

Clearswift Deal Registration Program

Deal Registration

Clearswift Catalyst Silver and Gold Partners have access to the Catalyst Deal Registration Program. This program aims to deliver higher financial rewards for partners who engage with customers early on in the sales cycle, and in particular those Partners who acquire new customers or secure new product sales into existing customers.

| Deal Registration** | | | |
|--|----------|--------|----------------|
| Product Line | % Silver | % Gold | Eligible Dates |
| ARgon Product Suite | | | |
| Clearswift SECURE Email Gateway | | | |
| Clearswift SECURE Web Gateway | | | |
| Clearswift SECURE Exchange Gateway | | | |
| Clearswift SECURE ICAP Gateway | 20% | 30% | 30 - 180 Days |
| Clearswift SECURE File Gateway | | | |
| Clearswift Critical Information Mgmt Server & Agents | | | |
| Adaptive Redaction – Structural Sanitization | | | |
| Adaptive Redaction – Text Redaction | | | |
| Adaptive Redaction – Document Sanitization | | | |
| Special Bid* | | | |
| ARgon Product Suite | | | |
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| Adaptive Redaction – Text Redaction | | | |
| Adaptive Redaction – Document Sanitization | | | |

* Special Bid is when the end user price has been significantly discounted as agreed with Clearswift. Clearswift will advise of the Deal Registration eligibility on these instances on a case by case basis

** Only applicable in the regions with a one tier sales model. In regions with a two tier system, please contact your local distributor.

The Partner must register the deal via the online Catalyst Partner Section <https://www.clearswift.com/catalyst/deal-registration> and must quote the deal registration code when placing their order on a distributor (or on Clearswift in those territories where no distributor is appointed).

Valid from 1st October 2014 until otherwise stated.

Terms and Conditions

- "New product sale" means the sale of an End User License to an End User where the End User has not previously had a license for the Clearswift Product(s) in question.
- New Product into an existing Clearswift customer is eligible.
- There must be an action planned within the next 30 days of the Registration date.
- Extra User Licensing into an existing customer or Renewal or extreme non-standard pricing business does not qualify for Deal Registration.
- User count must be at least 50.
- No Tenders / RFI **. (** if net new to Clearswift, this will be allowed if Partner leads exclusively with Clearswift.)
- Expected close dates must be between 30 - 180 days.
- There is currently no Deal Extension.
- First Registration Honoured – The first deal registration that meets the deal registration criteria will be honoured.
- Once a deal registration is expired with one partner, this can be deal registered by another.
- Deal registrations are against the Company name/opportunity and NOT the product interest. Therefore, no other Partner may Deal Register against that same Company for a different product opportunity.
- Clearswift Service Packages and other services including training are not eligible for Deal Registration.
- When a Special Bid Deal Registration discount has been agreed with Clearswift, we reserve the right to request a copy of the End User PO to validate buy prices from the Partner.
- When a Special Bid Deal Registration discount has been agreed with Clearswift and another Partner requests a quote for the same opportunity, they will only receive the standard discount relating to their Partner level to apply from the standard RRP. They will not receive details of the discounted end user price.
- Only the Clearswift products listed above are valid for deal registration. Third party, hardware and portal based encryption licenses are not eligible for Deal Registration.
- The Deal Code must be advised at the time the order is placed.
- Clearswift retains the right to decline a deal registration at any time.

Deal Registration Process

- Once you have submitted your Deal Registration, you will be contacted to verify the details. There must be an action planned within the next 30 days of the Registration date.
- You will be contacted via email within 48 hours once the verification has successfully been actioned and told if your Deal Registration has been accepted or not. If it has not, a reason will be given at this stage.
- Subject to Deal size and structure as well as your Region, a Clearswift Account Manager will be available to assist you in the sales cycle and you will be informed at this stage and given their contact details.
- Where a Clearswift Account Manager is not allocated, you can ask for assistance from the local Channel Manager or email dealregistration@clearswift.com
- Clearswift will contact you after the initial 30 days to offer assistance and check progress. The next actions to progress the opportunity to close must be agreed with Clearswift at this time. Should this agreement not be met, Clearswift retain the right to retract the Deal Registration at this stage..
- You will be given 30, 15 and 1 days' notice of the Deal Registration expiration
- You will be contacted 1 day after the Deal Registration expires to ask if you require any further action to be taken from Clearswift
- Once your Deal Registration has successfully closed, supply the Deal Code (DC number) when ordering from either your Distribution partner or directly from Clearswift (in regions where there is no Distributor appointed). Your Deal Registration discount will then be applied to calculate your buy price.

Partner Eligibility

Good Standing

To be eligible for Deal Registration, partners must be either an active Silver or Gold Partner in good standing with the Catalyst Program, both at time of registration and at time of deal closure.

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