



# Deal Registration Form

**Panda Channel Manager Name:** \_\_\_\_\_

## Partner Information

Company Name: \_\_\_\_\_

Rep Name: \_\_\_\_\_

Street Address: \_\_\_\_\_

City, State, Zip Code: \_\_\_\_\_

Phone: \_\_\_\_\_

E-mail: \_\_\_\_\_

Country: \_\_\_\_\_

## Details of the Deal

Customer Company Name: \_\_\_\_\_

Customer Main Contact: \_\_\_\_\_

Street Address: \_\_\_\_\_

City, State, Zip Code: \_\_\_\_\_

Phone: \_\_\_\_\_

E-mail: \_\_\_\_\_

Solution: \_\_\_\_\_

Price: \_\_\_\_\_

Number of Licenses: \_\_\_\_\_ Years: \_\_\_\_\_

## Qualification Requirements:

1. Must be a "net-new" opportunity to Panda.
2. Must have a processed VAR Agreement, for Business or Elite level partnership.
3. Company must have completed or in process of completing certification requirements.
4. For 10-499 nodes there is 90 Day Protection, and for 500 or higher nodes there is 120 Day Protection.
5. A demo or meeting must be scheduled in order to deal register.
6. Must submit form on Partnernews Portal or via email form and receive a Deal Registration approval and qualification confirmation from Panda Security to receive the discount.
7. Deal Registration number must appear on all related invoices.