



The LocknCharge Deal Registration Program is available to all LocknCharge Authorized Resellers in North America. The purpose of the Program is to protect and reward Resellers for sourcing and closing new LocknCharge sales opportunities. All qualified Resellers participating in the Program must understand and adhere to the Program Guidelines. The Program terms and conditions outlined in this document are subject to modification or termination by LocknCharge at any time and without notice. By submitting a deal registration, the reseller is agreeing to let LocknCharge have conversations with the organization seeking to purchase LocknCharge products to further qualify and sell the opportunity.

### **Benefits of Deal Registration**

- Establishes a co-selling relationship between the Reseller and LocknCharge.
- Enhances the profitability of the Reseller.
- Provides a selling advantage to Reseller to win the business.
- Earn a protected discount on qualified deals – additional margin dollars are available, please contact your LocknCharge channel manager for details.

### **Program Overview**

Resellers that register eligible opportunities will receive a discount (as outlined below) on unit cost if the deal is closed within program requirements. Discounts include:

- 12% discount off all standard products.
- 10% discount for connected products (FUYL Tower 5, 15 (including LocknCharge Cloud), UVOne and all product accessories).

At each Reseller's discretion, the discount may be extended in whole or in part to the end-customer to help close the deal, or can be captured as additional margin. LocknCharge has authorized distributors to extend the additional discount to qualifying Resellers (off-invoice) when providing quotes and processing orders for approved registered deals. LocknCharge reserves the right to negotiate directly with the end user on any opportunity with an expected purchase order by the end user that will be over \$100,000 in LocknCharge products. If LocknCharge sets the price, a margin will be worked out with distribution and the reseller as a part of the large order.

### **Opportunity Eligibility Requirements**

- Reseller must be LocknCharge Authorized reseller to qualify for the program.
- Registered opportunities must identify the specific sales opportunity within the institution or organization, including the department that will deploy the LocknCharge solution and provide the contact information of the decision maker at the institution.
- Opportunities need to consist of:
  - 1 - FUYL Towers,
  - 2 - UVones,
  - 5 - Carts, Revolution 32 Charging Stations or Putnam Charging Stations
  - 10 - Charging Stations or CarryOn's,
  - 50 - Baskets and above or an equivalent combination.



- No Deal Reg on Apple exclusive products.
- Opportunities must be registered at least five (5) business days prior to the deal closing.
- The opportunity must be net new to the LocknCharge sales pipeline.
- RFQ & RFP's may qualify for Deal Registration if the opportunity was initiated and driven by the reseller.

#### **Program Administration**

- Resellers must register eligible sales opportunities via the LocknCharge Deal Registration Form found at [partners.lockncharge.com](https://partners.lockncharge.com).
- The Program Administrator will review and respond to deal registration submissions within two (2) business days.
- If a deal registration is approved, Reseller will receive a quote within 2 business days that will include the program discount applied to each individual line item from at least one of our distributors.
- Once the deal closes, Resellers must place the order with distributor to receive the off-invoice deal registration discount.
- Resellers must include the LocknCharge Deal Registration number on their purchase order.

Current program effective May 2020 and supersedes all previous programs.