



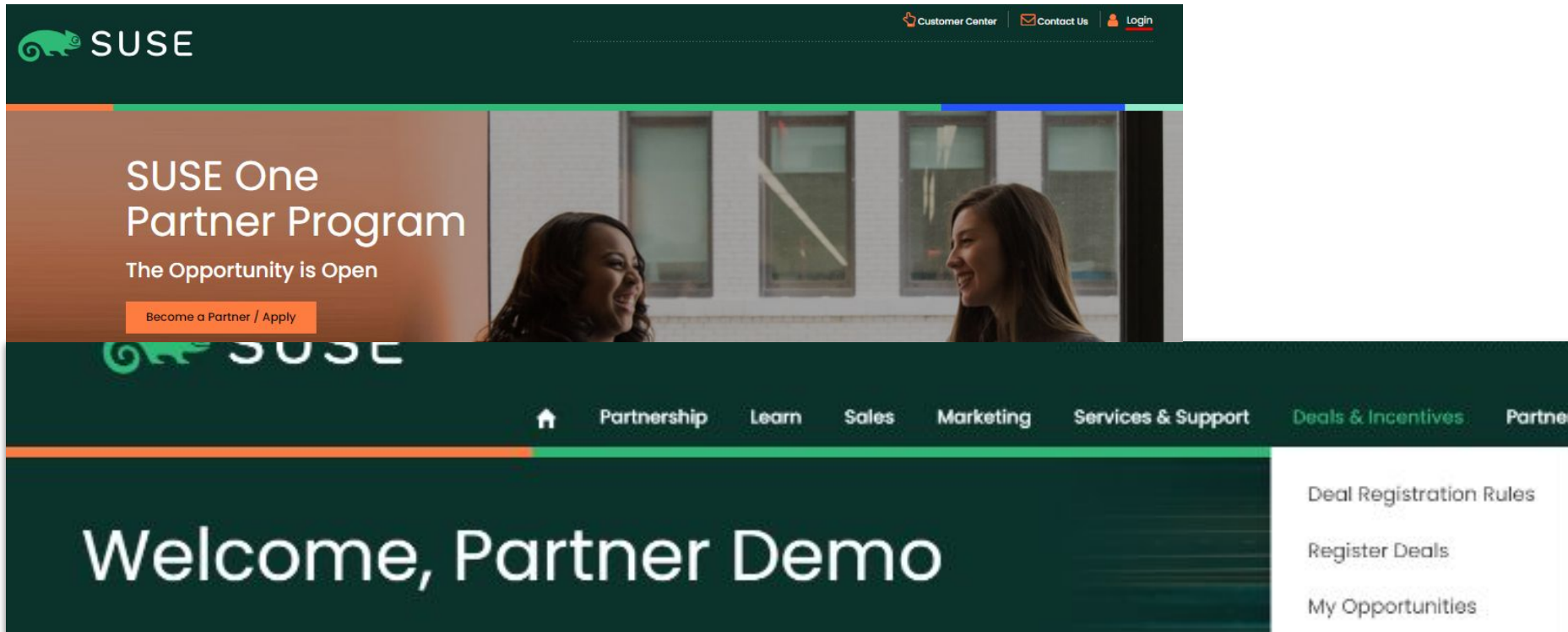
SUSE How to submit a new Opportunity

Step-by-step guide for how to submit a new Deal registration Opportunity



How to submit a new opportunity.

To access, please log the [SUSE One Partner Portal](#), navigate to 'Deals and Incentives' in the navigation menu and click on 'Registered Deals'. Here you can review our program guidelines & exclusions.



Deal registration Guidelines and rules

Option 1: Deal Registration (SELL/VLA) Guidelines:

- All Emerald & Diamond partners in good standing are eligible to participate in the Deal Registration program
- Deal Registration benefits will only apply to opportunities transacted through distribution via the VLA purchasing program by the approved partner
- Any Non-Profit, State/Local/Federal government and Education institutions are subject to review on a case-by-case basis and may not be approved
- Approved Deal Registration provides SELL partners with a benefit for both SUSE and SUSE Rancher products--up to 12% discount for Emerald and up to 20% for Diamond partners *
- Submissions are to be net new opportunities to SUSE
- Minimum deal size for submission is \$10,000 (value to SUSE). Opportunities under this threshold may be considered on a case-by-case basis.
- All deal registrations go through an active approval process before the deal registration is confirmed; accepted with amendments; or rejected
- SUSE will make best efforts to respond to your submission within 72 business hours with a decision or request for additional information
- Every opportunity can only have one deal registration submission across all deal reg programs
- In the case of duplicate submissions, the registration will be awarded to the first partner of submission which demonstrates value-add with the customer
- Registered deals will expire 180 days from the approval date; Partners may apply for an extension which is subject to approval
- Deal Registrations are solely for net new opportunities - no deal registration is allowed for any renewals on prior net new opportunities as of November 1st 2023
- SPRs will cause a review of any approved Deal Registration opportunity and it will be re-evaluated and may lose approval

* Deal registration discounts are applied to the partner's cost from distribution

Exclusions:

- License compliance/audit deals are excluded and ineligible
- Request for Proposal (RFP) and other bid requests are excluded from the general deal registration process but will be considered on a case by case basis
- Special Pricing Requests will be considered on a case by case basis
- L3 and Cloud/CSP/MSP SKUs are excluded and ineligible
- Services, Consulting, Training are all excluded from Deal Registration



How to submit a new opportunity.

End User Contact Information

Enter end user contact information

* Deal Registration Program

* First Name

* Last Name

* Email Address

* Phone

End User Company Information

Please enter the contact's company information for this opportunity.

* Company

* Address

* Country

State/Province

* Zip/Postal Code

* City

Deal Registration Program

--None--

--None--

Deal registration (SELL/VLA)

OEM Deal Registration (IHV/By invite only)

Influence/Referral Deal Registration

Opportunity Information

Please enter the information for this opportunity as well as how this opportunity has been BANT - Budget, Authority, Need, Timing - qualified

* Opportunity Name

* Description ⓘ

* BANT Qualification ⓘ * Expected close date ⓘ

* Product Interest ⓘ

* Estimated Deal Value ⓘ * Partner Sales Executive Email

Campaign Code ⓘ SUSE One Partner Solution Stack ⓘ

"Description" field is one of the primary fields reviewed to determine Deal Reg approval or rejection - Provide as much detail as possible about the Project, including why these products were chosen, description of next steps, relationship with the end user for example new prospect or existing customer etc..

- Select the DEAL REGISTRATION PROGRAM you are apply for.
 - Fill in Deal Registration Form:
 - Add your customer details. * Cannot be the same as yours *
 - Provide as much detail as possible about the Opportunity.
 - Detail the products and values on the description field.
- Click on the info icon to know what information needs to go in the field .*

Once completed, click on Submit.



Please enter the information for this opportunity as well as how this opportunity has been BANT - Budget, Authority, Need, Timing - qualified

Opportunity status.



From your Opportunity Dashboard you can follow up the status of your opportunity.

Go to Deals & Incentives on the navigation menu and click on 'My Opportunities'.

Upon review, your deal will be converted into an Opportunity and you will see it in the APPROVED tab.



Lead Number	DealReg Comments	Company	Created Date	Expected Close Date	Estimated Amount	Last Modified Date
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Need help finding something in the SUSE One Partner Program portal or having problems with your login? Contact our friendly Partner Helpdesk:

Americas
Email: partnerteam.americas@suse.com

Europe, Middle East and Africa
Email: partnerteam.emea@suse.com

Asia Pacific
Email: partnerteam.apj@suse.com

Deal Registration
Email: dealregistration@suse.com

Thank you

For more information, contact SUSE at:

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