



# Deal Registration Program

JASK is pleased to provide a Deal Registration program to our authorized JASK partners. The purpose of the program is to offer additional product discounts to those partners who are presenting incremental opportunities to JASK and have demonstrated sales and technical expertise with JASK solutions.

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| Definition                     | Deal Registration is defined as a valid sales opportunity that meets the JASK program criteria and is a qualified sales opportunity. Any deal, regardless of origin (partner or JASK), can qualify. Opportunities are defined as projects not customers. |
| Qualification                  | Each deal registration request must be approved by JASK’s sales organization which could include a call or in person meeting with the end-user at the discretion of the JASK sales team.   |
| Partners                       | Platinum and Gold partner levels qualify to participate, predicated on the partner being in good standing with JASK.   |
| Value Add                      | Partner must demonstrate clear value add to the end-user. This could include but is not limited to the ability to provide a demonstration, pre-sales support, installation, post-sales support, etc.   |
| Discount                       | Discounts will differ based on Solution Provider’s partner level – see partner discount schedule for specifics. Discount will be provided at the time of order.  |
| Products                       | All JASK products qualify, including renewals  |
| Length of Deal Registration    | 90 days from date of registration receipt at JASK; Deal registration is valid for the opportunity when it is split into multiple orders over the initial 90-day period. This assumes any follow-on orders are for the same project.                      |
| Deal Registration Extension    | After 90 days from date of registration, the registration expires. The Solution Provider may request an extension for the opportunity, based on the same qualification criteria. A deal can be registered for a total of 365 days. (3 extensions)        |
| Rescinding a Deal Registration | JASK reserves the right to rescind a deal registration due to lack of activity for 30 days.  |
| Timing                         | Deal must be registered at least 7 days prior to receipt of purchase order at JASK.  |
| Competitive Products           | It is understood that leads brought to the partner by JASK will be the sole solution that partner requesting deal registration will offer to the end-user.   |
| “First Come, First Served”     | The Solution Provider that communicates the opportunity details and indicates registration first with the Account Executive, will receive deal registration approval, assuming the deal qualifies.   |
| Geography Covered              | National   |
| Program Change                 | JASK reserves the right to change or terminate the deal registration program at any time. The current program will always be posted on our partner center and supersedes deal registration program language contained in the partner contract.           |

## How to Take Advantage of the JASK Deal Registration Program

- Please complete the Deal Registration Request Web Form at <https://secure.jask.ai/deal-reg> .



- The JASK Sales Director, and Channel Team, will review the request to ensure it is not already registered to another partner (This may involve a meeting with the end-user at the discretion of the Sales Director.)
- The JASK Sales Director will approve/deny the deal registration request. (JASK is committed to providing a response to partners within 72 business hours in most cases.)
- If the deal registration request is approved, it will be good for 90 days from date of request. After 90 days, the request may be extended for an additional 90 days, up to a total of three extensions for a total of 365 days.
- When the partner places an order with JASK for an approved deal registration, the partner needs to note the key deal registration information on their purchase order.

## Frequently Asked Questions

Q. Is this program in the form of additional discount?

A. Yes, discount is offered at the time an order is placed with JASK. The partner must remember to note that the additional discount is for deal registration on the purchase order.

Q. What determines the additional discount a partner receives?

A. Gold and Platinum levels can participate in the program.

Q. What products qualify?

A. All JASK products are included.

Q. How long is a deal registration request good for?

A. The initial deal registration request is valid for 90 days from date of registration request. The registration can be extended after the initial 90-day period.

Q. What criteria does JASK use to approve or deny a deal registration request?

A. JASK's Sales Director will qualify the opportunity (time frame, budget, decision makers, deal size etc.) and that the partner has the proper sales and technical skills to offer significant value add to the end-user. The AE will also make certain that the opportunity is not currently registered to another partner.

Q. Can partners register RFPs?

A. This is determined on a case-by-case basis, based on the partner's ability to assist in answering the RFP. JASK will evaluate which partners have provided key value during the RFP process and value this more highly than a partner simply wanting to register an RFP that they had no other involvement in. Typically, RFPs need to be registered prior to public announcement.

Q. Can partners register leads provided by JASK?

A. Yes! However, JASK requires that the partner does not represent a competitive solution in the opportunity being registered.