

The Rackmount.IT Deal Registration Program is designed to provide enhanced profitability opportunities for eligible Rackmount.IT participants who actively identify, develop and close sales opportunities. This program rewards participants with financial incentives and protection for pre and post sales and support investments associated with securing new sales opportunities and retaining current customers.

PARTICIPANT ELIGIBILITY

- The Rackmount.IT Deal Registration Program is only available to Distributors, Resellers and Vendors, authorized by Rackmount.IT.
- Participants in the Deal Registration Program are required to sign the Deal Registration Partner Agreement before they can participate in the program.
- Participant has committed and maintains sufficient resources to properly manage the opportunity.

DETAILS AND CRITERIA

Payout benefit	Available on Reseller and End Customer opportunities
Products	All Rackmount.IT SKUs excluding “End of Life” SKUs
Participant qualifications	Open to the first Partner to submit a deal registration request and able to confirm active engagement with the end customer.
Incentive details	<p>Minimum requirement</p> <ul style="list-style-type: none"> • Deal must meet the requirement of a minimum of 100 units <p>Payout details</p> <ul style="list-style-type: none"> • € 1.25 per rack mount kit for 100-500 units • € 1.00 per rack mount kit for 500+ units

POLICIES AND PROCESS

- All Deal Registrations must be submitted via www.rackmount.it/partners/deal-registration. Before registering a deal, the Partner must have made pre sales efforts related to the deal. Examples includes meeting with the decision makers, qualifying the opportunity, quantifying the project/budget with Rackmount.IT products, or helping the prospect to define the project requirements to include Rackmount.IT products.
- Upon receipt and review of the request, a Rackmount.IT sales representative will contact you to discuss the following:
 - » Deal specifics and clarification as needed
 - » Confirmation of end customer pre sales engagement
 - » Approval or denial status and/or next steps
- Upon Approval
 - » Reseller or Referral Program participant will receive a deal registration approval email within two business days.
 - » Deal Registration is valid for 90 days from the approval date.
 - An extension request of up to 60 days can be requested as long as the opportunity is still active. To receive an extension, please submit your request in writing prior to the end of the 90 days from approval date. The extension request should be submitted to the Rackmount.IT sales representative or email partners@rackmount.it.
- If the Partner holding the Deal Registration has become unresponsive, is deemed to not be actively working the opportunity, and/or is not progressing the sale of Rackmount.IT solutions, the Deal Registration may be revoked at Rackmount.IT's discretion.

To learn more about the Rackmount.IT Deal Registration Program,
please contact us at partners@rackmount.it