The Parallels Deal Registration Program ("Program") is available to all Parallels Authorized Resellers ("Resellers") in North America. The purpose of the Program is to protect and reward Resellers for sourcing and closing new Parallels sales opportunities.

**Benefits of Deal Registration**
- Establishes a co-selling relationship between the Reseller and Parallels
- Enhances the profitability of the Reseller
- Provides a selling advantage to Reseller to win the business
- Earns additional margin on deals consisting of a minimum of either:
  - Parallels Desktop for Business: academic and commercial – 25+ units
  - Parallels Mac Management – 100+ units
- 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 Parallels at any time.

**Opportunity Eligibility Requirements**
- Reseller must be Parallels Authorized to qualify for the Program.
- Opportunities must consist of either 25+ units of Parallels Desktop for Business (academic and commercial) or 100+ units of Parallels Mac Management.
- The opportunity must be net new to the Parallels sales pipeline.
- Deals identified by Parallels 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 Parallels sales opportunities through the Parallels Deal Registration Program. Eligible Parallels sales opportunities are defined as deals that are:

1. New opportunities – no renewals or add-ons
2. Partner generated opportunities

Resellers that register eligible opportunities in accordance with the Program Guidelines are eligible to receive an 15% discount off MSRP 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. Parallels 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.