

Deal Registration Program Guidelines

The Netop Deal Registration Program (“Program”) is available to all authorized Netop Resellers (“Resellers”) in North America. The purpose of the Program is to protect Resellers for sourcing and closing new Netop Sales opportunities.

Opportunity Qualifications

- Must be a new sales opportunity not currently being worked by Netop, any of Netop’s partners or Distributors’ partners. Minimum deal size is larger than 1 class kit for Vision and 50 users or more for Vision ME.
- Customer must be new to Netop or a new division/department/branch/subsidiary of an existing customer.
- Each registration must be for a specific customer deployment. Large customers with different divisions of departments may be considered different opportunities if there is a different decision maker/evaluation process.

What Cannot Be Registered

- Customer must be new to Netop or a new division/department/branch/subsidiary of an existing customer.
- Existing deployments sold by another reseller who is actively engaged with the customer.
- Blanket customer lists with no specific opportunity identified.
- Maintenance sales and renewals, Netop services and training.

Registration Process

- Reseller must be partnered with one of Netop’s authorized Distributors
- Resellers must register eligible sales opportunities via the [Netop Deal Registration Form](#)

Notification

- All registrations will be reviewed and approved on a first come, first served basis.
- All registrations will be verified by Netop’s database to determine the validity of the request.
- Netop will notify the Distributor and the Distributor’s partner within two business days, via email, if the deal is approved or denied.
- If a request is denied, Netop will provide a clear explanation to the registering partner as to why the request was denied, and will update the Distributor via a timely report. Note that Netop will not disclose the identity of any competing resellers(s) involved in the opportunity.

Timeframe

- Reseller will be given 90 days from the date of registration to close the opportunity and win the business.
- After 90 days, the deal registration is no longer valid; however, the reseller is still free to pursue the opportunity.
 - » Resellers can request an additional 90 day extension to the original registration if reseller is able to demonstrate quantifiable progress in closing the opportunity and if Netop can validate the stated activity. Requests for extension must be made within 3 business days of the registration deadline.
 - » Extension requests may be made in writing to dealreg@dstewart.com.

Guarantee and Disclaimer

- The approval of a registration does not guarantee or preclude any other reseller from pursuing the identified customer and opportunity.
- Netop will operate in good faith to minimize channel conflict and will not disclose registered customer opportunities.