

2009 Deal Registration

Deal Registration allows you to protect your business opportunity and become eligible for an additional discount off list price.

What is a business opportunity? A business opportunity for a Commercial, Federal Government, or State & Local End User Customer that is expected to close and ship no later than December 31, 2009. Opportunity must be a minimum of \$10,000 to qualify (\$10,000 Enterasys List Price).

Opportunity type	Silver	Gold	Platinum
New Customer, New Deal	8%	17%	22%
Existing Customer, New Deal	0%	10%	15%
Pre-qualified lead	0%	5%	10%
Existing Customer	0%	2%	4%

New Customer, New Deal: New opportunity identified with a new customer who has not previously purchased Enterasys products or services within the 36-month period prior to new deal registration.

Existing Customer, New Deal: New deal identified within a current Enterasys customer not previously known by Enterasys or another reseller.

Pre-qualified Enterasys Lead: Pre-qualified Enterasys lead provided to the partner by Enterasys.

Existing Customer: An opportunity that Enterasys is already aware of and/or working.

How it Works:

- Register your new business opportunity with Enterasys Networks at 2009 Deal Registration: http://secure.enterasys.com/partners/forms/new_business/
- Position, quote, and sell an Enterasys hardware and/or software solution.
- Based on the type of new deal and your partner level, and the products making up the customer's configuration, you will receive a discount percentage off of list price up to the percentage amounts shown in the table above.

Overview / Rules:

- Program is available to any authorized Enterasys Networks Partner Program member in North America.
- Registration of a qualified new deal is completed in full by submitting a completed online registration form. Registrations will be validated within 48 hours of submission. A decision on your new deal registration will be communicated back to you by an Enterasys representative.
- Accepted registrations are valid for six (6) months.
- The purchase order must be booked with an Enterasys authorized distributor and/or Enterasys direct. The hardware/software must be shipped by December 31, 2009 to take advantage of this program.
- In the event that you are not able to bring the registered new deal to closure, you may be eligible for up to a 5% referral fee, at the sole discretion of Enterasys, for eligible new deals that you refer to Enterasys to pursue or to assign to a different, authorized partner. Any referral fee will not be paid until the new deal closes and acceptance by customer has occurred, which must be before December 31, 2009.

Terms and Conditions:

- Effective January 1, 2009 to December 31, 2009 for Enterasys Networks Partner Program members in North America.
- To qualify as a valid new deal registration under this promotion, there must be an opportunity that is expected to close no later than December 31, 2009.
- To receive the discount, the purchase order for the registered deal must be booked and fully shipped no later than December 31, 2009.
- Offer MAY NOT be combined with any opportunities with discounted, competitive special pricing allowances, or promotional /spiff pricing. Certain existing Federal, State & Local, and Educational accounts are subject to State & Local and Federal pricing and will not be eligible for this program. You will be informed if your deal is subject to this restriction when you are contacted by an Enterasys representative about your registration.
- The new deal discount must not be quoted to the end user at any time. Enterasys reserves the right to request a copy of the end user PO and/or your quote to end user for audit purposes, and by registering the deal you agree to provide such copy promptly upon request.
- Minimum purchase order to qualify is \$10,000 (US List Price) and is valid on Enterasys hardware and/or software purchases only. Third-party products, Professional Services, Support Services, and/or Maintenance Contracts do not qualify. After the date of the first purchase order for a new customer/new deal registered and qualified for this program by Enterasys, the 2009 New Deal Registration will apply to follow-on orders by the specific new deal customer for a period of six (6) months commencing on the date of the first new deal closure.
- The first partner to register a qualified new deal opportunity will be the partner who will be eligible for the new deal registration discount for that specific opportunity. Registered opportunities not closed within six months will need to be re-registered /approved.
- Enterasys shall have sole discretion in determining eligibility for and discounts granted under this program. All payments made to representatives under this program are subject to the approval of the management of the receiving reseller.
- Enterasys reserves the right to change or cancel any aspect of this program at any time.

Contact Us

For more information, call Enterasys Networks toll free at **1-877-801-7082**, or +1-978-684-1000 and visit us on the Web at enterasys.com



© 2009 Enterasys Networks, Inc. All rights reserved. Enterasys Networks reserves the right to change specifications without notice. Please contact your representative to confirm current specifications. Please visit <http://www.enterasys.com/company/trademarks.aspx> for trademark information.

