

Deal Registration Program Guidelines

The Vivi Deal Registration Program is available to Vivi Authorized Resellers in North America who is an indirect reseller and sells \$12,000+ annually. The purpose of the Program is to protect Resellers for sourcing and closing new Vivi sales opportunities.

Benefits of Deal Registration

- Establishes a co-selling relationship between the Reseller and Vivi.
- Enhances the profitability of the Reseller.
- Provides a selling advantage to Reseller to win the business.

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 change or modification or termination by Vivi at any time.

Program Overview

Resellers can leverage their sales teams to register eligible Vivi sales opportunities through the Vivi Registration Program. Eligible Vivi sales opportunities as defined by the terms below:

1. Net new to the Vivi sales pipeline.
2. Any lapsed customers that have not placed an order for a period of 12 months via any other reseller.
3. Opportunity must not be currently registered in the Vivi deal registration system.
4. Please note, a deal registration application **does not guarantee** approval.
5. Vivi reserves the right to approve and decline any deal registration application.

Resellers that register eligible opportunities in accordance with the Program Guidelines are eligible to receive an 8% discount off Reseller unit cost if the deal is closed within 90 days. 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 retained as additional margin. Vivi has authorized Douglas Stewart Software & Services – A Climb Company to extend the additional discount to qualifying Resellers (off-invoice) when providing quotes and processing orders for approved registered deals.

Opportunity Eligibility Requirements

- Resellers must be Vivi Authorized Resellers in North America who is an indirect reseller and sells \$12,000+ annually to qualify for the Program.

- A minimum of 10 units for new customers is required for all new to Vivi districts/schools
- Registered opportunities must identify the specific sales opportunity within the institution or organization, including the department that will deploy the Vivi solution and provide the contact information of the decision maker at the institution.
- Opportunities need to consist of the minimum order qty specified on this program. Opportunities must be registered at least ten (10) business days prior to the deal closing.
- The opportunity must be net-new to the Vivi sales pipeline.
- Deals identified by Vivi and extended to Resellers for fulfillment are not eligible for the Program.
- RFQ & RFPs may qualify for Deal Registration if the opportunity was initiated and driven by the Reseller.
- All fields and requirements must be filled out on the Vivi Deal Registration form.
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Program Administration

- Resellers must register eligible sales opportunities via the Vivi Deal Registration Form.
- The Program Administrator will review and respond to deal registration submissions within two (2) business days.
- The Program Administrator will review and approve or deny registration submissions using the following criteria within the eligibility requirements.
- 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 The Douglas Stewart Company.
- Once the Reseller receives a PO from their customer, the next step is to place the order with Douglas Stewart Software & Services – A Climb Company to receive the deal registration discount upon billing.
- Resellers must include the Vivi Deal Registration number on their purchase order.