



## MACH Certification: Additional Terms for Legacy Vendors

The following is an example of the non-technical aspects that the Admissions Panel and Executive Board will assess on a membership application where an ISV has a legacy product or is moving to a MACH architecture:

- All products currently offered for sale must be MACH:
  - 'Controlled availability' or another 'gate' for selling non-MACH products isn't strong enough. The product cannot be offered for sale anymore
  - Non-MACH product cannot be on current price lists
  - Customers running non-MACH products can buy additional CPUs/capacity of existing products but not a net new non-MACH product
  - If a customer signs a global contract with the vendor, the customer is able to roll out the non-MACH product to other countries, lines of business, etc but only under that contract. Not a new contract
  
- ARR / license revenue criteria:
  - 100% of new license revenue in the past 6 months must be from MACH-based product(s) only (excludes additional CPUs/capacity from existing customers)
  - A minimum of 70% of total ARR in the past 6 months must be from MACH-based product(s)
  
- Non-MACH products cannot be marketed, specifically:
  - No public customer references from non-MACH products
  - No case studies or anything from non-MACH products
  - The features listed on their website, feature guides, etc must all be from MACH products
  
- Last analyst evaluation from Gartner or Forrester must have been of MACH product(s) only
  
- Documentation and other technical collateral in support of existing legacy non-MACH products may still be there but nothing in terms of thought leadership on the non-MACH product. The non-MACH product may still of course be supported
  
- No feature releases of non-MACH product. Only bug/security releases of non-MACH product are allowed