



The Lock 'n' Charge Deal Registration Program ("Program") is available to all Lock 'n' Charge Authorized Resellers ("Resellers") in North America. The purpose of the Program is to protect and reward Resellers for sourcing and closing new Lock 'n' Charge sales opportunities.

Benefits of Deal Registration

- Establishes a co-selling relationship between the Reseller and Lock 'n' Charge
- Enhances the profitability of the Reseller
- Provides a selling advantage to Reseller to win the business
- Earn 8% protected discount on \$5K deals and above.

All qualified Resellers participating in the Program must understand and adhere to the Program Guidelines. The Program terms and conditions outlined in this document are subject to modification or termination by Lock 'n' Charge at any time.

Program Overview

Resellers can leverage their sales teams to register eligible Lock 'n' Charge sales opportunities through the Lock 'n' Charge Deal Registration Program. Eligible Lock 'n' Charge sales opportunities are defined as deals that are: 1) not currently registered in the Lock 'n' Charge Deal Registration System; 2) net new to the Lock 'n' Charge Sales pipeline; and 3) have an incubation period of at least five business days.

Resellers that register eligible opportunities in accordance with the Program Guidelines qualify are eligible to receive an 8% discount off Reseller unit cost if the deal is closed within program requirements. At each Reseller's discretion, the discount may be extended in whole or in part to the end-customer to help close the deal, or can be captured as additional margin. Lock 'n' Charge has authorized The Douglas Stewart Company to extend the additional discount to qualifying Resellers (off-invoice) when providing quotes and processing orders for approved registered deals.

Opportunity Eligibility Requirements

- Reseller must be Lock 'n' Charge Authorized to qualify for the Program.
- Registered opportunities must identify the specific sales opportunity within the institution or organization, including the department that will deploy the Lock 'n' Charge solution.
- Opportunities need to be at least \$5,000 of combined Reseller cost to be considered.
- Opportunities must be registered at least five (5) business days prior to the deal closing.
- The opportunity must be net new to the Lock 'n' Charge sales pipeline.
- Deals identified by Lock 'n' Charge and extended to Resellers for fulfillment are not eligible for the Program.
- RFQ & RFP's may qualify for Deal Registration if the opportunity was initiated and driven by the reseller.

Program Administration

- Resellers must register eligible sales opportunities via the Lock 'n' Charge Deal Registration Form ("Form") and submit the Form the Program Administrator via email to dealreg@dstewart.com
- The Program Administrator will review and respond to deal registration submissions within two (2) business days.
- The Program Administrator will review and approve or deny registration submissions using the following criteria:
 - Completeness of information submitted
 - Existence of prior registration for the opportunity
- If a deal registration is approved, Reseller will receive a quote within 2 business days that will include the program discount applied to each individual line item.
- Once the deal closes, Resellers must place the order with The Douglas Stewart Company to receive the off-invoice deal registration discount.
- Orders must be placed on a single order and cannot be combined across multiple orders.
- Resellers must include the Lock 'n' Charge Deal Registration number on their purchase order.

Extension Request

A registration is active for 90 days from date of approval. If the registration is approaching the expiration date, the approved Reseller may request an extension of the registration for up to an additional 30 days.

- To request an extension, Reseller must submit an updated Deal Registration Form with the new requested expiration date and justification indicating why the deal will close within the next 30 days.
- Extension requests must be submitted to the Program Administrator via email to dealreg@dstewart.com at least one day prior to expiration of the initial registration
- Extension requests will be approved or denied at the discretion of Lock 'n' Charge.
- Only one extension request is allowed per opportunity. If the extension request is approved, the opportunity expiration will be extended 30 days.
- Once a registered opportunity expires, it is no longer eligible for the Deal Registration Program.

Deal Registration Rejection Reasons

Deal registrations can be rejected for, but are not limited to, the following:

- Does not meet the opportunity edibility requirements.
- The opportunity is already in the Lock 'n' Charge sales pipeline and therefore not new to Lock 'n' Charge at the time of registration.
- The opportunity is below the minimum deal size requirement and does not have a chance to grow per the Lock 'n' Charge sales rep.
- Another partner has already registered the opportunity.
- Does not meet the opportunity edibility requirements.

Reasons for cancelling the deal registration discount include, but are not limited to, the following:

- The products on the sales order do not match the products on the deal registration.
- The products on the order do not meet the minimum deal size requirement.
- The Lock 'n' Charge deal registration number has already been claimed on another deal registration.
- The order date is within 5 business days.
- The deal registration number is invalid.