

## Deal Registration Program Guidelines

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

### Benefits of Deal Registration

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

Earn a protected discount on any Intuos Pro, Cintiq, or Wacom MobileStudio Pro opportunity consisting of at least 5 units.

Discounted partner cost of registered opportunities are as followed (per unit):

- |                  |                   |                    |
|------------------|-------------------|--------------------|
| • PTH451 – \$15  | • DTK1300 – \$35  | • DTHW1320L – \$30 |
| • PTH660 – \$20  | • DTH1320 – \$45  | • DTHW1320M – \$35 |
| • PTH660P – \$25 | • DTH1620 – \$65  | • DTHW1320H – \$40 |
| • PTH860 – \$30  | • DTK2200 – \$75  | • DTHW1620M – \$40 |
| • PTH860P – \$35 | • DTH2200 – \$90  | • DTHW1620H – \$50 |
|                  | • DTK2700 – \$80  |                    |
|                  | • DTH2700 – \$100 |                    |

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 Wacom at any time.

### Program Overview

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

1. Not currently registered in the Wacom Deal Registration system.
2. Net new to the Wacom 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 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. Wacom reserves the right to deny a registration and/or approve more than one for the same opportunity.

### Opportunity Eligibility Requirements

- Reseller must be Wacom 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 Wacom solution and provide the contact information of the decision maker at the institution.
- Earn a protected discount on any Cintiq or Wacom MobileStudio Pro opportunity consisting of at least 5 units.
- Opportunities must be registered at least five (5) business days prior to the deal closing.
- The opportunity must be net new to the Wacom sales pipeline.
- An entire customer or institution cannot be registered. Deal registration will be awarded for specific opportunities.
- RFQ & RFPs may qualify for Deal Registration if the opportunity was initiated and driven by the Reseller.

### Program Administration

- Resellers must register eligible sales opportunities via <http://www.wacompartners.com>.
- The Program Administrator will review and respond to deal registration submissions within 24 hours as to whether or not the opportunity has been approved or rejected.
- A deal registration will remain valid for three months. After three months resellers must reregister the opportunity and be approved in order to receive the deal registration discount.