

Deal Registration

Incentive program for resellers

GET UP TO 30% OFF!

Our best Deal Registration program yet! More sales qualify than ever before, including all new product opportunities and “add-on seats”. All registered partners are eligible to participate



QUALIFYING

Eligibility	Resellers - Bronze, Silver, Gold, Platinum
Customers	All customer opportunities that are \$1500 and above (Recommended Retail Price)
Products	All Trend Micro Security Solutions – 1 Trend Micro product per deal registration
Sales	New product sales & Additional seat sales* where Trend Micro is not engaged

* Additional seat sales deal registration will only be accepted from the partner who registered & transacted the initial deal

PAYMENT

Details	Earn up to an additional 30% discount for approved registered opportunities. Discounts are determined by partner level, Specialisation and opportunity type.
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DISCOUNTS

Partner Tier	Platinum	Gold	Silver	Bronze
Discount from RRP (%) *	28	26	22	10
Specialisation Bonus (%) *	2	2	2	2

Method	Deal registration discounts will be provided up-front as part of the pricing process
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NEXT STEPS

Start Earning	Register the opportunity via the Trend Micro Partner Portal. 1. Log on to the Partner Portal at https://community-trendmicro.force.com/Partner 2. Complete the Deal Registration form and submit for approval
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Questions	Call the Trend Micro Partner Hotline AUS: 1800 653 870 NZ: 0800 408 065 or email AUS deal_registration@trendmicro.com.au NZ deal_registration@trendmicro.co.nz or contact your Channel Manager today.
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Details

PROCESS

Deal registration can be submitted by a reseller or a distributor.

There are two ways a reseller can register a deal:

Via the deal registration page on the partner portal:

<https://community-trendmicro.force.com/Partner>

If the deal registration does meet the eligibility criteria Trend Micro will notify the reseller with approval, and references to pass on the distributor

Distributor provides updated quote with relevant discount

If the deal registration does NOT meet the eligibility criteria the relevant Trend Micro will notify the reseller of this reason for decline

WHAT QUALIFIES?

New license business

additional seat sales within a new or existing customer

Additional seat sales deal registration will only be accepted from the partner who registered & transacted the initial / last deal

Opportunity must be greater than or equal to AUD/NZD\$1500 (ex GST Recommended Retail Price) on the qualifying new business components

EXCLUSIONS

- Opportunities already known to Trend Micro
- Prepaid maintenance
- Renewal
- Technical Services
- On-line Sales

T's & C's

- Opportunity registrations are valid for 180 days from date of approval
- Only the new business licenses registered in the approved registration will be qualified for the upfront discount, if other unregistered product licenses are ordered under the same purchase order, the unregistered portion will not be granted any upfront discount.
- It is the responsibility of the reseller to provide their distributor with their Deal Registration Approval at the time of quoting. Any missing information which results in upfront discount not being taken up will not entitle the reseller to claim the discount after the order is placed and absolutely no credit shall be provided by Trend Micro
- Any other discounts applied in addition to DR discounts will need the relevant business leader's approval.
- End-user promotional SPA's (e.g. government, NFR, education) and standard discounts are eligible for deal registration.
- TREND MICRO TAKES NO RESPONSIBILITY FOR INCORRECT USE OF ANY PROMOTION CODES