



The LocknCharge Deal Registration Program is available to all LocknCharge Authorized Resellers in North America. The purpose of the Program is to protect and reward Resellers for sourcing and closing new LocknCharge sales opportunities. All qualified Resellers participating in the Program must understand and adhere to the Program Guidelines. The Program terms and conditions outlined in this document are subject to modification or termination by LocknCharge at any time and without notice. By submitting a deal registration, the reseller agrees to let LocknCharge have conversations with the organization seeking to purchase LocknCharge products to further qualify and sell the opportunity.

### **Benefits of Deal Registration**

- Establishes a co-selling relationship between the Reseller and LocknCharge.
- Enhances the profitability of the Reseller.
- Provides a selling advantage to Reseller to win the business.
- Earn a protected margin on qualified deals, for 90 days.
- Additional margin dollars are available, contact your LocknCharge Channel Manager for details.

### **Program Overview**

Resellers that register eligible opportunities will receive a protected margin

(as outlined below) on unit cost if the deal is closed within program requirements. Protected margins include:

- 17% off all standard products.
- 15% for connected products (Smart Locker Systems), and all product accessories.
  - Minimum of 2 Towers per customer to be eligible for Deal Registration.

At each Reseller's discretion, the margin may be extended as a whole or in part to the end-customer to help close the deal or can be captured as additional margin. LocknCharge has authorized distributors to extend the additional margin to qualifying Resellers (off-invoice) when providing quotes and processing orders for approved registered deals.

### **Opportunity Eligibility Requirements**

- Reseller must be LocknCharge Authorized reseller to qualify for the program.
- Registered opportunities must identify the specific sales opportunity within the institution or organization, including the department that will deploy the LocknCharge solution and provide the contact information of the decision maker at the institution.
- Opportunities must be registered at least five (5) business days prior to the deal closing.
- The opportunity must be net new to the LocknCharge sales pipeline.
- RFQ & RFP's may qualify for Deal Registration if the opportunity was initiated and driven by the reseller.

### **Program Administration**

- Resellers must register eligible sales opportunities via the LocknCharge Deal Registration Form



found at <https://www.lockncharge.com/partner-register-a-deal>

- The Program Administrator will review and respond to deal registration submissions within two (2) business days.
- If a deal registration is approved, Reseller will receive a quote within 2 business days that will include the protected margin applied to each individual line item from at least one of our distributors.
- Once the deal closes, Resellers must place an order with distributor to receive the off-invoice deal registration margin.
- Resellers must include the LocknCharge Deal Registration number on their purchase order.
- LocknCharge reserves the right to revoke an approved deal registration if it's deemed that LnC is not being positioned as the leading solution in the respective opportunity

Current program effective December 2025 and supersedes all previous programs. This program is subject to change at any time, without notification, at the sole discretion of Lockncharge.