Deal Registration Program

Process

Deal Registration Program

Partner submits a deal registration request for an opportunity that meets the criteria specified below. Axis Security then receives, reviews and speaks with Partner to approve or decline the deal registration request and book first meeting with the Prospect.

Terms & Conditions

- The opportunity is **not registered** by another Partner.
- The opportunity is **not already being pursued** by Axis Security at the time the Partner submits the deal registration request.
- Once the deal registration request is approved, Axis Security will notify the Partner and convert lead in Salesforce to an opportunity. Partner has 30 days to set up an appointment with the prospect to naturally retain deal registration.
- If the deal registration request is declined, Axis Security will notify the partner and will include the reason(s) for such decision.
- Axis Security reserves the right to revoke the deal registration if the Partner is found to be registering multiple competitive solutions for the same opportunity/project.
- **Approval Period:** At its discretion, Axis Security will extend the approval period if sufficient justification exists. Deal registration will last 90 days and can be extended after the 90 days, one time, up to 120 days per Axis Security.
- **Disputes:** Partners must submit any disputes, whether with Axis Security or another Partner, arising from this deal registration program to channelteam@axissecurity.com