

# Datadobi Deal Registration Rules

Thank you for your interest in registering a deal with Datadobi. Datadobi is 100% channel driven. If you have any questions, please contact [sales@datadobi.com](mailto:sales@datadobi.com).

## DO I NEED TO BE A DATADOBI REGISTERED PARTNER TO REGISTER A DEAL?

No. Any partner can enter a deal registration.

## WHERE DO I REGISTER OPPORTUNITIES?

Please register your deal [here](#).

## HOW WILL REGISTRATION BE DETERMINED?

Deal registration is determined based on the time you registered the deal, the type of partner you are to Datadobi, and, if a migration, the target storage vendor for the migration (a different target storage vendor means a different deal registration).

## WHAT HAPPENS POST APPROVAL?

- A product demo and technical deep dive must take place with the decision maker within 30 days of registration.
- Within 1 day, you'll be contacted by a Datadobi field rep to set up a meeting for the product demo. On day 10 and then again on day 20 after registration, you'll be contacted for an update.
- A notification is sent on day 28 stating that registration will be revoked if the meeting isn't scheduled by day 30.
- Registration is valid for 90 days after approval. A notification will be sent on day 80 to inform you of the impending expiration.

## WHEN CAN REGISTRATION BE EXTENDED AND FOR HOW LONG?

Under certain circumstances, a deal registration can be extended. Please discuss with your Datadobi field rep.

## CAN A REVOKED OR EXPIRED REGISTRATION BE REINSTATED?

Yes. Please discuss with your Datadobi field rep.

## WHAT HAPPENS IF DATADOBI ACCIDENTALLY REGISTERS MORE THAN ONE PARTNER FOR A DEAL?

If deal registration is accidentally given to more than one partner, the mistake will be corrected. Only one partner will have deal registration.

## WILL DATADOBI EVER DISCOUNT BELOW THE REGISTERED DEAL PRICING?

Under certain circumstances (such as large volume): Yes. Please contact your Datadobi field rep to discuss.

## WILL REGISTRATION DETAILS BE SHARED OUTSIDE DATADOBI AND ITS DISTRIBUTORS?

No.

## CAN I STILL QUOTE THE OPPORTUNITY IF I DON'T GET DEAL REGISTRATION?

Yes. Please contact us or our distributor for a quote.