

Deal Registration Guidelines

1. Opportunity Eligibility Criteria.

- The opportunity is not registered by another partner;
- Before registering a deal, the partner has made pre-sales efforts related to the deal, or has enough pre-sales knowledge of the customer to qualify the client's need
- Budget has been quantified by the end-user for the project

Each deal should correspond to a single opportunity with a single end-user company or organization. Partners may not combine opportunities or end-user accounts for any purpose.

2. Registration Process.

- Partner must submit a deal for review via the Partner Portal on OneIT's website. The first partner to submit a deal that meets all program criteria will be approved for that end-user opportunity.
- Upon receipt of a registration, OneIT will contact the Partner, usually within 24 hours, to learn more about the deal and discuss strategy/next steps.

3. Approval Period.

There is no pre-established approval period for deal closure. As long as a deal has momentum, and the partner is taking meaningful action toward deal closure, the registration will remain intact.

4. Exclusivity and Exceptions.

OneIT has no direct sales force; we are entirely channel driven. OneIT will provide the registering partner with exclusivity against other partners for the OneIT-approved opportunity, subject to the following exceptions:

- If the partner is not actively working the deal (for example, by failing to respond to the end-user or OneIT's communications);



- If the end-user requests that a different partner quote or bid on the opportunity;
- If OneIT is under a legal or contractual obligation to quote or bid on the opportunity, or if failure to quote or bid on the opportunity could subject OneIT to legal liability.

7. Miscellaneous.

Approval or rejection of a deal registration submission will be made at the sole discretion of OneIT and our ability to meet the needs of the end-user organization. If, at any stage of the Proven Process, it is determined that the deal is not a good fit for OneIT, the partner will be immediately notified and provided the reason.