

Deal Registration Guide



Deal Registration Guidelines

Inclusive of regions Americas, Europe and Asia.

BRAND	LICENSES	VALUE	INCENTIVE	MULTIPLIER
Parallels	50	\$5,000	5%	-
	250	\$25,000	5%	+5%
Corel	N/A	\$5,000	5%	-
	N/A	\$10,000	5%	+5%
WinZip	N/A	\$5,000	5%	-
	N/A	\$20,000	5%	+5%
MindManager	N/A	\$10,000	5%	-
		N/A	-	-

**The minimum criteria is based either on number of licenses or total value of the opportunity.*

Incentive: margin granted when the minimum criteria is achieved.

Multiplier: additional 5% margin when the deal registration value meets the next threshold.

Process:

1. Partner initiates deal registration and requests approval.
2. Once approved, Alludo sales will request a quote to distribution with the approved margin.

3. The quote contains the margin discount from the deal registration and distribution will provide to the reseller.

4. The deal registration is valid for 60 days after approval.

Note: If there is an active MDF campaign that drove this deal registration then the deal registration margin is not applicable.

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