



Keysight Eggplant Global Partner Program

DEAL REGISTRATION 2023-24

What we do now will write our future.



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Deal Registration: Overview

Make the Most of New Opportunities

Register new opportunities on the Keysight Eggplant Global Partner Portal.

- Optimize your time and effort.
- Safeguard your business growth at eggplantpartners.keysight.com.



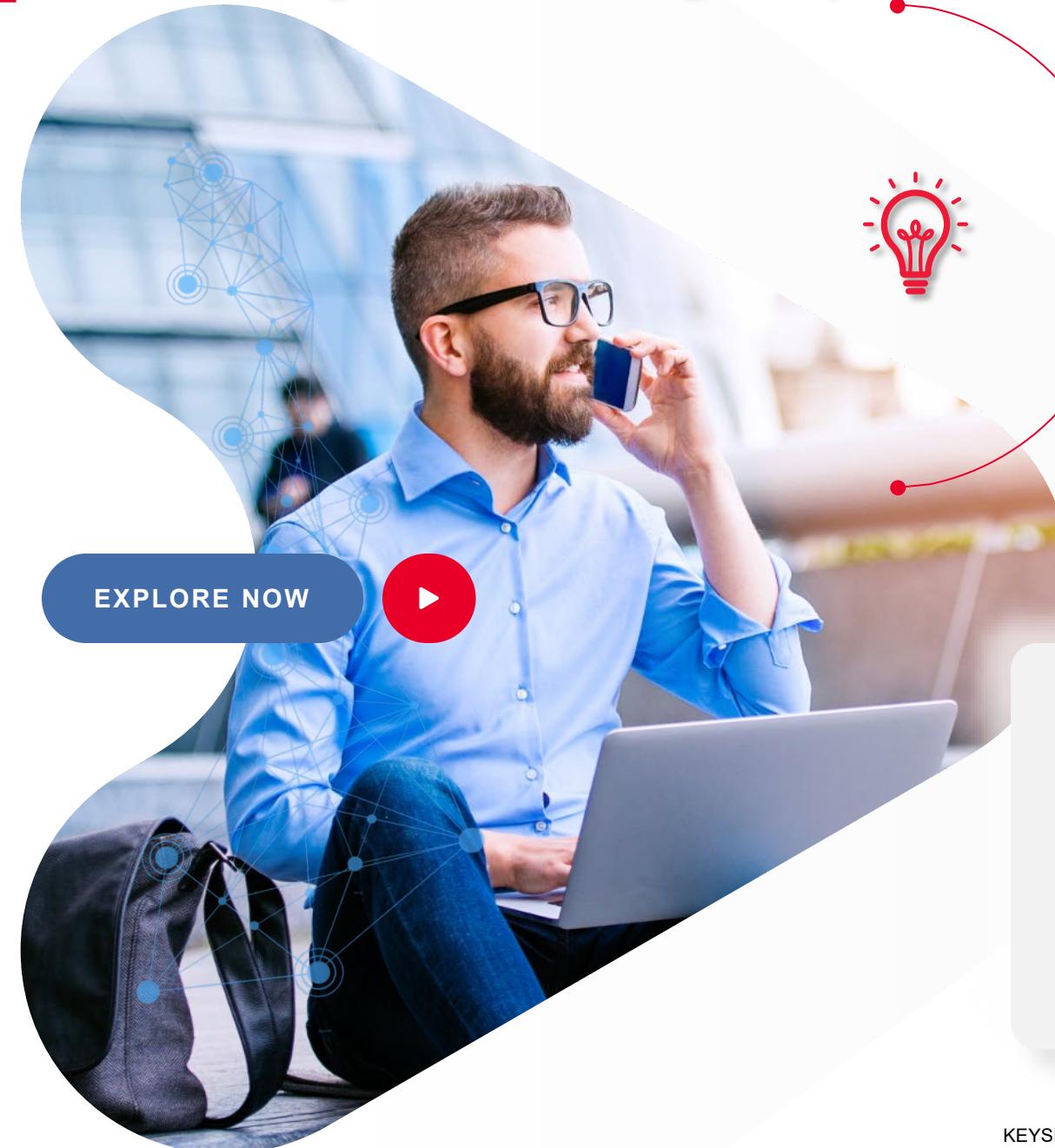
Registering deals is easy, and we'll be there to help you win every step of the way.

The screenshot shows a computer monitor displaying the Keysight Eggplant Global Partner Program website. The page title is "Register New Deal". It includes a header with navigation links: Home, Asset Library, Deals, Journey, Training, Events, and Sauce Labs. Below the title, there is a section titled "Deal Information" with instructions: "Please enter the information required for this deal. For a deal referral, it is mandatory to attach an invoice with the final referral fee after the closed won stage. This invoice must include the final referral fee amount, contact First and Last name, contact email, and should be uploaded in a timely manner." The form fields are as follows:

* Deal Name	* End Customer
* Amount (if unknown, default is \$50,000)	* Currency
* Stage	* Probability %
* Brief Description (please add additional details): Overview of project, key decision makers, use case...	

A red "Submit" button is located at the bottom left of the form area. The monitor sits on a silver stand, and the background behind the monitor features a network graph.

Deal Registration: Eligibility



How it works:

Once the required information has been received, Keysight Partner Account Manager can schedule a call between the partner and Keysight Sales team to discuss new opportunities and help build a winning strategy.



Deal Registration: Eligibility

Qualifying opportunities must be deemed new to Keysight with prospective sales of Keysight's Eggplant products greater than \$25,000.00 USD.

Maintenance renewals are not eligible for registration.

Deal registration is not eligible for RFPs.

Partners must be in good standing within the Keysight Eggplant Global Partner program, capable of working with the Keysight Eggplant sales team to win the deal, and able to close the opportunity with the customer.

Partners must document significant presales efforts such as meeting with decision-makers, qualifying new deals, and quantifying customer requirements and project budgets. A description of presales efforts will be required during the registration process. More detailed information must be provided to Keysight upon request.

End customers should have expressed interest and a member of the customer IT team must be willing to accept a meeting with a Keysight sales representative.





Deal Registration: Approval

Each prospective opportunity will be approved for registration by the first partner to apply and meet requirements for deal registration. Keysight will notify the partner in writing via email when the application to register a deal is approved or denied.

To obtain approval:

- Opportunities must not be currently registered to another partner
- Deal registration application submissions must be complete and the information correct

Registration will remain active for **180 days** unless an extension is requested and approved by Keysight.

Requests to register opportunities may be rejected for legitimate business reasons and/or:

- Keysight is under a legal or contractual obligation to quote or bid on the deal, or failure to quote or bid could subject Keysight to legal liability
- The end-user chooses to fulfill its bid requirements under a contract vehicle that is not held by the registering partner, or in a manner that prevents the registering partner from being able to fulfill such requirements

Final determination as to whether an opportunity qualifies for deal registration will be at the sole and exclusive discretion of Keysight.





Deal Registration: Extensions

Partners may contact their Partner Account Manager (PAM) to request an extension for deal registrations. Partners must conduct a customer evaluation within **the first 90 days (of 180 days sales cycle period)** for the extension or renewal of a registered deal opportunity to be approved by Keysight.

If the opportunity is not deemed to have progressed, extensions (in 90 days incremental) can be requested. However, failing to obtain an extension will lead to the opportunity being "unregistered," and any deal registration discounts will be eliminated.

Expirations

Reminders will be sent **90 days prior** to a registered deal's expiration for open deal opportunities that have not moved to the evaluation stage (**midpoint check**.)

Deal registrations that do not move to "closed won" or "closed lost" status **after 180 days**, and for which an extension has not been requested, are subject to being closed, and the opportunity registered by another partner

Bids

For open bid opportunities such as government contracts, a non-deal registered government discount may be extended to all resellers involved in the bid (check with your local Keysight **PAM** regarding discounts).

The registration and protected discounts will be awarded to the reseller who is awarded the government contract.



Deal Registration:

Other Terms and Conditions

At any time, Keysight may audit a partner's deals for compliance including but not limited to: verification of any reports, documents or supporting information submitted in connection with Partner's registrations.

Keysight may deny any deal or registration that it believes does not conform to these Deal Registration Guidelines or any applicable agreement with Keysight.

Keysight may deny, remove, rescind, suspend, or terminate any deal and/or registration for any reason at Keysight's sole discretion or if the partner:

- Is not actively working the deal, has been inattentive to the end-user's needs, or is unable to fulfill the deal or support the customer
- Does not lead with or quote the Keysight products or services identified in the registration form
- Is found to be offering competitive products for a registered deal during the deal registration period (partners must notify Keysight of any requests from customers to provide competing products for the associated deal)
- Is in breach of Keysight Partner Program Terms and Conditions, has failed to satisfy eligibility requirements, or has engaged in any activity that impairs the integrity of the Partner Program as determined by Keysight.

- Submits a deal or information that is inaccurate, incomplete, fraudulent, or if the deal or information causes damage, embarrassment or adverse publicity to Keysight (Keysight's records and systems shall be authoritative and conclusive for purposes of approving deals and administering the Deal Registration Program).

Partners shall not discuss details of Keysight Deal Registration with customers or use registration policies to influence a customer to purchase from one partner versus another. If a partner encourages an end-customer to ask Keysight to transfer a registered deal status to another partner, then that partner's ability to register deals may be revoked.

Keysight reserves the right to interpret Deal Registration Guidelines and approval or rejection of a deal or submission at its sole discretion. Keysight's decision will be non-negotiable and final. Keysight does not guarantee the success or closure of any deal approved under the registration program.

Keysight reserves the right to modify, supersede, or eliminate all or any of Deal Registration Guidelines or to terminate the program in whole or in part upon written notice to partner.

Deal Registration: How-To Partner Portal

Visit the [Keysight Eggplant Global Partner Portal](#) to initiate the deal registration process:

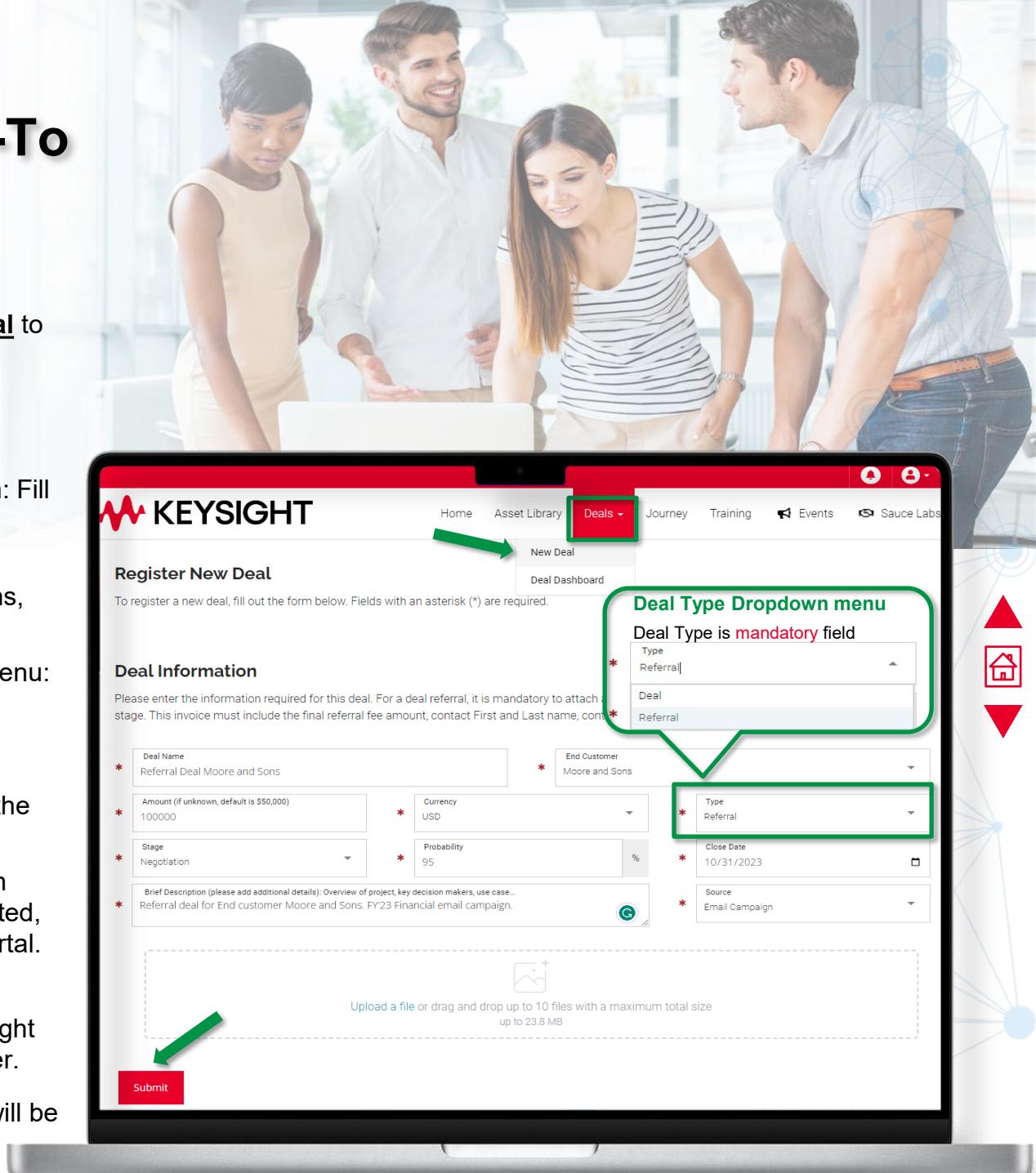
- Click on top nav menu Deals tab.
- Click on the "New Deal" field.
- Complete the "Deal Information" application form: Fill out all mandatory fields, providing accurate end customer details and contact information.

Include projected closed date, revenue expectations, and comprehensive deal information.

- Select the deal type from the "Type" dropdown menu:
 - Choose 'Deal' for all non-referral deals.
 - Choose 'Referral' for a referral deal.
- If you need to upload additional information, use the 'Upload a file' field or drag and drop a file.
- Submit the deal registration request by clicking on 'Submit' button: once all required fields are completed, submit the deal registration request through the portal.

Once you have submitted the form, your deal registration opportunity will be reviewed by a Keysight Eggplant Global Partner Program Account Manager.

If your deal or referral is approved or denied, you will be notified by email.





Deal Registration: How-To Partner Portal

Register New Deal: Add End Customer

Please complete the "End Customer Information" application form: Fill out all mandatory fields, providing accurate end customer details and contact information.

Include Name, Industry, Website, Mailing Country, Phone, and Annual Revenue information.

- Submit the End Customer Information by clicking on 'Submit' button.

Register New Deal

To register a new deal, fill out the following information:

Deal Information

Please enter the information required for this deal stage. This invoice must include the following:

Deal Name	Moore and Sons Referral Deal
Amount (if unknown, default is \$50,000)	100000
Stage	Negotiation
Brief Description (please add additional details): Overview of project, key decision makers, use case...	(G)
Currency	USD
Probability	95 %
Type	Referral
Close Date	mm/dd/yyyy
Source	(S)

Add Customer

End Customer Information

Please enter your End Customer's contact information below. Fields with an asterisk (*) are required.

Name	Moore and Sons
Industry	Banking
Mailing Country	United States of America
Phone	(P)
Website	https://www.mooreandsongs.co
Annual Revenue	\$1,000,000

Discard **Submit**

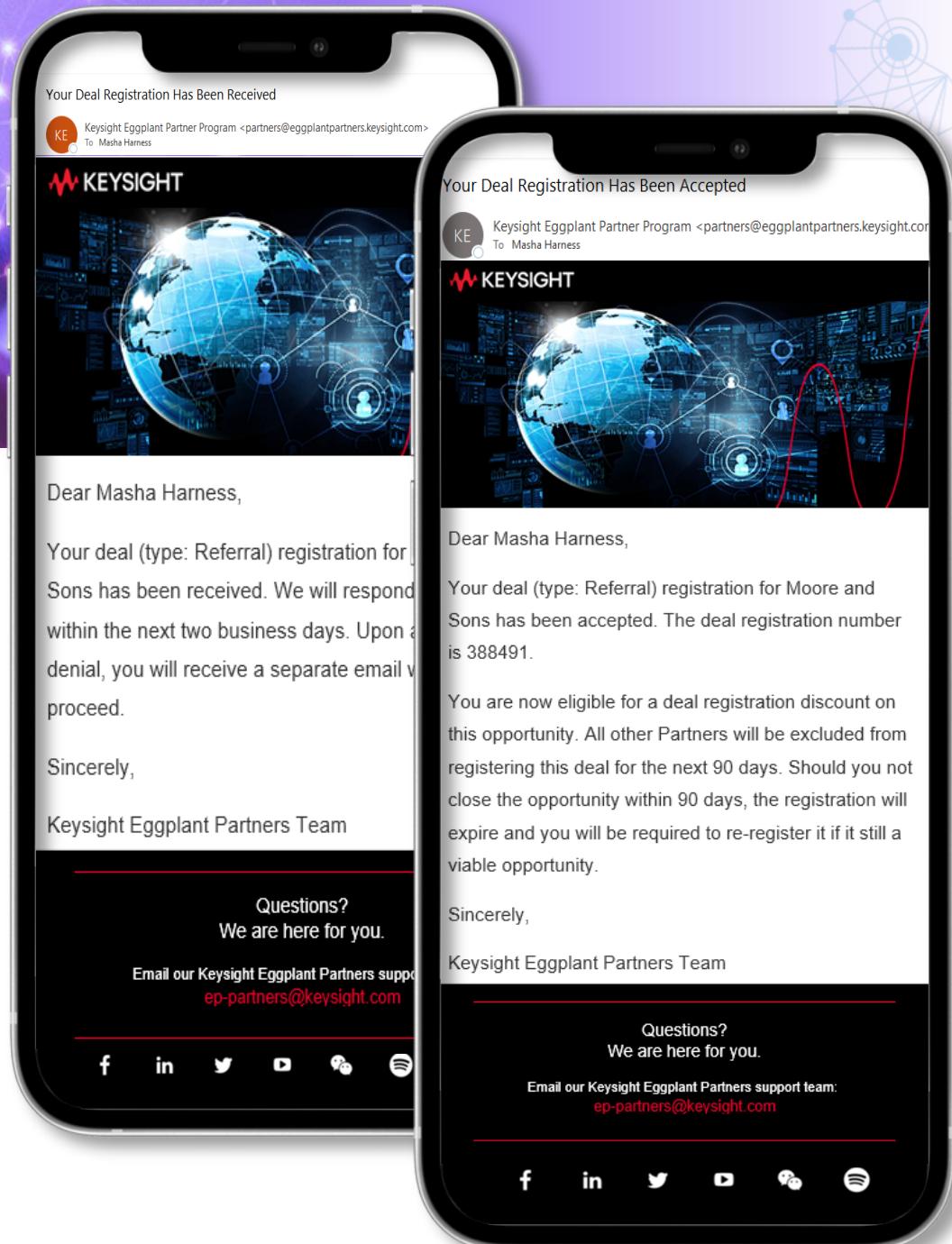


Deal Registration: How-To Partner Portal

Confirmation Notifications

- Within two business days, you will receive an email notification confirming whether your deal registration request has been accepted or declined.
- Assigned sales executive and solution architect: If the deal registration is accepted, Keysight will assign a dedicated sales executive and solution architect to collaborate and assist your teams throughout the deal closing process.

By following these steps, you can effectively register your deals and receive the necessary support from the [Keysight Eggplant Partner team](#).



Deal Registration: How-To

Partner Portal

View and Edit Open Deals

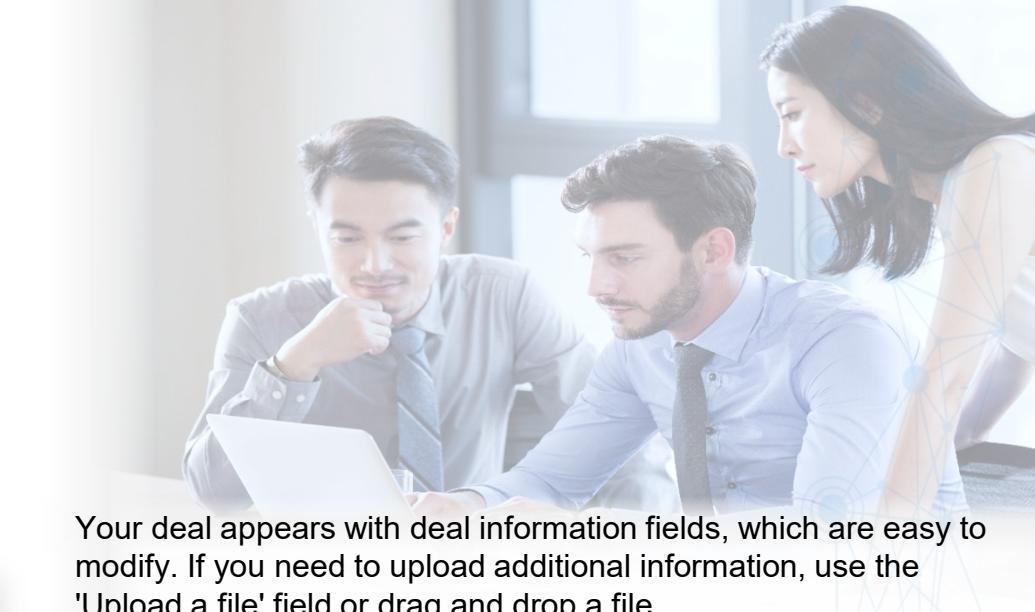
Deal information is easy to modify in Keysight Eggplant Partner Portal. All fields can be updated, if necessary, following steps below.

- From the Home page, click 'View Deal':

Alternatively, from Deals menu tab's dropdown menu click on 'Deal Dashboard'. Your deals list appears.

- Check a deal from your open deals' list and click 'Edit' icon:

Name	Customer	Stage	Amount	Type	Created	Close D...	Updated	Approva...	Probabil...	Currency	Record ...	Source
Referral Deal	Moore and Sons	Negotiation	100000	Referral	08/01/2023	10/31/2023	08/01/2023	Pending	95%	USD	https://prod.i	Email Campaign



Your deal appears with deal information fields, which are easy to modify. If you need to upload additional information, use the 'Upload a file' field or drag and drop a file.

DEAL INFORMATION

Please update the available fields below.

Deal Information

Please update your deal information below.

Deal Name	Referral Deal Moore and Sons	End Customer	Moore and Sons
Deal Amount	100000	Currency	USD
Deal Stage	Negotiation	Probability	95
Description	Referral deal for End customer Moore and Sons. Fy'23 Financial email campaign.	Expected Close Date	10/31/2023
Source	Email Campaign	Created	2023-08-01T21:57:01+01:00
		Approval Status	Pending
<p>Deal Registration Number / Record Link https://prod.ipartner.live/load/DEL/388491</p> <p>File attachments</p> <p>Keyshot_Moore_and_Sons_Invoice_July-23.pdf 8/1/23, 1:57 PM 92.1 KB Invoice for referral fee</p> <p>Upload a file or drag and drop up to 10 files with a maximum total size up to 23.8 MB</p>			

Deal Registration: How-To

Partner Portal

Deal Registration Number

Your Deal registration number (or record link) is easy to locate in the Keysight Eggplant Partner Portal, in the Deal Information section and in the Deal Registration email confirmation.

Edit Open Deal Information

Please update the available fields below.

Deal Information

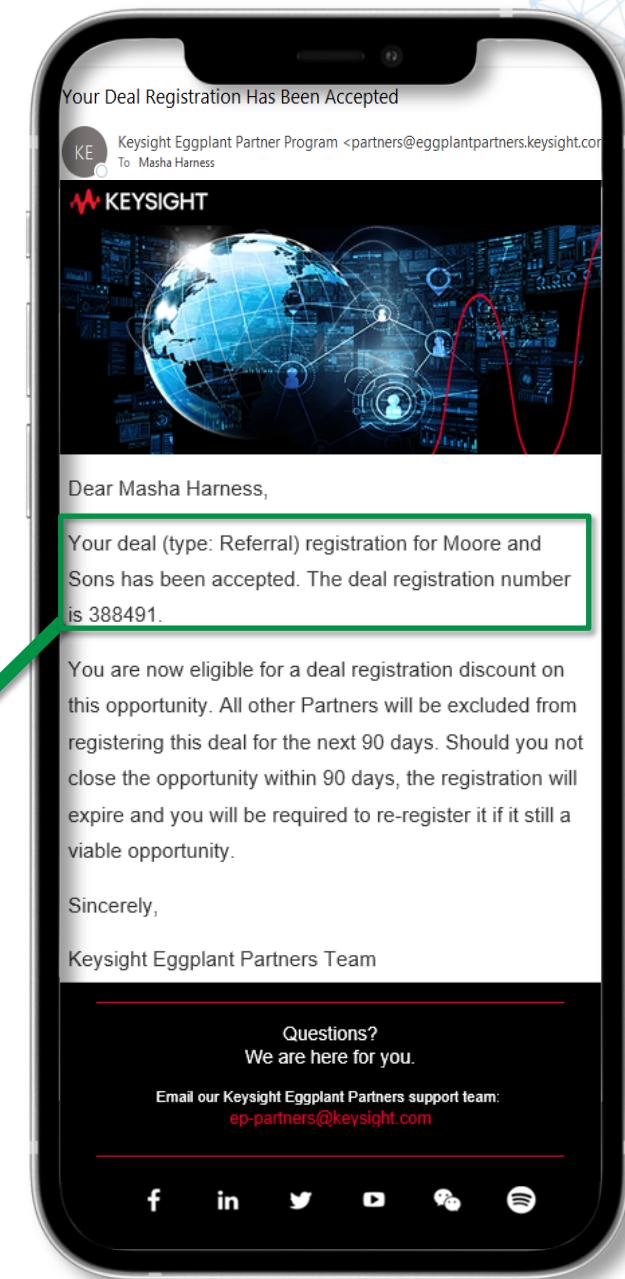
Please update your deal information below.

Deal Name	Referral Deal Moore and Sons	End Customer	Moore and Sons
Deal Amount	# 100000	Currency	USD
Deal Stage	Q Negotiation	Probability	# 95
Description	Referral deal for End customer Moore and Sons. FY'23 Financial email campaign.		
Source	Email Campaign		

Created: 2023-08-01T21:57:01+01:00 Approval Status: Pending

Deal Registration Number / Record Link
https://prod.impartner.live/load/DEL/388491

Upload a file or drag and drop up to 10 files with a maximum total size up to 23.8 MB





Deal Registration: How-To Partner Portal

Referral Deal

Once you have submitted your referral, you will be able to update its progress in the partner portal using the 'Deal Stage' dropdown menu. If the deal closes, you will be able to upload your fee invoice into the partner portal in a timely manner.

If referral deal closes, it is mandatory to attach an invoice with the final referral fee after updating Deal Stage field to 'Closed Won'.

This fee invoice must in PDF format and must include the following information:

- The name of the company you are referring
- The date of the deal closing
- The amount of the fee
- The contact information for the person who authorized the fee

KEYSIGHT

Edit Open Deal Information

Please update the available fields below.

Deal Information

Please update your deal information below.

Deal Name	Masha's TEST New Deal Referral for Test Customer	End Customer	Test Customer
Deal Amount	# 100000	Currency	USD
Deal Stage	Negotiation	Probability	# 90
Source	Trade Show	Expected Close Date	05/31/2023

File Upload Area:

Upload a file or drag and drop up to 10 files with a maximum total size up to 23.8 MB

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Keysight enables innovators to push the boundaries of engineering by quickly solving design, emulation, and test challenges to create the best product experiences. Start your innovation journey at www.keysight.com.