

Deal Registration Program: Procedures Guide

EMEA 2013

To Veeam ProPartners

Net New customer

On the deal registration page you see a note telling about additional 2% discount for an approved Net New customer deal.

End-user info

Registering a Net New customer deal gives you an extra 2% discount if approved by Veeam.

Company *

When you fill in the deal registration form, the system automatically compares end-user details provided with existing customer account details in Veeam CRM system. It checks:

- Domain
- City
- Country

In the case where the system **doesn't find** an end-user with the specified domain and location, you will see a note saying:

Looks like you're registering a deal with a new Veeam customer. A Veeam representative will check this record. If a customer is considered Net New, the "NN" symbols will be added to the Deal Registration Approval Number (DRAN) and you will get an extra 2% discount.

To learn more, visit <http://propartner.veeam.com>

End-user info

Registering a Net New customer deal gives you an extra 2% discount if approved by Veeam.

Company *	<input type="text" value="Test"/>
Full Name *	<input type="text" value="Test"/>
Email *	<input type="text" value="test@test.com"/>
Phone *	<input type="text" value="123"/>

End-user address

Address *	<input type="text" value="123"/>
City *	<input type="text" value="Moscow"/>
Zip/Postal code *	<input type="text" value="123"/>
Country *	<input type="text" value="Italy"/>
State	<input type="text" value="-- none --"/>

Looks like you're registering a deal with a new Veeam customer. A Veeam representative will check it. If a customer is considered Net New, the "NN" symbols will be added to the Deal Registration Approval Number (DRAN) and you will get an extra 2% discount.

If the system **finds** a similar end-user among existing Veeam customers, you will see the below note:

The customer with the specified company name and location already exists in Veeam's customer base. This is probably not a Net New customer. However, a Veeam representative will check this record. If a customer is considered Net New, the "NN" symbols will be added to the Deal Registration Approval Number (DRAN) and you will get an extra 2% discount

Country	<input type="text" value="Russian Federation"/>
State	<input type="text" value="-- none --"/>

The customer with the specified company name and location already exists in Veeam's customer base. They are probably not a Net New customer. However, a Veeam representative will check it. If a customer is considered Net New, the "NN" symbols will be added to the Deal Registration Approval Number (DRAN) and you will get an extra 2% discount.

Veeam Sales representative takes an action to double-check submitted end-user details and approves / denies the option of 'Net New customer' for a registered deal. In the case the registered deal is approved with the active "Net New customer" tick, an extra "NN" will be added to the Deal Registration ID on approval.

Please check carefully a notification mail coming from Veeam for full details.

To learn more, visit <http://propartner.veeam.com>

Approval notification email sent by Veeam will reflect the Net New customer state of the deal registration: Deal ID and Net New customer tick values.

delete respond Quick steps Move tags

From: Veeam Software
To: testpartner@test.com
Cc:
Subject: Your recent Deal Registration has been Approved.

A new deal registration has been approved

The deal registration ID is **DRG-130211094301-GNN** and expires on 5/12/2013.

The registration is for the following Reseller:
Partner: <Test Partner Account>
Address: Willoughby
State: OH
Country: United States

Partner Contact Name: <Test Name>
Phone: ** (***) *****
Email: _____@_____.com

~~The registration is for the following End User:~~
Net New Customer: YES
End User: test21@test.com
Address:
State:
Country: United States

Contact Name: null testContMV
Phone:
Email: c845850@rmqkr.net

Registration date: 2/11/2013 1:43 PM
Distributor: testDistAccMv
Product: Veeam ONE (VMware)
Prepaid maintenance: NO
Expected Close Date: 2/28/2013
Link to ProPartner portal: <http://propartner.veeam.com/propartner/php/#hr:DealRegistrationView.php?id=a0W60000003bJ8kEAE>

Prepaid Maintenance

On the deal registration page you see a note telling about additional 2% discount for registering a deal on Enterprise Edition products with 2 (two) additional years of Prepaid Maintenance.

Deal details

Products *	<input type="text" value="-- none --"/>
Number Of Sockets *	<input type="text"/>
Prepaid maintenance	<input type="checkbox"/>
Date Quoted *	<input type="text"/> <small>Date format: dd/mm/yyyy</small>
Amount Quoted *	<input type="text"/>
Approximate Close Date *	<input type="text"/> <small>Date format: dd/mm/yyyy</small>

If you're registering a deal for the Enterprise Edition of any Veeam products plus two years of Prepaid Maintenance, you may get an extra 2% discount.

Additional details

You should select “Prepaid maintenance” tick and fill in two additional fields in case you are registering a deal with the Prepaid Maintenance.

Deal details

Products *	<input type="text" value="Veeam Smart Plug-in"/>
Number Of Sockets *	<input type="text" value="12"/>
Prepaid maintenance	<input checked="" type="checkbox"/>
Period *	<input type="text" value="-- none --"/>
Support type *	<input type="text" value="-- none --"/>
Date Quoted *	<input type="text"/> <small>Date format: dd/mm/yyyy</small>
Amount Quoted *	<input type="text"/>
Approximate Close Date *	<input type="text"/> <small>Date format: dd/mm/yyyy</small>

If you're registering a deal for the Enterprise Edition of any Veeam products plus two years of Prepaid Maintenance, you may get an extra 2% discount.

Additional details

The discount for a Prepaid Maintenance option cannot be approved in advance. It is a partner's responsibility only to inform the Distributor whether Deal Registration is approved by Veeam and contains Enterprise Edition of Veeam product and 2 additional year of Prepaid Maintenance while placing an order.

No additional symbols to be added to the DRAN.

To learn more, visit <http://propartner.veeam.com>

EMS Specialization

On the deal registration page, you see a note telling about additional 2% discount for resellers with EMS Specialization in the case where you are registering a deal on Veeam Management Pack or Veeam Smart Plug-In.

Additional details

Technical Resource Required? *	<input type="text" value="Yes, Demo."/>
Has budget been approved? *	<input type="text" value="yes"/>
Other Products	<input type="text"/>
Comments	<input type="text"/>

Note: if you're registering a deal for Veeam MP or SPI products, you may get an extra 2% discount. Valid only for partners with EMS Specialization.

* Required Fields

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We welcome your [feedback](#), especially if we haven't met your expectations in some way.

Please, check whether your Company possesses the Veeam EMS Specialization

The discount for an EMS Specialization option cannot be approved in advance. It is a partner's responsibility only to inform the Distributor whether Deal Registration is approved by Veeam and contains Veeam management Pack or Veeam Smart Plug-In products.