



# Delinea Deal Registration

Registering a deal with Delinea protects the effort and investment you have made in value-added pre-sales activity with your customers.

## Reasons to Deal Register

- ✔ **Stake Your Claim**  
Registering a deal protects your opportunity
- ✔ **Maximise Your Margin**  
Registered deals earn higher discounts
- ✔ **Strength in Numbers**  
We work with you on closing the deal with your customer
- ✔ **Protect Your Margin**  
Even if your customer doesn't purchase through you

## Deal Registration Terms & Conditions

1. Delinea Deal Registration applies to all transactions, valued at over \$5,000 (USD) MSRP.
2. Delinea Deal Registration is only approved for the first registering Partner, who must be a registered Delinea Channel Partner.
3. The opportunity cannot be the subject of a published RFP, or similar tender process, unless the Partner registered and received approval from Delinea PRIOR to the RFP or Tender being published.
4. If the deal is related to a public RFP or Tender, the Partner will provide Delinea with a copy of the tendering document (if applicable) that was released by the end-customer.

## How to Deal Register

- Registering a deal with Delinea is easy.
- Simply visit [delinea.com/partners/register-a-deal](https://delinea.com/partners/register-a-deal), tell us about you, your customer and the opportunity and click 'SUBMIT'.
- We will assess the deal and within one business day advise you if it's been approved.

## OVERVIEW

Delinea Deal Registration  
– EMEA, APAC and Latin America

5. An opportunity is only considered “registered” after it has been approved and confirmed back to the Partner via email by Delinea Sales. More details regarding this process are below.
6. Deal approval will be measured and qualified by the Partner’s information contained in the online Deal Registration form submitted to Delinea. The Partner is encouraged, prior to Deal Registration, to make a significant pre-sales effort to promote Delinea products as well as have knowledge of the end-customer’s priorities, budget, projects and key contacts.
7. A Deal Registration may be denied if:
  - Deal is already registered by a different Partner.
  - Deal is already in the Delinea Sales Pipeline.
  - The end-customer is already a direct Delinea customer for that specific product, in that location/business unit. (Introducing Delinea products into additional departments or contacts within a current Delinea account, may be an approved Deal Registration)
  - The Partner does not cooperate to jointly engage the end-user company to further qualify the opportunity.
8. Deal Registration and Extension
  - Deal Registration expires 90 days from the date the Partner was notified of the approval (via email) by Delinea.
  - Deal Registration can be extended by the VP of Channel Sales or the Director of the Delinea Partner Program.
  - Reasons for an extension are various and will be judged based upon the known information at the time.
9. In the event of Deal Registration conflict, Delinea will gather the facts and determine the outcome at the sole discretion of the Director of the Delinea Partner Program.
10. Delinea reserves the right to change the Deal Registration Terms and Conditions at any time without notice.
11. Deal Registration and protection is specific to the stated opportunity and does not protect all future opportunities at the end-customer or from the Partner.

## Deal Registration Discounts

1. Deal Registration Discounts are stated in the Delinea Channel Partner Agreement.
2. Deal Registration Discounts apply on top of Standard Discounts for license sales (net new or upsells). They do not apply on top of support, maintenance or renewals.



## Delinea

Delinea is a leading provider of privileged access management (PAM) solutions that make security seamless for the modern, hybrid enterprise. Our solutions empower organizations to secure critical data, devices, code, and cloud infrastructure to help reduce risk, ensure compliance, and simplify security. Delinea removes complexity and defines the boundaries of access for thousands of customers worldwide, including over half of the Fortune 100. [delinea.com](https://delinea.com)