



Eaton Deal Registration Program

- Program Overview
- Deal Eligibility Criteria
- Deal Registration Rejection
- Deal Registration Process

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 products R120,000

Multiple Eaton Products

R80,000

EATON DEAL REGISTRATION DISCOUNT: 5%



Powering Business Worldwide

POWER ADVANTAGE®
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 honour the deal registration request that was submitted first
- If the deal is the subject of a public or private tender (request for proposal (RFQ), invitation for bid (IFB), 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

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 PAP 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

Nigeria

Eaton International Industries Nigeria Ltd.
81 Adeniyi Jones Street
Ikeja – Lagos
Nigeria
Tel: +234 1 448 2720, +234 803 811 5050
Email: PoweradvantageITAfrica@eaton.com

South Africa

Eaton Electric (South Africa) (Pty) Ltd
Head Office
Cnr. Esander & Osborn Road, Wadeville
Private Bag X019,
Wadeville, 1422
Gauteng, South Africa
Tel: +27 (0) 11 824-7400
Fax: +27 (0) 86 681 9302
E-mail: PoweradvantageITAfrica@eaton.com

2018 Eaton
All Rights Reserved
Publication No: IB085002EN / CSSC-1556
Article: Power Advantage Partner Program,
Deal Registration Guide, EMEA
August 2018

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.

Morocco

Eaton Electric Ltd.
50-52 Bd Abdellatif Ben Kaddour 3ème
Etage, Quartier Racine
Casablanca, Morocco
Tel: +212 (0) 522 95 77 40
Fax: +212 (0) 522 95 77 41
Email: PoweradvantageITAfrica@eaton.com

Kenya

Eaton Electric Ltd. (Kenya)
2nd Floor, Liaison House,
State House Avenue
P.O. Box 48010,
Nairobi, 00100
Tel: +254 20 2719230
Fax: +254 20 2711969
Email: PoweradvantageITAfrica@eaton.com

Eaton is a registered trademark.

All other trademarks are property of their respective owners.

Follow us on social media to get the latest product and support information.

