



# Eaton Deal Registration Program

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## 1. PROGRAM OVERVIEW

**As a valued member of the Eaton Power Advantage Partner Program (PAP), Eaton is pleased to provide you with more information about the Eaton Deal Registration program.**

### Deal Eligibility Criteria

The Eaton Deal Registration program is available to Eaton PAP Authorized and Premium resellers. Eligible deal registration requests must include one or multiple products from the product families listed in this document and in accordance to the opportunity profile outlined:

#### EATON PRODUCT FAMILIES

Connectivity

Enclosure Power Distribution Unit

Power Quality Service

IT Racks

Software

Uninterruptable Power Supply – 1 PHASE

Uninterruptable Power Supply – 3 PHASE < 100 KVA

#### OPPORTUNITY PROFILE

##### Single Eaton Product

Minimum deal value required for Eaton product \$10,000

##### Multiple Eaton Products

No minimum deal value required

**Eaton will offer the best price for won deals.**



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Partner Program

- The first partner to submit a new deal registration request that is approved by the Eaton IT Channel Manager is the only partner entitled to close the opportunity and benefit from the deal registration discount
- All opportunities must be closed within 270 days (9 months) from the request approval date. If the opportunity is still open after the deadline, the deal protection is lost. Any partner will be able to work on the opportunity or submit a new deal registration request linked to it
- Eaton expect monthly updates from the requesting partner on the open opportunities
- Deal registration requests cannot be moved to a different Eaton IT Distributor once the request has been approved
- Eaton will do its best to avoid duplicate deal registration approvals. However, in the instance of a duplicate approval, Eaton will honor the deal registration request that was submitted first (request submission date as indicated in the Eaton PRM Advantage portal)
- If the deal is the subject of a public or private tender (request for proposal (RFP), invitation for bid (IFB), indefinite delivery indefinite quantity (IDIQ), or similar tender process) the deal registration discount will be granted to the partner winning the public bid and providing proof of the same

### Deal Registration Rejection

Eaton reserves the right to reject a deal registration request if:

- The deal registration request doesn't meet the deal eligibility criteria as stated above
- The opportunity is being pursued directly by Eaton
- The deal registration request has been submitted by another partner and already approved by the Eaton IT Channel Manager
- The deal registration request is missing mandatory information as specified in the Eaton PRM Advantage portal

### Deal Registration Process

There is a three-step process for this program: submit a request, manage the opportunity and make a claim

#### 1. Submit a Request

Deal Registration requests forms must be completed and submitted via the [Eaton PRM Advantage Program](#)

#### 2. Manage the Opportunity

If the deal registration request is approved, the opportunity should be managed by the partner until it is closed (won/lost status)

#### 3. Make a Claim

If the opportunity is won, the partner is entitled to claim the Deal Registration program discount to the Eaton IT Distributor as specified in the Deal Registration request form associated to the won opportunity

### IMPORTANT NOTE:

All qualifying requests will be funded at the discretion of the Eaton IT Distributor selected in the deal registration request form. Funding is not guaranteed and Eaton reserves the right to adjust the discount amount at any time.

### Account Information and Activity Statements

Deal Registration activity reports will detail the available opportunities, their value and status.

Upon request, account information will only be given to designated employees of the Partner and to the Eaton managers who support the account.

### Eaton Deal Registration Ownership and Program Rights Reserved

Eaton reserves the right to alter or withdraw this program at any time. However, such changes will not affect any deal registrations approved prior to such announcement.

Eaton also reserves the right to audit and verify all open opportunities and request additional documentation prior to the payment of the claim. Noncompliance with the guidelines and requirements outlined can result in loss of eligibility in the program for a period of time determined by Eaton.

In the event of a change of ownership of the partner company, Deal Registration requests will no longer be possible unless Eaton gives prior written consent and the new owner has been granted PowerAdvantage Authorized or Premium partner status.

### Contract Termination and Partner Status Demotion

Upon notice of the PowerAdvantage agreement termination and/or in case of the status demotion within the Eaton PowerAdvantage program, partners will have 90 days from the approved Deal Registration request date to close the opportunity. All deals planned after this delay will not be funded by Eaton.

**Eaton**  
EMEA Headquarters  
Route de la Longeraie 7  
1110 Morges, Switzerland  
Eaton.eu

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