

## Requirements

For large enterprises, the relevant department or branch office must additionally be specified.

## Project Protection

Required for the granting of project protection is that the project has not already been protected elsewhere. The project protection period is set at 6 months, starting from the date the project is registered. An extension is only possible upon request and submission of project progress.

### Exceptions:

- The end customer explicitly requests a different business partner – proof requires written confirmation from the end customer.
- An existing framework agreement is in place.
- For end customers who request direct support from the manufacturer, authorized sales partners with confirmed project protection will be granted margin on the included licenses.
- No project protection is granted for public tenders.

## Deal Registration

Deal registration is granted only for the initial minimum contract term of the first order. Beyond that, deal registration does not apply; this particularly includes (automatic) contract renewals, expansions, or subsequent orders, as these are not covered by deal registration.

### Prerequisites:

- The sales opportunity is handled by the partner via distribution (applies only to countries where the manufacturer is connected to a distributor).
- The sales opportunity is not 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 based on baramundi framework agreements.
- If special conditions have already been granted.
- No deal registration is granted for public tenders.