

Deal Registration Form must be completed, and submitted to the designated CyberCyte representative before any resulting sale can be considered eligible for any additional margin compensation. Please fill out in entirety and submit to the regional channel or sales director

Date Submitted _____

Submitted by _____.

Partner Contact:

Name of the sales rep. _____ Title _____

Telephone _____ Fax _____ Email _____

End User / Opportunity Company

Name _____

Division _____

Address _____

City _____

Country _____ PostalCode/Zip _____

Commercial Contact Name _____

Title _____

Telephone _____ Mobile/Cell _____

Email _____

Technical Contact Name _____

Title _____

Telephone _____ Mobile/Cell _____

Email _____

BUSINESS INFORMATION

Description of the current opportunity:

Next Step/Action Required:

Technical information:

Total Users _____

Estimated growth in 3 years _____

Number Geographic locations _____

Estimated growth in 3 years _____

Existing Solutions

Deal information:

Estimated Purchase Date _____

New Data Protection Laws mean we have to obtain confirmation from our Partners that we have permission to hold the prospect data submitted with this form. By submitting this form, you confirm you have obtained consent from the named contact that this deal registration is related to, that you may share their contact information with CyberCyte to hold and process for the purpose of progressing this deal/opportunity.

CyberCyte will endeavour to provide feedback and accept registration within 48 hours.

Deal Registration - Rules and Guidelines

Deal registrations are only accepted if full customer details and access is provided.

Deal registration will be awarded in good faith at the discretion of CyberCyte within 48 hours of completed request.

Upon deal registration CyberCyte will have full and unfiltered access to end user.

RFIs, Tender are excluded from deal registration – unless Partner & CyberCyte are directly engaged before tender is issued. Approval from CyberCyte required.

Deal Registration is only available for the first partner who registers the opportunity

End user accounts are not registered, only the specific opportunities within them.

Expected close dates should be 30 – 180 days.

Deal Registration will not be granted if partner has been an working an active opportunity and registering / allowing access at final stage.

Deal registration is valid for 90 days and renewable for an additional 90 upon validation of effort, continued joint support and at the discretion of CyberCyte.

Deal Registration - Rules and Guidelines - Continued

When a Special Bid Deal Registration discount has been agreed another Partner requests a quote for the same opportunity, you will be informed and the second partner will only receive the standard discount as per their partner agreement from the standard RRP.

You will be contacted via email within 48 hours once the verification has successfully been actioned and told if your Deal Registration has been accepted or not. If it has not, a reason will be given at this stage.

Your Deal Registration discount will then be applied to calculate your buy price. Partner Eligibility Good Standing To be eligible for Deal Registration, partners must be either an active Silver or Gold Partner in good standing at time of registration and at time of deal closure.

Partner must share end-user pricing proposal with CyberCyte at beginning of sales process and keep them updated on any new offers.

You will be given 30, 15 and 1 days' notice of the Deal Registration expiration

You will be contacted 1 working day after the Deal Registration expires to ask if you require any further action to be taken from CyberCyte

CyberCyte retains the right to decline a deal registration at any time.

