

Learn21

Deal Registration Program Guidelines

CLIMB SLED



The Learn21 Deal Registration Program ("Program") is available to all Learn21 Authorized Resellers ("Resellers") in North America. The purpose of the Program is to protect and reward Resellers for sourcing and closing new Learn21 sales opportunities.

Benefits of Deal Registration

- Establishes a co-selling relationship between the Reseller and Learn21.
- Enhances the profitability of the Reseller.
- Provides a selling advantage to Reseller to win the business.
- Earn a **15%** protected discount on eligible deals.

All qualified Resellers participating in the Program must understand and adhere to the Program Guidelines. The Program terms and conditions outlined in this document are subject to change or modification or termination by Learn21 at any time.

Program Overview

Resellers can leverage their sales teams to register eligible Learn21 sales opportunities through the Learn21 Registration Program. Eligible Learn21 sales opportunities are defined as deals that are:

1. Not currently registered in the Learn21 Deal Registration system.
2. Net new to Learn21's sales pipeline.
3. Have an incubation period of at least ten business days.

Resellers that register eligible opportunities in accordance with the Program Guidelines are eligible to receive a **15%** discount off Reseller unit cost if the deal is closed within 45 days. At each Reseller's discretion, the discount may be extended in whole or in part to the end-customer to help close the deal or can be retained as additional margin. Learn21 has authorized **Climb** to extend the additional discount to qualifying Resellers (off-invoice) when providing quotes and processing orders for approved registered deals.

Opportunity Eligibility Requirements

- Reseller must be Learn21 Authorized to qualify for the Program.
- Registered opportunities must identify the specific sales opportunity within the institution or organization, including the department that will deploy the Learn21

solution and provide the contact information of the decision maker at the institution.

- Opportunities need to consist of the minimum order qty specified on this program. Opportunities must be registered at least ten (10) business days prior to the deal closing.
- The opportunity must be net new to the Learn21 sales pipeline.
- Deals identified by Learn21 and extended to Resellers for fulfillment are not eligible for the Program.
- RFQ & RFPs may qualify for Deal Registration if the opportunity was initiated and driven by the Reseller.

Program Administration

- Resellers must register eligible sales opportunities via the **Learn21 Deal Registration Form**.
- The Program Administrator will review and respond to deal registration submissions within two (2) business days.
- The Program Administrator will review and approve or deny registration submissions using the following criteria within the eligibility requirements.
- If a deal registration is approved, Reseller will receive a quote within 2 business days that will include the program discount applied to each individual line item from **Climb**.
- Once the Reseller receives a PO from their customer, the next step is to place the order with **Climb** to receive the deal registration discount upon billing.
- Resellers must include the Learn21 Deal Registration number on their purchase order.