

# LocknCharge Deal Registration Program

## Europe

**The LocknCharge Deal Registration program is available to Diamond+, Diamond and Gold LocknCharge authorised resellers in Europe. The purpose of the program is to protect and reward resellers for sourcing and closing new LocknCharge sales opportunities.**

### Benefits of Deal Registration

- Establishes a collaborative selling relationship between you and LocknCharge.
- Earn up to 5% protected discount on qualified deals (dependant on your partner level)
- Provides a selling advantage for you to win the business. LocknCharge will refer the end user to purchase from the registered reseller if and when the end user contacts LocknCharge with where to buy questions
- Ongoing referrals – LocknCharge will refer returning customers to reseller who they purchased from in the past if the customer experience was to the standards that LocknCharge expect. This will benefit the reseller financially, but also help build a working relationship with the end user.

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.

### Program overview

Resellers can leverage their sales teams to register eligible LocknCharge sales opportunities through the LocknCharge Deal Registration program. Eligible LocknCharge sales opportunities are defined as deals that are:

- 1) not currently registered in the LocknCharge deal registration system;
- 2) net new to the LocknCharge sales pipeline; and
- 3) have an incubation period of at least five business days.

Resellers that register eligible opportunities in accordance with the guidelines are eligible to receive up to 5% discount off reseller unit cost if the deal is closed within program requirements. At each reseller's discretion, the discount may be given in whole or in part to the customer to help close the deal, or can be captured as additional margin.

### Opportunity eligibility requirements

- Resellers must be LocknCharge Diamond+ or Diamond authorised to qualify for the Program.
- Registered deals must include the specific sales opportunity within the customer's organisation, including the department that will deploy the LocknCharge solution and the contact information of the decision-maker in the organisation.
- Opportunities need to be at least £4000/ 4,500 euros RRP value. (exception - FUYL Towers must be 2 or more units to qualify).

# LocknCharge Deal Registration Program

- Opportunities must be registered at least five (5) business days prior to the deal closing.
- Deals identified by LocknCharge and extended to resellers for fulfillment are not eligible for the program.
- The opportunity must be new to the LocknCharge sales pipeline. The first to register the deal gets priority referral. It is the reseller's responsibility to win the opportunity.

#### **Program administration**

- Resellers must register eligible sales opportunities via the LocknCharge deal registration form found at [www.partners.lockncharge.com/eu](http://www.partners.lockncharge.com/eu).
- The Program Administrator will review and respond to deal registration submissions within two business days.
- The Program Administrator will review and approve or deny registration submissions using the following criteria within the eligibility requirements.
- If a deal registration is approved, reseller will receive a quote within 2 business days that will include the program discount applied to each individual line.
- Once the deal closes, resellers must place the order with distributor to receive the deal registration discount.
- Orders must be placed on a single order and cannot be combined across multiple orders.
- Resellers must include the LocknCharge deal registration on their purchase order.

#### **Extension request**

A registration is active for 90 days from date of approval. If the registration is approaching the expiration date, the approved reseller may request an extension.

- To request an extension, reseller must submit an updated deal registration form with the new requested expiration date and justification indicating why the deal will close within the new time frame.
- Extension requests must be submitted to the Program Administrator via email or phone at least one day prior to expiration of the initial registration
- Extension requests will be approved or denied at the discretion of LocknCharge.
- No opportunity can be extended more than three times.

#### **Reasons that a registration is rejection**

- Does not meet the opportunity edibility requirements.
- The opportunity is already in the LocknCharge sales pipeline and therefore not new to LocknCharge at the time of registration.
- The opportunity is below the minimum deal size requirement.
- Another partner has already registered the opportunity

# LocknCharge Deal Registration Program

**Reasons for cancelling the deal registration discount include, but are not limited to, the following:**

- The products on the sales order do not match the products on the deal registration.
- The products on the order do not meet the minimum deal size requirement.
- The LocknCharge deal registration number has already been claimed on another deal registration.
- The order date is within five (5) business days.

Current program effective 1st February 2023 and supersedes all previous programs.

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[www.partners.lockncharge.com/eu](http://www.partners.lockncharge.com/eu)

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