

Project Protection

To be eligible for project protection, a fully completed project registration form must be submitted via <https://www.baramundi.com/en-gb/partners/project-registration/>.

For large enterprises, the relevant department and/or branch office must also be specified. Project protection can only be granted if the project has not already been protected elsewhere. The project protection period is set at six (6) months, starting from the date the project is registered. An extension is only possible upon prior consultation and submission of a project progress update.

Exceptions:

- The end customer explicitly requests a different business partner – this must be evidenced by written confirmation from the end customer.
- In the case of an existing framework agreement.
- If end customers request direct support from the manufacturer, authorized sales partners will receive the margin on the licenses included, provided project protection has been granted.
- No project protection is granted for public tenders.

Deal Registration (Deal Reg)

To be eligible for Deal Registration, a fully completed project registration form must be submitted via <https://www.baramundi.com/en-gb/partners/project-registration/>. For large enterprises, the relevant department and/or branch office must also be specified. The Deal Registration period is set at three (3) months, starting from the date the project is registered. An extension of an additional 90 days is only possible upon prior consultation and submission of a project progress update.

Deal Registration applies exclusively to the initial minimum term of the (initial) order. Beyond this, Deal Registration does not apply; (automatic) contract renewals, expansions, or follow-up orders are not covered.

Requirements:

- The sales opportunity is not yet known to the manufacturer.
- The sales opportunity involves more than 100 endpoints.
- The manufacturer reserves the right to verify the submitted sales opportunity with the end customer in order to confirm Deal Registration.

Exceptions:

- Existing terms and conditions based on baramundi framework agreements.
- Cases where special pricing has already been granted.
- No Deal Registration is granted for public tenders.