

Business Partner Opportunity Registration Programme



Introduction

The StorVault opportunity management registration programme is designed to help eliminate or minimise the potential for conflict between two or more StorVault business partners in pursuit of successful sales in the end user market. The opportunity registration also protects the investment that a channel partner makes in the process of introducing StorVault solutions to new or existing customers.

The programme enables StorVault to provide preferential pre-sales support to business partners involved in a registered opportunity and enhance or support trading margins.

The programme encourages StorVault Business Partners to register their direct involvement with specific named customers, qualified prospects and specified projects. The programme also forms a key element in the qualified lead generation programme offered by StorVault to business partners that demonstrate a high rate of closure for registered opportunities.

Terms and conditions

- Complete confidentiality is guaranteed for all information provided by Business Partners in terms of the opportunity management register.
- To register specific business opportunities, business partners should complete the appropriate opportunity management register form and submit it to StorVault. Business Partners are encouraged to register new opportunities as soon as they arise.
- StorVault will confirm within 48 hours whether or not a business opportunity has been accepted for formal registration. In the unlikely event that a registration application is rejected and in order to preserve the programme's complete confidentiality, StorVault reserves the right not to provide any reasons nor any explanations for rejection, nor to enter into any further discussion related to the rejection.
- Once submitted and accepted for registration, Business Partners are required to provide a regular update of the register as a reporting requirement. The frequency of updates will be determined by StorVault at its sole discretion.

Please note:

- A separate form for each named customer, project or opportunity needs to be filled out and lodged with StorVault.
- The declaration (see Page 4) must be completed and submitted with each registration application.

For more information contact:

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