

Deal Registration Program Guidelines

The ScreenBeam Deal Registration Program (“Program”) is available to all ScreenBeam Authorized Resellers (“Resellers”) in North America and Canada. The purpose of the Program is to reward Resellers for sourcing and closing new ScreenBeam sales opportunities.

Benefits of Deal Registration

- Establishes a co-selling relationship between the Reseller and ScreenBeam
- Enhances the profitability of the Reseller
- Provides a selling advantage to Reseller to win the business
- Earn an additional 5% discount on orders of less than 50 units, and 10% on orders of 50 or more

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 Actiontec at any time.

Program Overview

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

1. Not currently registered in the ScreenBeam Deal Registration system
2. Net new to the ScreenBeam 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 a discount up to 10% off SRP 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. ScreenBeam 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.

Opportunity Eligibility Requirements

- Registered opportunities must identify the specific sales opportunity within the institution or organization, including the department that will deploy the ScreenBeam 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 ScreenBeam sales pipeline.
- Deals identified by Actiontec 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 Administration

- To be eligible, Resellers must apply to ScreenBeam’s [Partner Program](#) and register eligible sales opportunities through the ScreenBeam Partner Portal.
- 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 ScreenBeam Deal Registration number on their purchase order.