

Deal Registration Program Guidelines

The Microsoft Surface Deal Registration Program is available to all authorized Microsoft Surface Resellers in the United States to the educational channel. The purpose of this program is to protect and reward Resellers for sourcing and closing Microsoft Surface sales opportunities.

Benefits of Deal Registration

- Establishes a co-selling relationship between the Reseller and Microsoft
- Enhances the profitability of the Reseller
- Provides a selling advantage to Reseller to win the business

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 change or modification or termination by Microsoft at any time.

Program Overview

Microsoft strives to build long-term relationships with our reseller partners and the educational channel they service. Our goal is to ensure a beneficial relationship for all parties involved. Resellers can leverage opportunities for quantities of 50 units or more.

Opportunity Eligibility Requirements

- Resellers must be Microsoft Surface Authorized
- Registered opportunities are limited to the education market only and must identify the specific sales opportunity including the school or department responsible for deploying the computers and provide contact information at the institution.
- Deal registration must not be currently registered in the Microsoft Surface Deal Registration system
- Lar/Var Resellers: minimum of 50 Microsoft Surface units is required to Deal Register. Multiple configurations to attain the 50 unit total are allowed, but must be to one shipping location on one shipment. Opportunity term and close date must be clearly noted. A separate Deal Registration can be done for multiple shipments but each order/shipment must meet the minimum requirements.

- Retail/Bookstores: 50 Microsoft Surface units is required over the course of the Deal Registration period. Multiple configurations to attain the 50 unit total are allowed, but must be to one shipping location on one shipment. Opportunity term and close date must be clearly noted. A separate Deal Registration can be done for multiple shipments but each order/shipment must meet the minimum requirements.
- Accessories or additional warranties do not qualify for 50 unit minimum

Program Administration

- Resellers must register eligible sales opportunities via the Microsoft Surface Deal Registration form
- Up to three resellers can register for an opportunity within the one month period from the issuance date (if no long-term registration in place)
- Resellers submitting a Deal Registration will receive a registration (case) number and will be advised of its acceptance or denial within 48 hours (2 business days)
- If approved, Resellers will be eligible for special pricing for that specific opportunity for the listed items on the registration
- Only the reseller with a valid approved registration number is eligible for the special pricing