



Global Deal Registration Policy

Wasabi is a partner focused company with a mission to help make our partners successful. Our aim is to support our resale partners in their sales efforts and proactively avoid end user sales conflict as much as possible. Visibility to pipeline helps Wasabi plan for future data center growth requirements and stay ahead of the demand to provide the best possible service to partners and their end customers in this high growth market.

Wasabi partners with active resale contracts are encouraged to register end customer deals to gain access to Wasabi sales and technical resources, differentiate themselves commercially, and proactively avoid conflicts.

A deal is defined as:

- a qualified Reserved Capacity Storage sales opportunity
- an end customer of a size 100TB or larger
- qualified project and budget.

Opportunities smaller than defined above do not require deal registration and are not eligible for the deal registration discount, but resale, distribution, and term discounts will apply as appropriate.

Partner Benefits of Deal Registration:

- Additional 7% margin for all approved deals that are closed through the Deal Registration process
- Assurance that Wasabi sales team is aware of and will not compete for the same deal or the associated end-customer account
- Support and collaboration from Wasabi Sales for help with the Deal and end customer account as needed

Deal Registration Discount Eligibility:

- Deal is defined as a qualified Reserved Capacity Storage (RCS) sales opportunity with a specified end customer of 100 TB or larger, with a qualified project and budget.
- Only one partner will be approved to receive the discount per registered opportunity. First qualified deal registration, by date and time, gains approval.
- Deal information must be accurate and complete including a valid end user email address.
- Deal must be registered via the Wasabi Partner Portal.
- Partner and (if applicable) Distributor must be in good standing in the Wasabi Partner Network Program with current resale terms and conditions in place.
- Deals are tied to the partner who registers them, not the distributor.

How to Register:

- Deals must be submitted through the Wasabi Partner Portal directly or via distribution partner
- Wasabi will notify partner within 2 business days if deal is registered or declined
- Deals are registered for 90 days from the date of submission with possibility to extend additional 90 days if needed due to sales process
- Discount will be confirmed by an accepted deal registration in the partner portal and quote with the 7% discount included.

Exceptions:



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In some cases, Wasabi at its discretion may quote or bid for a deal in the following scenarios in which case the deal registration will be declined and communicated to the partner.

- End Customer is a current active customer of Wasabi prior to deal registration by a partner
- End Customer specifically requests in writing to work directly with Wasabi, subject to approval by Wasabi
- End Customer requests response to a public RFP
- Partner is not actively working the deal, is not able to fulfill the deal, is not able to support the customer, or is in breach of any Wasabi Partner Network terms and conditions

Please note that the 7% discount can only be applied to accepted deals with the current base price as posted on the Wasabi website. Deals with a lower base price can be requested to current pricing to have the discount applied.