Red Hat Partnership:
Red Hat Deal Registration

What is ORP?

ORP stands for Opportunity Reward Program and is the name of Red Hat's Deal Registration programme.

What are the Discounts?

Partners receive a different level of deal registration discount depending on their partner status with Red Hat.

If you would like to improve your Red Hat partner status please speak to your TDSynnex representative to understand how we can help you.

Partner Status	Discount Level
Red Hat — Ready Business Partner	2%
Red Hat — Advanced Business Partner	5% for Technology Resellers 6% for Solution Providers
Red Hat — Premier Business Partner	10%

What can I Register?

- New business opportunities only
- Opportunities not registered by another partner or direct Red Hat seller
- Opportunities within country only
- Opportunities that meet the minimum deal size threshold. Which is £5k for SMB accounts and £10k for others.
- Cannot register renewals, training units, academic products or version upgrades. Upsell & Cross sell is acceptable

How do I Register an Opportunity?

1. Ensure that you have completed the Opportunity Reward Program Enablement course in the Partner Training Portal.
2. Log in to the partner portal at partnercenter.redhat.com
3. Use the top navigation bar to go to *Sell > Register a deal*
4. Click *New Lead* then select *EMEA Opportunity Reward Program* and click *Continue*
5. Complete all mandatory fields marked by Red
6. The funding source *No Red Hat Funding* should be selected unless you know otherwise.
7. Specify a Distributor and provide visibility
8. To provide the greatest chance of the opportunity being accepted you must provide a strong project description outlining your involvement as a partner, including pre-sales activities provided and if available exact SKU's and quantities. This must be written in English.

How is the Discount Added to the TDSynnex Quote?

In order to have the discount added to the quote from TDSynnex you must provide TDSynnex with the Opportunity ID.

Once you are ready to place an order you must go back into the ORP portal and change the opportunity to the status closed. This will provide you with an ID number which must be shared with TDSynnex to enable us to place your order with the approved discount level.