



Deal Registration guidelines for EMEA channel partners

The Deal Registration page may or may not be connected with the payment of incentive rebates. Skybox has made available two registration pages which offer two different options for partners in EMEA.

One page offers no incentive voucher payment for partners who are unable to accept Voucher rebates@ \$400 USD for each closed opportunity, but would still like to ring-fence their extra 15% discount on a valid and live opportunity. This URL below will also allow the partner to claim their 1-5% Net Rebate on all new business as part of the incentive program if they are allowed to do this.

This is Partner deal registration – [with NO voucher incentive here;](http://lp.skyboxsecurity.com/PartnerRegistrationNOINCENTIVE)
[http://lp.skyboxsecurity.com/PartnerRegistrationNOINCENTIVE Partner Registration.html](http://lp.skyboxsecurity.com/PartnerRegistrationNOINCENTIVE)

The second URL page offers rebate payments at \$400 USD in voucher form for the registered opportunities once closed by the Reseller partners which will go to the individual Sales/SE team on the deal. It also offers between 1% and 5% net rebate to the Reseller partner depending on which technology module sale and minimum deal amount.

All deals attracting a 5% Net rebate to the partner will need to have closed at least \$50,000 USD of Vulnerability Control business back to Skybox on each customer. Rebates for all 1% payments will not need to include Vulnerability Control and will have either FA/NA/CM modules but still need to be over the \$50,000 USD Net threshold to qualify for rebate.

This is Partner deal registration – [WITH Rebate AND Voucher incentives here;](http://lp.skyboxsecurity.com/PartnerRegistration)
Please note this is for deals with Resellers who are allowed to accept individual Vouchers to the sales teams and rebate payments by Skybox Security and their associated Distributors;
[http://lp.skyboxsecurity.com/Partner Registration.html](http://lp.skyboxsecurity.com/PartnerRegistration)

Criteria for Deal registration and where appropriate rebate acceptance.

1. The Deal must be at least 40% Probability of closing the opportunity within the incentive plan time frame (31st December 2014 for general deal registration and 1st July 2015 for closing the opportunity). This is defined as follows – The partner must validate that their customer's intention is to make an investment for a known scope, time frame, and budget for at least one of Skybox Software Modules by the end of December 2014. All Opportunities must be either qualified verbally or face to face with the end user prospect by the Skybox Regional Sales Director in order to qualify for payment.

2. The Prospect must have had an overview (and possibly demo) of Skybox by the RSD or Skybox Channel Director / SE and has a valid interest in purchasing Skybox as a solution.
3. Prospect must have undergone a scoping exercise to determine pricing as a minimum on the phone of face to face with RSD.
4. Prospect has confirmed that they will place an order within 6 months of registration or before July 1st 2015 close date of incentive in line with the registration incentive plan.
5. Prospect has confirmed the following key use cases e.g. Automated FW auditing, Change Assessment, Vulnerability prioritisation or Risk Modelling as a business driver.
6. Payment of Opportunity Voucher at \$400 USD and rebate money will be made upon receipt of a PO to Skybox through the recognised and certified Channel in region. Once invoice is received by Reseller to Distributor and then invoiced to Skybox the Distributor will be paid directly within 45 days on both the \$400 USD voucher and the 1-5% Net Rebate amount. Distributor will then be responsible for the Rebate payment to Reseller and the voucher payment (if the Voucher payment is acceptable by Reseller).
7. If the reseller partner is unable to accept \$400 USD voucher payments then the incentive rebate @ 1%-5% will only be paid.
8. If the Rebate of 1%-5% is not acceptable under Reseller Company policy it will not be paid at all.
9. Rebates at 1%-5% will ONLY be made if the Reseller partner has introduced Skybox to the End user and not Skybox introducing business to the Reseller.

Conditions to Cancel:

- ☒ If Requested by customer directly to Skybox or through Channel partners.
- ☒ No activity within 60 days during 180 Day acceptance period.
- ☒ Reseller introduces competition.
- ☒ Skybox Security reserves the right to cancel any Deal Registration or Incentive Registration without payment at any time throughout the process.

Any questions about the above process should be directed at the following Skybox Personnel;

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