



# LOCK IT UP. CLOSE IT FAST.

**Partner ID: 418432**

ESET® makes it easy to protect your sales opportunities and earn extra revenue. Here's how:



## 1. Qualify It earn 25% extra margin off...

Use the program to lock in a new business deal of more than 25 seats of an ESET business SKU.\*



## 2. Register It

<https://www.eset.com/ca/dealreg/>

Use our self-service Web form to register, receive fast approval when you meet the criteria, and secure 25 percent off MSRP.



## 3. Work It

Engage your prospect with free trial software and sales engineer support from your ESET team, and close your registered deal within 90 days.



**You find the opportunities—you reap the rewards.**

Lock in your deals, protect the opportunities and secure the revenues with ESET Deal Registration.

\*See program details for full criteria.

## Availability

Are you an ESET Authorized Partner in the U.S. or Canada? Then you're in and can start registering your deals right away. Not a Partner yet? No problem, join today!

## Qualifying New-Business Deals

The program\* rewards you for prospecting and finding new-business opportunities that involve new licenses of ESET software. So the following are not included in this program: 1) active opportunity in ESET's CRM system entered and approved within the preceding six months; 2) lead furnished by ESET; 3) upgrades, enlargements, add-ons or Professional Services such as Rip and Replace®.

## Deal Size

Minimum deal size is **25 seats** of an ESET business SKU. If a deal involves one or more additional SKUs then you can register and receive the discount for those SKUs, too.

## How to Register

Deal registration activates when you use the [self-service Web](#) form, and receive your quick-turn notice of approval and assigned deal-registration number.

## Exclusivity

Once your deal is registered and approved, you lock-in an exclusive 25% additional discount for 90 days.

## Registration Renewal

Can't close within 90 days? Engage extra support from ESET through a webinar, conference call or free ESET software trial, and extend your deal registration for an additional 90 days.

## Extra Margin

Registering your deal secures a margin **bonus of 25%** off suggested MSRP, which you receive when you close your deal within 90 days of registering or renewing.

## Sales Support

We encourage you to involve ESET and keep our team in the loop on your ongoing sales activity. Ideally within three weeks of registering your deal, help bring it to a close with:

- An ESET Business Edition trial/product evaluation
- A WebEx® demo with a Sales Engineer
- A scheduled conference call with a Sales Engineer