**Deal Registration Form**

Distributor company name: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

|  |  |
| --- | --- |
| Company name: |  |
| Printers on site: |  |
| Owner/s or decision maker contact: |  |
| E-mail: |  |
| Telephone: |  |
| Web site: |  |
| Adress: |  |
| Date first contacted  Presenting Massivit: |  |

Please send this form to you regional sales director coping: [rachel.ben-sander@massivit.com](mailto:rachel.ben-sander@massivit.com)

**Massivit 3D Distributors Deal Registration Guidelines**

Massivit 3D’s Deal Registration program is meant to avoid and, if not avoided, to mitigate conflicts between Distribution Partners (“Partner(s)”) acting in same territories. Deal Registrations are opportunity based, and Partners that are awarded a Deal Registration from Massivit 3D will receive exclusive customer account access for the time period described herein on the registered opportunity.

In order for a registration to be awarded, Massivit 3D will review the Deal Registration information, potentially contact the Partner and evaluate if the minimum criteria described below is met.

**Criteria**

For a deal to be registered, the potential deal needs to meet the following criteria:

* Complete Deal Registration information must be submitted for consideration in a Deal Registration Request Form. Incomplete forms will be sent back to the Partner for completion.
* The Partner must be actively engaged with the customer account.
* The submission must be for a valid opportunity. Before submitting the Deal Registration, the Partner must have performed a significant pre-sales effort such as, but not limited to: meeting with the customer, qualifying the deal, determining a need for a Massivit 3D solution and helping the customer to quantify a budget requirement for Massivit 3D products.
* Massivit 3D must be able to successfully contact the Partner contacts submitted on the Deal Registration form.
* No other Partner has a previous active and approved Deal Registration on the opportunity which is still within the Deal Registration exclusivity period
* The Partner must present the Massivit 3D solution to the customer if awarded the Deal Registration exclusivity term.
* Each deal must represent a single opportunity with a single customer. Partners cannot register an account or combine opportunities. Deal Registration is applied to a single opportunity/order at a time and additional opportunities will need to be registered individually for protection.
* If the opportunity includes a multiple bid process, which is a necessary part of a RFP (i.e. government deals), Deal Registration may be approved as a Non-Exclusive Deal Registration. Please see Non-Exclusive Deal Registration for more information.

**Deal Registration Period**

Registrations are valid for 6 months after the approval date. Massivit 3D may grant an extension to such Deal Registration exclusivity term in its sole discretion. Massivit 3D will consider whether the partner is still actively engaged and progressing the opportunity amongst other things in considering whether to grant an extension to the Deal Registration exclusivity term.

**Deal Registration Status**

*Submitted:* Deal Registration has been successfully submitted to Massivit 3D for review

*Pending Review:* Deal Registration is under review by Massivit 3D

*Approved*: Deal Registration has been approved by Massivit 3D and quotes can be provided to the customer

*Denied:* Deal Registration has been declined by Massivit 3D for the specified reason on denied notice

*Expired:* Deal Registration exclusivity term is expired and a request to extend or resubmit will need to occur if the opportunity is still open

**Non-Exclusive Deal Registration**

In the event a Deal Registration needs to be granted to more than one partner for situations such as but not limited to RFP’s or Public Sector requirements, a request can be made. This should be considered non-standard and an exception to the program. Each scenario will be evaluated individually, and if approved, it will be on a deal by deal basis. In the event a non-exclusive Deal Registration is granted, the partners involved will be notified.

**Reasons for Cancelling a Deal Registration**

Massivit 3D reserves the right to revoke a Deal Registration exclusivity term at any time if it determines in its sole discretion that the minimum criteria for a Deal Registration has not been met or extenuating circumstances have arisen; in which the purposes of the Deal Registration are unwarranted. Such circumstances include but are not limited to the following:

* The customer expresses dissatisfaction with the Partner and states they will not purchase from the Partner.
* Partner is unresponsive to the customer and/or Massivit 3D after repeated requests.
* Partner does not present the Massivit 3D solution to the customer.
* Partner presents a competing solution to the customer.
* Partner agreement with Massivit 3D has expired or is terminated.

**Deal Registration Extension**

If a registration is about to expire or has expired within 2 weeks, an extension can be requested as long as no other partner has an approved Deal Registration. Partner needs to submit a request to Massivit 3D requesting an extension. If approved, an additional 60 days will be added.

**Disputes**

Partners must submit any disputes to Massivit 3D. A detailed explanation of the dispute, with supporting materials, must be submitted for review prior to any formal dispute resolution process.