

Deal Registration Program

June 18, 2018

partnercircle@quest.com

Deal Registration Philosophy/Rules of Engagement

- 1) Deal Registration is a vehicle for granting incremental margin to enable the partner, who found the deal, to win the deal with the best price.
- 2) Deal Registration is encouraged to ensure deals are recognized, but Registration is not required to place an order.
- 3) A partner with an approved Deal Registration should be awarded a discount at least equal to if not better than any other partner at any Level.
- 4) A partner holding the approved Deal Registration will be the partner of choice for Quest or One Identity to participate with in the sales engagement.
- 5) Quest or One Identity Sales teams will potentially be involved in assisting the partner's in closing the opportunity.

Process & Policies

- 1) Once partner submits a Deal Registration, Deal Registration team will perform initial review to ensure that opportunity has not been Deal Registered previously by another partner or is not already forecasted by Quest or One Identity prior to approval.
- 2) Deal Registration team will check to make sure any Deal Registration thresholds or product exclusions are met.
- 3) Partners will receive notification as to Deal Registration status upon approval or rejection.
- 4) Only authorized partners Partner Circle in good standing can submit Deal Registrations.
- 5) Only one Registration can be accepted for an opportunity.
- 6) Deal Registration benefits are only available on new software licenses. Maintenance, Services and Support Renewals are not eligible.
- 7) The Deal Registration benefit amount will be calculated based on list price.
- 8) Some products may carry minimum thresholds either in dollar amount or number of users to qualify for Deal Registration. These thresholds will be built into the Deal Registration system.
- 9) Deal Registrations are valid for 120 days and eligible for an extension requiring Quest/One Identity approval. (See [Quest and One Identity Deal Registration Extension Guidelines](#) below).
- 10) Partner must have made significant pre-sales effort prior to Deal Registering the deal such as meeting with decision makers, qualifying the deal, quantifying the deal value and providing a description of the solution problem to be solved for the end user.

- 11) If deployment is necessary for successful sale, the partner must have the ability to provide deployment services or have access to approved deployment services.
- 12) Partner must have an active role in closing the sale or Registration may be revoked.
- 13) Partner must be capable to pursue deals; for example, having access to a relevant contract if a public deal, having available credit to close the deal. If not, Registration may be revoked.
- 14) If the opportunity arises as a result of a Public Tender/Open RFP, no Deal Registration will be allowed. All partners will be given the same cost, either via Quest, One Identity or via distribution.
- 15) If a Quest or One Identity team member adds a partner to a deal that was already forecasted (i.e. fulfillment) it will show up in the partner's pipeline management tool, but will not be considered an approved deal Registration.
- 16) Partners receiving Deal Registration benefits will not qualify for additional compensation through referral fees on the same transaction.
- 17) Any discount related to a Deal Registration must be taken at time of order. RMA's will not be accepted to re-issue a PO with an approved discount.
- 18) All requests are subject to review by Quest or One Identity and it is at their sole discretion to grant or deny any Registration.
- 19) Quest and One Identity reserve the right to exclude products from this Deal Registration program at their sole and exclusive discretion.
- 20) Quest/One Identity reserves the rights to modify the Quest/One Identity Partner Deal Registration Program at any time and without notice.
- 21) Standard discounts may be reduced on orders where the partner is only providing fulfillment and not contributing to the sales process or does not have an approved Deal Registration.
- 22) Partner takes full responsibility for obtaining consent or justification for the use of any information, including any personal data related to your prospect or customer, provided to Quest or OI for the purpose of obtaining a Deal Registration. Quest will protect any such data in the same manner as all sales data is protected in Quest's order management and sales systems of record.
- 23) Deal Registration mailboxes:

PartnerCircle.NAMDealReg@Quest.com
PartnerCircle.LATAMDealReg@Quest.com
PartnerCircle.EMEADealReg@Quest.com
PartnerCircle.APJDealReg@Quest.com

Quest and One Identity Deal Registration Extension Guidelines

The Quest and One Identity Deal Registration Program allows approved Deal Registrations to be extended based on the guidelines below:

- 1) All Deal Registrations that are approved are valid for 120 days regardless of Partner tier.
- 2) After the initial 120-day period, if an opportunity has progressed beyond “Stage 1 – Prospect”, opportunity will be automatically extended for another 120 days.
- 3) Subsequent extensions may be granted for additional 120-day periods but only if Opportunity Owner and Sales Management approve.
- 4) There are no limits to the number of 120-day extension that may be requested. The Sales team will determine all requests for extension in its sole discretion, taking into consideration any factors they deem relevant, including whether the opportunity is progressing and whether the partner is still actively involved.
- 5) Opportunities that remain at “Stage 1 – Prospect” after the initial 120 day period or do not have subsequent extension requests submitted by Sales will be automatically closed at the current expiration date.
- 6) Email notifications with instructions on needed actions to extend will be sent to Partners and Opportunity Owners 10 days prior to any expiration dates and serve as notice of pending opportunity closure.