

# Deal registration

## Overview

The RUCKUS® Deal Registration program is designed to recognize the value solution providers provide in pursuing project work, helping to protect pre-sale investment and encourage profitability and success when selling wired and wireless products.

### Learn more

For more information, contact your Partner account manager or visit the [RUCKUS Partner Portal](#).

## How to register a deal

### 1. Register the opportunity

To access Deal Registration, click on the “Partner Central” tile upon logging in the [RUCKUS Partner Portal](#). Complete the form with the following:

- End user information (such as company name, address and contact)
- Project information (such as description, size, etc.)
- Products (RUCKUS Wired and/or Wireless products by SKU—not product family)

### 2. Await approval

If the deal is approved, an approval notice will be sent from the system. The deal is protected for six months. Only one solution provider may receive an approved Deal Registration per customer opportunity.

Deals are generally approved/rejected within two business days of submission.

### 3. Bid deal with Deal Registration discount and win!

Access the [Deal Registration “How-to” Guide](#) for further details.

## Program discounts

Incremental Deal Registration discounts may be provided, in addition to any standard discount solution providers receive from distributors. Pricing to solution provider is set by distributor. The distributor selected during the registration process will be notified of approvals and will send a quote to the solution provider.

## Further guidance

For questions or additional information about the RUCKUS BIG DOGS Partner Program, please click on the “Partner Program” tile from the [RUCKUS Partner Portal](#) homepage, contact your RUCKUS account manager or email [ruckuschannel@commscope.com](mailto:ruckuschannel@commscope.com).

## Terms and conditions

- All opportunities must be submitted via the Deal Registration tool and all required information must be submitted accurately for consideration. CommScope reserves the right to reject any registration submission.
- CommScope reserves the right to approve or reject any Deal Registration submission at its sole discretion.
- Deal Registration discounts cannot be combined with special pricing discounts (Deals Desk/DDO), other sales promotion discounts or sales program discounts. Many program and promotional discounts, however, will require an approved Deal Registration to be eligible.
- Support, services, training and cloud products aren't eligible for incremental Deal Registration discounts but may be included for promotion compliance or informational purposes.
- Only one solution provider will be eligible for Deal Registration discounts per opportunity; all other submissions for the same opportunity will be rejected. Approval is at CommScope's sole discretion and may not be based on a first-come, first-serve basis. Other factors, such as incumbent partner, may be considered.
- Approved Deal Registrations are good for six months from date of approval. Requests for extension are evaluated, as needed.
- Failure by any solution provider to comply with the Deal Registration program terms and conditions may result in ineligibility for Deal Registration program benefits. An approved Deal Registration may later be denied if the information provided is deemed inaccurate, and CommScope may, at its sole discretion, reject a resubmission.
- Deal Registration typically cannot be moved to a new distributor once registered. Exceptions are evaluated on a case-by-case basis.
- In no event shall CommScope be liable for any consequential, incidental, indirect, special or punitive damages of any kind, however caused and on any theory of liability.
- CommScope will endeavor to prohibit duplicate Deal Registration approvals, but in the event a duplicate approval is issued, will honor the opportunity that was approved first (determined by the approval time stamp in the Deal Registration tool).
- CommScope reserves the right to refuse the grandfathering in of existing opportunities if the program is modified.
- CommScope reserves the right to cancel or refuse Partner participation in this program.
- CommScope reserves the right to modify or terminate this program at any time.
- The Deal Registration program is delivered "as is." CommScope does not offer warranties—either expressed, implied, statutory or otherwise—with respect to the program or any related documentation or services.
- Solution provider may not submit multiple bids on the same opportunity using competing manufacturers' products where solution provider has received Deal Registration.
- CommScope reserves the right to withhold any and all benefits if Partner isn't in compliance with any part of its Partner agreement, or if Partner's account is not in good standing. The CommScope PartnerPRO® Network is subject to change or cancellation at CommScope's sole discretion. Additional terms and conditions apply.



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