



DEAL REGISTRATION

Deal Registration is there to protect partners who promote Swivel Secures AuthControl Sentry® to their customers. A valid deal registration entitles the reseller partner to their full partner discount. Please read the requirements below.

Requirements

- Deal registration must be for a specific opportunity for an end-user customer. It is not possible to register a deal for the end-user customer as an entity. If more than one opportunity exists for an end user a deal registration must be in place for each one.
- Deal registration needs to be Approved by Swivel Secure before pricing can be issued.
- To ensure the deal reg is approved it will need to comprehensively demonstrate the customer's requirements.
- The activity by the reseller partner and the project timelines will need to be outlined prior to approval.

What happens next?

- Once the deal registration form has been completed, it needs to be submitted via the Swivel Secure partner portal on the Swivel Secure Website.
- Authorisation will then be sent by email.
- Deal registration once approved is valid for 90 days. It is possible to extend the deal reg after 90 days providing the reseller partner has developed the opportunity and provided regular updates.
- Please note that forms submitted with less than adequate information will be rejected.

Terms and conditions

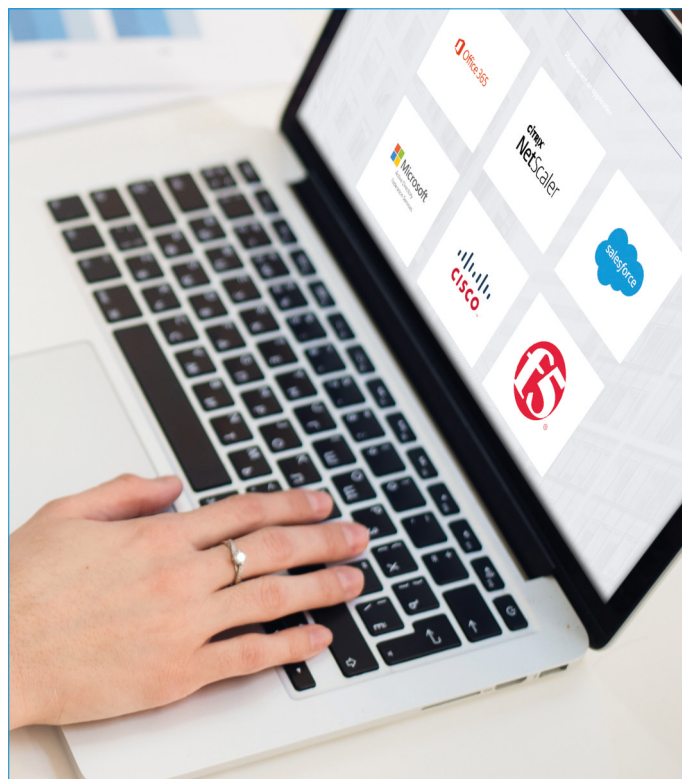
- All partners quoting new business will need to complete the deal reg form for approval.
- Partners quoting for additional users of over 100 users will need to complete the deal registration form for approval.
- An incumbent partner gets automatic deal reg for maintenance support renewals and additional users requirements for 100 users or less.

Terms and conditions continued

- Swivel Secure will not accept an order with the reseller partners full discount applied where a deal reg is not in place.
- Deal registration may not be applicable in certain circumstances. An example of this will be where an End User posts a tender on a public portal and multiple partners can apply. Where no previous deal registration has been agreed all reseller partners who wish to respond to the tender promoting AuthControl Sentry® will get access to their full discount.
- If an end user customer wants to deal with a reseller partner who does not own the deal registration, the end user can apply in writing (by email) to get the deal registration transferred. The terms of the deal registration will be dependent on the reseller partner status, the same discount terms may not be automatically transferred.

Partner discounts where deal registration is in place

For quotations where no deal registration is in place the reseller partner will receive 10% discount across all products and part numbers.



	Partnership level			
	Platinum partnership	Gold partnership	Silver partnership	Non-accredited
Licence	40% discount	30% discount	25% discount	15% discount
Software maintenance support	40% discount	30% discount	10% discount	10% discount
Appliance	20% discount	20% discount	20% discount	15% discount
Tokens	25% discount	20% discount	20% discount	15% discount
Professional services	20% discount	20% discount	10% discount	10% discount

Questions?

The partner level discounts are correct at the time of publication. Both the discounts and terms have been created to be as fair and as transparent as possible. However, if you have any questions, please do not hesitate to contact us.