

Syxsense Deal Registration Program



Through the Syxsense Partner Portal, partners can register deals and receive support and, more importantly, margin on new opportunities they bring to Syxsense. As a result, partners can capitalize on their sales successes and build new relationships with Syxsense.

The partner submitting first a deal that meets all program criteria will be approved for that end user opportunity.

Opportunity eligibility criteria

- ☒ The deal must close within 90 days of the registration date. Any extension to a deal registration validity must be submitted to regional channel account manager
- ☒ The deal can be an existing customer with a net new project request
- ☒ The opportunity is not registered by another partner
- ☒ Applies to new business only (excludes add-on licenses)
- ☒ The deal must be approved by Syxsense
- ☒ The minimum number of endpoints for a deal to be eligible is 500
- ☒ Prior to registering a deal, the partner has made reasonable pre-sales efforts, such as meeting with decision makers, qualifying the opportunity, helping the end-user quantify the project budget with Syxsense products and services, and defining the project requirements with Syxsense products and services

Financial Benefits

	 GOLD PARTNER	 PLATINUM PARTNER
Deal registration	✓	✓
Originated*	20%	25%
Fulfilment**	5%	5%
Influenced***	10%	15%

*Net new deal
**Deal management. This includes tasks such as order processing and invoicing
***Syxsense has done the heavy lifting. According to the customer's request, deal management should be handled by a specific partner based on their relationship.

Exclusivity and exceptions

A deal approved by Syxsense provides the registering partner with exclusive rights against Syxsense's Territory Rep efforts for that end-user opportunity, subject to the following exceptions, under which Syxsense, at its discretion, may deny, remove, or revoke partner's deal registration opportunity and/or deal registration access:

- ☒ If the end-user requests that Syxsense quote or bid on the opportunity
- ☒ If the registering partner's bid or quote has been rejected by the end-user
- ☒ If the partner is not actively working on the deal (for example, by failing to respond to the end-user's or Syxsense communications)
- ☒ If the partner does not close the deal within 90 days, and no extension has been granted
- ☒ If the partner does not exclusively propose and exclusively bid Syxsense products or services identified in its registration
- ☒ If Syxsense is legally or contractually obligated to quote or bid on the opportunity, or if failure to quote or bid would subject Syxsense to legal liability
- ☒ If the end-user chooses to fulfill its bid requirements through a contract vehicle not held by the registering partner, or if socioeconomic set-asides prevent the registering partner from fulfilling such requirements.



Register your deal now.



Need help? Email us at salesinfoch@syxsense.com.