



Reveille Partner Network

Partner Deal Registration Guidelines

1. GENERAL INFORMATION

- 1.1. Reveille tracks accounts at the site level. For example – Reveille would allow one partner to register a deal for “Procter & Gamble” and another partner can register a deal for “Tide”. Even though Procter & Gamble is the holding company for Tide. Reveille considers these two separate accounts.
- 1.2. The account of record will be the entity that makes the decision, signs the agreement, pays the invoice and is implementing the product.

2. DEAL ELIGIBILITY

- 2.1. The deal is not already registered by a different Reveille partner. Exceptions apply... see section 4.2.
- 2.2. The deal is not listed on Reveille’s Named Account List
- 2.3. The partner deal registration form that is located on the partner portal is completed in its entirety with accurate information.

3. DEAL ACCEPTANCE

- 3.1. Reveille will endeavor to Approve or Reject deal registration requests within 24-48 hours if all required information is included in the registration request
- 3.2. Partner will receive an “Approval” or “Rejection” email from Reveille within 24-48 hours. If “Rejection” email is sent it will also include reasoning for rejection.

4. CONFLICTS & RESOLUTIONS

- 4.1. If conflict arises from multiple partners submitting deals for the same account. The partner that submitted their registration first will have the rights for that account.



4.2. If a partner submits a deal registration for an account that is “owned” by another partner. The registration will be rejected unless one of the following exceptions apply:

4.2.1. If the second partner registering the deal is selling Reveille attached to a separate platform that the first partner is not contracted or able to sell.

4.2.2. If the first partner has had no activity with that account within 12 months

4.2.3. If the first partner attempted to sell Reveille to account, but it resulted in “Closed: Lost”

5. EXPIRATION

5.1. To remain eligible, a registered opportunity must be closed 12 months from the time of submission.

5.2. Partners may request one 30-day extensions, which may be granted by Reveille in its sole discretion if they are actively working the deal.

5.3. Thereafter the partner must re-register the opportunity, the approval of which will be dependent on whether the deal has been registered in the time between expiration and the time the Partner submitted their re-registration.

5.4. Acceptance is by standard registration rules.

6. ENFORCEMENT & DISPUTES

6.1. Partners that violate the deal registration rules are subject to consequences from Reveille’s Partner Network.

6.2. Partners must submit any disputes arising from this deal registration program to partners@reveillesoftware.com.