Deal Registration Program Guidelines

The LocknCharge Deal Registration Program ("Program") is available to all LocknCharge Authorized Resellers ("Resellers") in North America. 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 co-selling relationship between the Reseller and LocknCharge
- Enhances the profitability of the Reseller
- Provides a selling advantage to Reseller to win the business
- Earns 12% protected discount on deals consisting of a minimum of either 5 carts, 5 FUYL Cells, 2 FUYL Towers, or 10 charging stations (or an equivalent combination)

Opportunity Eligibility Requirements

- Reseller must be LocknCharge Authorized 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 need to consist of a minimum of either 5 carts, 5 FUYL Cells, 2 FUYL Towers, or 10 charging stations (or an equivalent combination).
- 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.
- Deals identified by LocknCharge and extended to Resellers for fulfillment are not eligible for the Program.
- RFQ & RFPs may qualify for Deal Registration if the opportunity was initiated and driven by the Reseller.

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.
3. Have an incubation period of at least five business days

Resellers that register eligible opportunities in accordance with the Program Guidelines are eligible to receive an 12% discount off Reseller unit cost if the deal is closed within program requirements. At each Reseller’s discretion, the discount may be extended in whole or in part to the end-customer to help close the deal, or can be captured as additional margin. LocknCharge has authorized The Douglas Stewart Company to extend the additional discount to qualifying Resellers (off-invoice) when providing quotes and processing orders for approved registered deals.

LocknCharge reserves the right to negotiate directly with the end user on any opportunity with an expected purchase order by the end user that will be over $100,000 in LocknCharge products. If LocknCharge sets the price a margin will be worked out with distribution and the reseller as a part of the large order.

Program Administration

- Resellers must register eligible sales opportunities via the LocknCharge Deal Registration Form.
- The Program Administrator will review and respond to deal registration submissions within two (2) 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 item from The Douglas Stewart Company.
- Once the Reseller receives a PO from their customer, the next step is to place the order with The Douglas Stewart Company to receive the deal registration discount upon billing.
- Orders must be placed on a single order and cannot be combined across multiple orders.
- Resellers must include the LocknCharge Deal Registration number on their purchase order.