

Deal Registration Program Guidelines

Program Overview

The BoardShare Deal Registration Program (“Program”) is an incentive program designed to provide protection incentives for partners (Resellers) who proactively identify, develop, and close new business opportunities.

- The program encourages partners to invest in developing new opportunities with the understanding that their efforts will be rewarded and protected.
- The neutral registration process is designed to protect the partner who is first to develop an opportunity and has proven engagement with the end customer.

Program Benefits

- Profitability
- Protection—Only authorized partner for the deal you have registered
- Value Engagement

Price Protection & Margin Values

Upon approval of the deal registration, the Partner who registered the deal first will be awarded sole authorization for the deal for a period of 90 days. BoardShare will provide a letter of authorization for the end customer on behalf of the approved partner. Partners may request an extension as long as it can be proven that the partner is actively involved with the sale.

We will accept multiple shipping dates, but shipping cannot exceed more than 180 days from the date of order placed.

*To register a deal, the sale must be of a minimum of \$3,400.

Who’s Eligible?

Only authorized BoardShare Resellers are eligible.

How Does It Work?

Partners who are the first to identify and register an opportunity of a certain size and product category will be awarded exclusive rights to the registered deal. Partners register opportunities through the [Deal Registration Program Registration Form](#). Upon approval, partner may provide end-customer with official letter stating they are the only authorized partner for that particular deal.

Program Objective

- Generate Incremental Business
- Rewards Partners for Identifying Incremental Business
- Increase Partner Profitability
- Leverage Channel Value Model
- Take Share and Drive Growth in Targeted Strategic Application Areas

Program Requirements

- Partner must be registered and approved by BoardShare as an authorized reseller, including complying with the BoardShare Sales Agreement.
- The opportunity is incremental to the BoardShare forecast and no other partner has registered the opportunity.
- The opportunity is on an end customer basis.
- Prior to registration, a partner must qualify the opportunity, engage decision maker(s), quantify budget, define requirements, and provide project background and scope.
- Minimum revenue thresholds or eligible SKUs must be met for registration type.
- Leads identified by BoardShare do not qualify for deal registration.

Registration Process

1. Detect an opportunity.
2. Complete and submit online deal registration application. Once submitted, your registration is routed to the BoardShare Sales Team Manager. Partner should receive notification on the project approval or rejection within 24 hours.
3. The Sales Manager will collaborate with the respective sales team to validate all the information provided and determine first level approval on registration.
4. The Sales Manager will communicate registration status to partner via registration portal.

Partner may be required to provide additional information. Delay in providing information will result in delay of validation. ORP will remain pending or may result in the denial of the registration.

Deal Registration Program Guidelines

Terms and Conditions

The following terms and conditions apply to partners participating in the Opportunity Registration Program:

1. Partner must submit all registration information required by the online ORP application.
2. Partner must meet all specified qualification criteria to register an opportunity.
3. Partner must be in good standing with BoardShare and any BoardShare programs.
4. By submitting an application, the partner certifies that:
 - a. The customer identified is a valid end-customer.
 - b. All presales milestones identified with the end-customer in the application have actually been performed by partner.
 - c. The partner will be leading with BoardShare and has not and will not register the same opportunity with a competing vendor.
5. BoardShare will determine at its sole discretion whether any opportunity meets the stated criteria for approval.
6. Partners are prohibited from registering projects on behalf of other programmed and non-programmed partners.
7. Partner certifies that the amount purchased from BoardShare or Distributor will not exceed that purchased by the end-customer for the specific registered opportunity.
8. Partner agrees to an audit of end-customer purchase orders upon request from BoardShare; BoardShare may contact the end-customer specified in the application at its discretion.
9. The opportunity submitted must meet or exceed the minimum published net revenue for the qualifying opportunity.
10. Partner must document evidence of value-added services on online application to qualify. Registration is specific to a unique project.
11. Partner will actively assist with closing the opportunity. The partner is expected to continue working the end-customer through the closure of the opportunity, even after the opportunity is registered and approved. Failure to meet continuing milestones will result in forfeiture of the opportunity registration benefit.
12. The opportunity is date-stamped with the approval date, and will be valid for a maximum of 90 days or the time duration specified in the ORP (if shorter). If the registration expires and the partner has transacted no business, the partner will need to re-register the same project. BoardShare has the right to approve/deny the re-registration.
13. If a partner does configuration and/or writes specifications for an end-customer and notified BoardShare prior to the bid coming out, that partner will get ORP. This must be confirmed by the BoardShare Sales Manager.
14. If a bid comes out that is already specified BoardShare, no partner shall be granted the deal registration.
15. If a bid comes out that is specified competition of BoardShare or unspecified, first partner to register the deal wins the deal.
16. Partners that violate program rules will be ineligible to register future opportunities, and will forfeit any pending registered opportunities. BoardShare reserves the right to recover fees from fraudulent registrations and to expel the partner from the BoardShare Channel Partner Program
17. Program subject to change without prior notice.
18. BoardShare has the right to cancel this program at any time.
19. Terms are effective as of revision date (Feb 23, 2018), and cannot be applied to registrations received prior to this date.

NOTWITHSTANDING ANYTHING IN THIS AGREEMENT TO THE CONTRARY, IN NO EVENT SHALL APC, ITS OFFICERS, DIRECTORS, AFFILIATES OR EMPLOYEES BE LIABLE FOR ANY FORM OF DIRECT, INDIRECT, SPECIAL, CONSEQUENTIAL OR PUNITIVE DAMAGES, WHETHER SUCH DAMAGES ARISE IN CONTRACT OR TORT, IRRESPECTIVE OF FAULT, NEGLIGENCE OR STRICT LIABILITY OR WHETHER APC HAS BEEN ADVISED IN ADVANCE OF THE POSSIBLY OF SUCH DAMAGES.