If the Partner distributes to the End Customer a Software Agent pursuant to Section 3.2 of the Agreement, then the following additional terms must be included in the End Customer Agreement:

5. That the Software Agent is licensed, not sold, as a component to be managed by Partner as part of the Hosted Partner Solution, and is not licensed on a stand-alone basis;
6. That title to the Software Agent does not pass to the End Customer, and Partner and its licensors own and retain all intellectual property rights in the Software Agent except those rights expressly granted by Partner under the End Customer Agreement;
7. No direct warranties from Elastic to or for the benefit of the End Customer;
8. That each license granted to an End Customer shall be a non-exclusive license to install and use, in object code form, the Software Agent, solely to the extent necessary for the Software Agent to be managed by Partner as part of the Hosted Partner Solution and for the duration of the applicable Subscription Term;
9. Restrictions on use of the Software Agent as set forth under Restrictions set forth below;
10. An export control notice similar to Section 13.4 (Export Control) in this Agreement; and
11. A product metadata notice similar to Section 13.11 (Product Metadata) in this Agreement.

Restrictions:

End Customer agrees not to:

- (i) reverse engineer or decompile, decrypt, disassemble or otherwise reduce any Software Agent or any portion thereof, in either case, that has not been licensed in source code form by Elastic, to human-readable form except and only to the extent any such restriction is prohibited by applicable law,
- (ii) deploy or use the Software Agent on a stand-alone basis or for any purpose other than as a component to be managed by Partner as part of the Hosted Partner Solution;
- (iii) prepare derivative works from, modify, copy or use the Software Agent in any manner except as expressly permitted in the End Customer Agreement;
- (iv) transfer, sell, rent, lease, distribute, sublicense, loan or otherwise transfer the Software Agent in whole or in part to any third party;
- (v) alter or remove any marks and notices in the Software Agent; or
- (vi) (a) access or use any Elastic-hosted infrastructure or related data, systems, or networks (collectively, "**Elastic-Hosted infrastructure**") that interface with the Software Agent to monitor the availability or performance of such Elastic-Hosted infrastructure or for any other benchmarking or competitive purposes, including, without limitation, for the purpose of designing and/or developing any competitive services; or (b) interfere with or disrupt the integrity or performance of any Elastic-Hosted infrastructure.

**ATTACHMENT 1
COUNTRY-SPECIFIC PROVISIONS**

1 AUSTRALIA

1.1 The following is added to the end of Section 5.2 of the Agreement: If for any reason a supply made by Elastic under or in connection with this agreement is a Taxable Supply for GST purposes, then at or before the time the consideration for the supply is payable, Partner must pay Elastic an amount equal to the GST for the supply (in addition to the consideration otherwise payable under this agreement for that supply), and Elastic must give Partner a Tax Invoice for the supply. For the purpose of this Section 5.2, GST means the goods and service tax under the Goods and Services Tax Act 1999 (Cth) and capitalised terms have the meaning given in that Act.

1.2 Existing Section 9.3 of the Agreement is moved to Section 9.4 and a new Section 9.3 is added to the Agreement as follows: Australian Consumer Law. Despite anything in this Agreement, Elastic's goods come with guarantees that cannot be excluded under the Australian Consumer Law (as set out in the Competition and Consumer Act 2010 (Cth) ("ACCA")) if Partner is deemed a 'Consumer' under ACCA. Then Partner is entitled to a replacement or refund for a major failure and compensation for any other reasonably foreseeable loss or damage. Furthermore, Partner will also be entitled to have the goods repaired or replaced if the goods fail to be of acceptable quality and the failure does not amount to a major failure.

1.3 A new sentence is added to the beginning of Section 9.4 of the Agreement as follows: NOTHING IN THIS AGREEMENT IS INTENDED TO LIMIT PARTNER'S NON-EXCLUDABLE RIGHTS UNDER THE COMPETITION AND CONSUMER ACT 2010 (CTH).

1.4 Existing Section 11.3 of the Agreement is moved to Section 11.5, and a new Section 11.3 is added to the Agreement as follows: NOTHING IN THIS AGREEMENT SHALL OPERATE OR HAVE EFFECT SO AS TO LIMIT OR EXCLUDE THE LIABILITY OF A PARTY FOR DEATH OR PERSONAL INJURY CAUSED BY NEGLIGENCE OR FOR FRAUD INCLUDING FRAUDULENT MISREPRESENTATION OR FOR ANY LIABILITY THAT MAY NOT BE LAWFULLY EXCLUDED UNDER APPLICABLE LAW.

1.5 A new Section 11.4 is added to the Agreement as follows: Australian Consumer Law. IF THE COMPETITION AND CONSUMER ACT 2010 (CTH) OR ANY OTHER LEGISLATION STATES THAT THERE IS A GUARANTEE IN RELATION TO ANY GOOD OR SERVICE SUPPLIED BY ELASTIC IN CONNECTION WITH THIS AGREEMENT, AND ELASTIC'S LIABILITY FOR FAILING TO COMPLY WITH THAT GUARANTEE CANNOT BE EXCLUDED BUT MAY BE LIMITED, SECTIONS 11.1, 11.2 AND 11.3 DO NOT APPLY TO THAT LIABILITY. INSTEAD, ELASTIC'S LIABILITY FOR THAT FAILURE IS LIMITED TO (AT THE ELECTION OF ELASTIC), IN THE CASE OF A SUPPLY OF GOODS, ELASTIC REPLACING THE GOODS OR SUPPLYING EQUIVALENT GOODS OR REPAIRING THE GOODS, OR IN THE CASE OF A SUPPLY OF SERVICES, ELASTIC SUPPLYING THE SERVICES AGAIN OR PAYING THE COST OF HAVING THE SERVICES SUPPLIED AGAIN.

1.6 Section 13.3 (Attorneys' Fees) of the Agreement is hereby deleted in its entirety.

1.7 Governing Law and Jurisdiction. This Agreement will be governed by and construed in accordance with the laws of the New South Wales. Each party irrevocably submits to the exclusive jurisdiction of the courts of New South Wales and courts competent to hear appeals from those courts. This Agreement shall not be governed by the 1980 UN Convention on Contracts for the International Sale of Goods. A breach or threatened breach, by either party of Section 6 may cause irreparable harm for which damages at law may not provide adequate relief, and therefore the non-breaching party shall be entitled to seek injunctive relief without being required to post a bond.

2 FRANCE

2.1 A new Section 2.8 is hereby added to the Agreement as follows: General. Partner has had the opportunity to assess whether Elastic's off-the-shelf Cloud Service and Support Services meet its business needs including by review of the Support Services Policy made available by Elastic. Elastic acknowledges that in pre-contract discussions, if any, it was obliged to inform Partner about the capabilities

of its off-the-shelf Cloud Service and Support Services relative to Partner's expressed needs. Subject to Partner communicating to Elastic accurate and up to date information, Elastic shall (i) inform, advise and warn Partner in relation to Partner's use of the Cloud Service and Support Services relative to those needs; and (ii) suggest Elastic solutions that may be better suited to those needs where it is reasonably appropriate to do so, (for example, volumes, IT architecture configurations and time constraints). Each party shall comply with all laws applicable to its performance of the Agreement and cooperate with the other in good faith in such performance.

2.2 Section 4.1.2(v) of the Agreement is hereby deleted in its entirety and replaced with the following: (viii) any third party open source software and/or third party computing infrastructure products or services except to the extent that any Infringement Claim results from Elastic's failure to comply with the license agreement(s) applicable to such third party open source software.

2.3 The fourth sentence of Section 5.1 (Fees and Payment) of the Agreement is hereby deleted in its entirety.

2.4 The first sentence of Section 5.2 of the Agreement is hereby deleted in its entirety and replaced with the following: All Fees payable hereunder are exclusive of all applicable value-added taxes, which shall be the responsibility of Partner, levied upon the delivery or use of the taxable components, if any, of any Subscription purchased by Partner under this Agreement (collectively, "**Taxes**"); provided, however, that Partner shall have no liability for any net income, net worth or franchise taxes assessed on Elastic by the United States or any state thereof.

2.5 The second sentence of Section 9.1 of the Agreement is hereby deleted in its entirety and replaced with the following: In the event of a breach of the foregoing warranty, (i) Elastic shall have the right to re-perform the Support Services or (ii) if Elastic is unable to re-perform the non-compliant Support Services in accordance with the foregoing warranty, within thirty (30) days of receipt of notice of the applicable non-conformity, Partner may elect to terminate the associated Subscription, and Elastic will promptly refund to Partner any pre-paid, unused fees paid by Partner to Elastic for such Subscription, without prejudice to Partner's other rights and remedies under French law subject to the provisions of this Agreement.

2.6 The second sentence of Section 9.2 of the Agreement is hereby deleted in its entirety and replaced with the following: In the event of a breach of the foregoing warranty, Elastic's sole obligation, and Partner's exclusive remedy, shall be for Elastic to (i) correct any failure of the Cloud Service to perform in all material respects in accordance with the Documentation, or (ii) if Elastic is unable to provide such a correction within thirty (30) days of receipt of notice of the applicable non-conformity, then upon request from Partner, Partner may elect to terminate the applicable Order Form and the associated Subscription, and Elastic will promptly refund to Partner any pre-paid, unused fees paid by Partner to Elastic for the applicable Subscription, without prejudice to Customer's other rights and remedies under French law subject to the provisions of this Agreement, provided that, upon payment of such refund, all rights granted in Sections 3.1 and 3.2 and Elastic's obligation to provide Support Services with respect to such Cloud Service shall immediately terminate.

2.7 Section 11.1 of the Agreement is hereby deleted in its entirety and replaced with the following: Excluded Damages. SUBJECT TO SECTION 11.3 BELOW AND PURSUANT TO SECTIONS 1188 AND 1231-3 OF THE FRENCH CIVIL CODE, THE PARTIES AGREE THAT, EXCEPT FOR A PARTY'S GROSS NEGLIGENCE ("**FAUTE LORDE**") OR WILLFUL MISCONDUCT ("**DOL**"), IN NO EVENT SHALL PARTNER OR ELASTIC, OR ITS LICENSORS, BE LIABLE FOR ANY LOSS OF PROFITS, LOSS OF USE, BUSINESS INTERRUPTION, LOSS OF DATA, COST OF SUBSTITUTE GOODS OR SERVICES, OR FOR ANY INDIRECT DAMAGES OF ANY KIND IN CONNECTION WITH OR ARISING OUT OF THE PERFORMANCE OF OR FAILURE RE-PERFORM THIS AGREEMENT.

2.8 Section 11.2 of the Agreement is hereby deleted in its entirety and replaced with the following: Damages Cap. EXCEPT WITH RESPECT TO (I) A PARTY'S BREACH OF ITS OBLIGATIONS UNDER SECTION **Error! Reference source not found.**, (II) ELASTIC'S

OBLIGATIONS UNDER SECTION **Error! Reference source not found.**1, (III) PARTNER'S INDEMNIFICATION OBLIGATIONS UNDER SECTION 4.2, 10.1, AND 13.1, (IV) AMOUNTS PAYABLE BY PARTNER UNDER SECTION 5 OF THIS AGREEMENT AND EACH ORDER FORM, (V) A PARTY'S GROSS NEGLIGENCE ("FAUTE LORDE") OR WILLFUL MISCONDUCT ("DOL"), AND (VI) PARTNER'S VIOLATIONS OF THE USE AND DISTRIBUTION RESTRICTIONS SET FORTH IN THIS AGREEMENT, IN NO EVENT SHALL ELASTIC'S OR PARTNER'S TOTAL, CUMULATIVE LIABILITY UNDER ANY ORDER FORM EXCEED THE AMOUNT PAID OR PAYABLE BY PARTNER TO ELASTIC UNDER THIS AGREEMENT FOR THE AFFECTED CLOUD SERVICE(S) AND/OR SUPPORT SERVICES DELIVERED AND/OR MADE AVAILABLE TO PARTNER UNDER SUCH ORDER FORM IN THE TWELVE (12) MONTHS IMMEDIATELY PRIOR TO THE FIRST EVENT GIVING RISE TO LIABILITY.

2.9 The second sentence of Section 11.3 (Basis of the Bargain) of the Agreement is hereby deleted in its entirety.

2.10 The first sentence of Section 12.3.1 (Subscriptions) of the Agreement is hereby deleted in its entirety and replaced with the following: Each party may terminate the Subscription, ipso jure and without having to file a claim, upon giving notice in writing to the other party if the non-terminating party commits a material breach of this Agreement with respect to such Subscription, and has failed to cure such breach within thirty (30) days following a request in writing from the notifying party to do so.

2.11 Section 13.3 (Attorneys' Fees) of the Agreement is hereby deleted in its entirety.

2.12 The word "acknowledges" is replaced with "is informed" in Section 9.6 (Export Control) of the Agreement.

2.13 Section 13.5 of the Agreement is hereby deleted in its entirety and replaced with the following: Force Majeure. Neither party will be liable for, or be considered to be in breach of, or in default under, this Agreement, as a result of any event of Force Majeure as defined under Article 1218 of the French Civil Code. Partner expressly agrees that it shall not be relieved from its payment obligations by any act of Force Majeure.

2.14 Governing Law and Jurisdiction. This Agreement will be governed by the laws of France, without regard to its conflict of laws principles. The parties expressly agree that all suits hereunder will be brought solely before the competent courts located in Paris. This Agreement shall not be governed by the 1980 UN Convention on Contracts for the International Sale of Goods. The parties hereby irrevocably waive any and all claims and defenses either might otherwise have in any action or proceeding in any of the applicable courts set forth above, based upon any alleged lack of personal jurisdiction, improper venue, *forum non conveniens*, or any similar claim or defense.

2.15 Section 13.14 of the Agreement is hereby deleted in its entirety and replaced with the following: Suggestions, Ideas and Feedback. Subject to its obligations under Section 6 of this Agreement (Confidential Information), Elastic will be irrevocably free to use without restriction of any kind for any purpose, all suggestions, ideas and/or feedback (collectively, "**Feedback**") provided to Elastic by Partner, or its Affiliates and their respective employees, contractors or other agents, with respect to the Support Services and/or the Cloud Service. The foregoing grant of rights is made without any duty to account to any of the foregoing persons or entities for the use of such Feedback.

3 GERMANY

3.1 The words "SUBJECT TO SECTION 11 BELOW" are hereby added to the beginning of Section 4.1.4 (Exclusive Remedy).

3.2 The fourth sentence of Section 5.1 of the Agreement is hereby deleted in its entirety and replaced with the following: Except for amounts that Customer claims from Elastic that are either undisputed by Elastic or have been awarded to Customer by a competent court, payments will be made without right of set-off or chargeback.

3.3 The following is added to the beginning of the second sentence of Section 6.1 of the Agreement: Notwithstanding the provisions of the German Trade Secrets Act (GeschGehG).

3.4 The last sentence of Section 9.1 (Limited Support Services Warranty) of the Agreement is hereby deleted in its entirety.

3.5 The second sentence of Section 9.2 of the Agreement is hereby deleted in its entirety and replaced with the following: In the event of a breach of the foregoing warranty, subject to Section 11 below, Elastic's sole obligation, and Partner's exclusive remedy, shall be for Elastic to (i) correct any failure(s) of the Cloud Service to perform in all material respects in accordance with the Documentation, or (ii) if Elastic is unable to provide such a correction within a reasonable time period after receipt of notice of the applicable non-conformity, then upon request from Partner, Partner may elect to terminate the applicable Order Form and the associated Subscription, and Elastic will promptly refund to Partner any pre-paid, unused fees paid by Partner to Elastic for the applicable Subscription, provided that, upon payment of such refund, all rights granted in Sections 3.1 and 3.2 and Elastic's obligation to provide Support Services with respect to such Cloud Service shall immediately terminate. Additionally, the warranties set forth herein do not apply to any bug, defect or error caused by or attributable to software or hardware not supplied by Elastic.

3.6 Section 9.3 of the Agreement is hereby deleted in its entirety and replaced with the following: Warranty Disclaimer. Partner shall not be entitled to claim or commence proceedings for a breach of the warranties given under Sections 9.1 and 9.2 above unless: (i) Partner notifies Elastic in writing about the breach within fourteen (14) days of first becoming aware of such breach; and (ii) any proceedings commenced within twelve (12) months after such breach was first notified by Partner to Elastic in accordance with Section 9.1 or 9.2, as applicable (whereas subsection (ii) of 9.2 is considered to be a limitation period).

3.7 Section 11 of the Agreement is hereby deleted in its entirety and replaced with the following:

11.1 Elastic's liability shall not be limited for: (a) losses caused intentionally or by gross negligence; (b) death, personal injury or damage to health; (c) losses in accordance with the German Product Liability Act in the event of product liability; nor (d) in any other cases where it cannot be limited under applicable German Law.

11.2 Elastic shall be liable for losses caused by the breach of its primary obligations. Primary obligations are such basic duties which form the essence of the Agreement, which were decisive for the conclusion of the Agreement and on the performance of which the parties may rely. If Elastic breaches its primary obligations through simple negligence, then its liability shall be limited to the losses typical and foreseeable at the time of the conclusion of the Agreement.

11.3 Save for the stipulation in Sections 11.1 and 11.2, the following restrictions shall apply:

(a) Elastic's total liability for simple negligence under Section 11.2 with respect to one Order Form for typical and foreseeable losses shall be limited for any and all damages to the maximum of the single amount of the order value (100%) of the affected Order Form in the calendar year where the losses occurred. For the avoidance of doubt, this limitation of liability applies regardless of its legal cause (e.g. because of non-performance, impossibility of performance, warranty, delay, fault at conclusion of contract, breach of accessory obligation, rescission, tort). The parties agree that this limitation is fair in light of the potential damages of Partner and the potential damages that can happen under the Agreement.

(b) The no-fault liability in the German Civil Code (BGB) according to Section 536a para.1 Alt. 1 for defects that exist at the time of conclusion of this Agreement or of the respective Order Form is excluded.

11.4 Except as expressly set out in Sections 11.1, 11.2 and 11.3, Elastic's liability shall be excluded.

11.5 Elastic may invoke contributory negligence on Partner's part. Partner is especially obliged to perform routine backups and employ virus protection according to the current state of the art. Routine backups must occur at adequate intervals, but at least once a day, so that data

can be restored with reasonable effort. In the case of a loss of data culpably caused by Elastic, Elastic's liability is limited to the expenses that are incurred if routine backups are properly made and virus protection properly employed.

11.6 Without prejudice to (a) Partner's rights under § 812 BGB (German Civil Code) and (b) Section 11 of this Agreement, Partner's rights under § 536 BGB (German Civil Code) are hereby excluded.

3.8 Section 13.3 (Attorneys' Fees) of the Agreement is hereby deleted in its entirety.'

3.9 Governing Law and Jurisdiction. This Agreement will be governed and construed in accordance with the laws of the Federal Republic of Germany, without regard to its conflict of laws principles and the United Nations Convention on Contracts for the International Sale of Goods (UNCISG). All disputes arising out of or relating to this Agreement will be submitted to the exclusive jurisdiction of a court of competent jurisdiction in Munich, Germany and each party irrevocably consents to such personal jurisdiction and waives all objections to this venue. A breach by either party of Section 6 may cause irreparable harm for which the non-breaching party shall be entitled to seek injunctive relief.

4 HONG KONG, CHINA

4.1 Governing Law and Jurisdiction. This Agreement and any non-contractual obligation arising out of or in connection with it, is governed exclusively by the laws of Hong Kong. This Agreement shall not be governed by the 1980 UN Convention on Contracts for the International Sale of Goods. All disputes arising out of or in connection with this Agreement, including its existence and validity, shall be referred to and finally resolved by arbitration in Singapore in accordance with the Arbitration Rules of the Singapore International Arbitration Centre ("SIAC Rules") for the time being in force, which SIAC Rules are deemed to be incorporated by reference in this Clause. The tribunal shall consist of three arbitrators. The language of the arbitration shall be English.

5 JAPAN

5.1 The second sentence of Section 9.3 of the Agreement is hereby deleted in its entirety and replaced with the following: TO THE MAXIMUM EXTENT PERMITTED UNDER APPLICABLE LAW, ELASTIC AND ITS LICENSORS SPECIFICALLY DISCLAIM ALL IMPLIED WARRANTIES WITH RESPECT TO THE CLOUD SERVICE, THE DOCUMENTATION, THE SUPPORT SERVICES AND ANY OTHER SERVICES OR OTHER MATERIALS PROVIDED BY ELASTIC HEREUNDER, AND WITH RESPECT TO THE USE OF THE FOREGOING.

5.2 Governing Law and Jurisdiction. This Agreement shall be governed by the laws of Japan without reference to its conflict of laws principles. This Agreement shall not be governed by the 1980 UN Convention on Contracts for the International Sale of Goods. All disputes arising out of or in connection with this Agreement, including its existence and validity, shall be resolved by the courts with jurisdiction in Tokyo, Japan, except where mandatory law provides for the courts at another location in Japan to have jurisdiction. The parties hereby irrevocably waive any and all claims and defenses either might otherwise have in any action or proceeding in any applicable courts, based upon any alleged lack of personal jurisdiction, improper venue, *forum non conveniens*, or any similar claim or defense.

6 KOREA

6.1 Governing Law and Jurisdiction. This agreement will be governed by the laws of the Republic of Korea, without regard to its conflicts of laws principles, and all suits hereunder will be brought in Seoul Central district court. This agreement shall not be governed by the 1980 UN Convention on Contracts for the International Sale of Goods. The parties hereby irrevocably waive any and all claims and defenses either might otherwise have in any action or proceeding in any of the applicable courts set forth above, based upon any alleged lack of personal jurisdiction, improper venue, *forum non conveniens*, or any similar claim or defense. A breach or threatened breach, by either party of SECTION 6 may cause irreparable harm for which damages at law may not provide adequate relief, and therefore the non-breaching party

shall be entitled to seek injunctive relief without being required to post a bond.

7 SINGAPORE

7.1 Governing Law and Jurisdiction. This agreement and any non-contractual obligation arising out of or in connection with it, is governed exclusively by the law of Singapore. This agreement shall not be governed by the 1980 UN Convention on Contracts for the International Sale of Goods. All disputes arising out of or in connection with this agreement, including its existence and validity, shall be referred to and finally resolved by arbitration in Singapore in accordance with the arbitration rules of the Singapore International Arbitration Centre ("SIAC Rules") for the time being in force, which SIAC rules are deemed to be incorporated by reference in this clause. The tribunal shall consist of three arbitrators. The language of the arbitration shall be English. A breach or threatened breach, by either party of Section 6 may cause irreparable harm for which damages at law may not provide adequate relief, and therefore the non-breaching party shall be entitled to seek injunctive relief without being required to post a bond.

8 UNITED KINGDOM

8.1 The words "SATISFACTORY QUALITY," are added after "MERCHANTABILITY," in Section 9.3 (Warranty Disclaimer) of the Agreement.

8.2 Section 11.1 (Excluded Damages) in the Agreement is deleted in its entirety and replaced with the following: Disclaimer of Certain Damages. IN NO EVENT SHALL PARTNER OR ELASTIC OR THEIR RESPECTIVE AFFILIATES BE LIABLE FOR ANY LOSS OF PROFITS, REVENUE, DATA OR DATA USE, FOR ANY COST OF SUBSTITUTE GOODS OR SERVICES, OR FOR ANY INDIRECT OR CONSEQUENTIAL DAMAGES OF ANY KIND IN CONNECTION WITH OR ARISING OUT OF THE USE OR INABILITY TO USE THE COMMERCIAL SOFTWARE, OR THE PERFORMANCE OF OR FAILURE TO PERFORM THIS AGREEMENT, WHETHER ALLEGED AS A BREACH OF CONTRACT OR TORTIOUS CONDUCT, INCLUDING NEGLIGENCE, EVEN IF A PARTY HAS BEEN ADVISED OF THE POSSIBILITY OF SUCH DAMAGES.

8.3 The words "TO THE EXTENT PERMITTED BY LAW," are added after "SET FORTH IN THIS AGREEMENT," in Section 11.2 (Damages Cap) of the Agreement.

8.4 Existing Section 11.3 of the Agreement is moved to Section 11.4 and a new Section 11.3 is added to the Agreement as follows: NOTHING IN THIS AGREEMENT SHALL OPERATE OR HAVE EFFECT SO AS TO LIMIT OR EXCLUDE THE LIABILITY OF A PARTY FOR DEATH OR PERSONAL INJURY CAUSED BY NEGLIGENCE OR FOR FRAUD INCLUDING FRAUDULENT MISREPRESENTATION OR FOR ANY LIABILITY THAT MAY NOT BE LAWFULLY EXCLUDED UNDER APPLICABLE LAW.

8.5 Section 13.3 (Attorneys' Fees) of the Agreement is hereby deleted in its entirety.

8.6 Governing Law and Jurisdiction. The parties intend that no term of the contract made by this Agreement may be enforced by any person who is not a party to it. The parties reserve the right to agree to rescind or vary this Agreement without the consent of any other person. The provisions of the Contracts (Rights of Third Parties) Act 1999 shall be and hereby are excluded. This Agreement shall be governed by and construed in accordance with the laws of England and Wales whose courts shall have exclusive jurisdiction over any and all disputes arising out of or in connection with it and each party irrevocably consents to such personal jurisdiction and waives all objections to this venue. This Agreement shall not be governed by the 1980 UN Convention on Contracts for the International Sale of Goods. A breach or threatened breach, by either party of Section 6 may cause irreparable harm for which damages at law may not provide adequate relief, and therefore the non-breaching party shall be entitled to seek injunctive relief without being required to post a bond.

9 THE NETHERLANDS AND ANY COUNTRY NOT LISTED IN THIS AGREEMENT (EXCEPT THE UNITED STATES)

9.1 The following is added after the word "DAMAGES" at the end of the first sentence of Section 11.1 of the Agreement: HOWEVER,

WITH THE EXCEPTION OF DAMAGES CAUSED BY GROSS NEGLIGENCE (BEWUSTE ROEKELOOSHEID) OR WILFUL MISCONDUCT (OPZET) OF PARTNER OR ELASTIC.

9.2 Governing Law and Jurisdiction. This Agreement and any non-contractual obligation arising out of or in connection with it, is governed exclusively by Dutch law. This Agreement shall not be governed by the 1980 UN Convention on Contracts for the International Sale of Goods. All disputes arising out of or in connection with this Agreement, including its existence and validity, shall be resolved by the

courts with jurisdiction in Amsterdam, The Netherlands, except where mandatory law provides for the courts at another location in The Netherlands to have jurisdiction. The parties hereby irrevocably waive any and all claims and defenses either might otherwise have in any such action or proceeding in any of such courts based upon any alleged lack of personal jurisdiction, improper venue, *forum non conveniens*, or any similar claim or defense. A breach or threatened breach, by either party of Section 6 may cause irreparable harm for which damages at law may not provide adequate relief, and therefore the non-breaching party shall be entitled to seek injunctive relief without being required to post a bond.