



NEW

Corel Deal Registration Program

Corel's deal registration program rewards our most valued partners for their sales efforts, when they identify and close Corel business software solutions.

With the Corel deal registration program, you can:

- **Gain a greater level of margin.** Benefit from special pricing to be able to offer your customers the best quote for large or competitive opportunities
- **Benefit from a greater level of support earlier in the sales lifecycle.** Gain access to the right people at the right time, from our dedicated Product Management to our Executive team
- **Provide business opportunities with tailored information:** Put new prospects in touch with our highly trained technical staff, or with appropriate customer references who can transfer their experience. Personalised Webinars can be arranged, to help close the deal.

To register an opportunity visit:

<https://www.coreldraw.com/dealreg/>

Read on for further information.

What exactly is the Corel Deal Registration Program

The Corel Deal Registration program is designed to recognize and reward our most valued resellers for their sales efforts. Resellers are invited to submit prospective opportunities for the license of certain Corel Products through the reseller portal. If a proposed opportunity qualifies under the program, it will be considered a registered opportunity. Once the registered opportunity results in a closed deal, the Reseller will receive additional monetary compensation in the form of additional protected margin.

How it works

Resellers may register a proposed business opportunity in the commercial, education, or government sectors through the reseller portal, for consideration by Corel. If Corel determines that the opportunity meets the criteria, the Reseller will be notified that the proposed opportunity has been approved as a registered opportunity.

Registered opportunities will be protected as such for a period of ninety (90) days from the date of registration; however, this period of protection may be extended if Corel believes that the Reseller is working actively in good faith to drive the deal to closure, in accordance with the program. Once the registered opportunity has been approved, the Reseller will receive the additional protected margin from the Corel Distributor, in accordance with the terms as set forth in the Reseller's agreement with Distributor.

Eligible Products and Payment Thresholds:

Eligible Product	Minimum Order Quantity or Value	Deal Registration reward
Perpetual Full License, Single or Enterprise (Commercial or Government) of: <ul style="list-style-type: none"> CorelDRAW Graphics Suite License Corel CAD License CorelDRAW Technical Suite License 	Min. 5 seats	17% reward
Upgrade or Subscription License (Commercial, Academic or Government) of: <ul style="list-style-type: none"> CorelDRAW Graphics Suite License Corel CAD License CorelDRAW Technical Suite License 	Min. Value of 2.500 USD License	17% reward
All other Perpetual Licenses, Full or Upgrade (Commercial, Academic or Government) of: <ul style="list-style-type: none"> CorelDRAW Graphics Suite CorelCAD CorelDRAW Technical Suite CorelDRAW Standard License PaintShop Pro License Painter License ParticleShop License Corel PDF Fusion License Pinnacle Studio License VideoStudio License WinDVD License WordPerfect Office License Creator Platinum NXT License Creator Gold Enterprise License Creator Silver Corporate License WinZip Secure Burn Enterprise License Toast Titanium License WinZip Standard, Pro, Enterprise, Mac and Courier License 	Min. Value of 2.500 USD License	17% reward

Opportunities eligible for deal registration:

Deal registration opportunities must be **Net New** to Corel at the time of registration to be eligible for the deal registration incentive. Net New means an opportunity that is both new to the deal registration incentive (not submitted by another reseller) and new to the Corel sales pipeline (i.e. not being actively worked on by a Corel Sales Representative. It also excludes a renewal of an existing Subscription or Perpetual License (with Active CorelSure Maintenance).

Incremental or Upsell new licenses added to existing Perpetual customers are eligible, providing the incremental amount meets the minimum thresholds outlined in the table above. However, note that new license SKUs for upsell opportunities may not be submitted on the same purchase order as renewal SKUs. Upsell/incremental units must be in addition to the products Corel is expecting the customer to renew and result in incremental revenue, otherwise no payment will be made. Note: Only the upsell. Incremental component will be eligible for deal registration. Opportunities that are the result of switching buying programs, i.e. Enterprise to Single User License sales are not eligible for deal registration.

For Subscription Licenses only the value of the first 12 months is eligible for deal registration payout and they must meet the minimum license quantity referenced in the table above

For approved deals that are identified (sourced), by a single reseller, and the "sourcing" reward will be provided to the reseller, even if another reseller closes the deal.

Upsell opportunities for existing customers during the year are eligible; however, the upsell/incremental component must meet the minimum license quantity referenced in the table above.

If Corel finds that you have registered an ineligible opportunity, we reserve the right to back out such transactions from your deal registration payout, or (ii) debit any future payments by the ineligible amount, if the relevant rebate has already been paid.

What we ask of Resellers

In order to qualify for this program, Resellers are at all times required to:

1. Have a Distribution Agreement in place with an authorized Corel Distributor.
2. Maintain an account in good standing with an authorized Corel Distributor.
3. Work diligently in good faith together with the Corel sales team, to drive registered opportunities to closure.
4. Comply with all applicable laws and regulations, including privacy laws, and Reseller will not violate the terms of any obligation that it may have to any third party.
5. Protect the username and passwords required to access the reseller portal.
6. Use any Corel Marks in accordance with all policies and guidelines established by Corel.
7. Honor any and all policies and procedures, including any security measures as requested by Corel.

What does a “registered opportunity” actually mean?

Registered opportunities shall, in Corel's sole discretion, meet the following criteria:

1. A proposed opportunity will not become a registered opportunity if it has already been registered with a different reseller, or if it is an opportunity that a Corel sales representative is already aware of and is actively working, or if it is an opportunity that has been discounted via a POE (price order exception) process.
2. Reseller must reasonably and in good faith believe that the proposed opportunity will close before the end of the then-current fiscal quarter, unless Corel elects to extend protection on a case-by-case basis.
3. Corel shall review and approve each proposed opportunity to determine whether it qualifies as a registered opportunity.
4. A registered opportunity will expire upon the expiration of Distributor's quotation.
5. Corel may disqualify a registered opportunity at any time if it reasonably believes that Reseller the program criteria is not being met.

What kind of sales support is expected of me?

Reseller is expected to provide a reasonable and appropriate level of sales activity based on the nature of the opportunity and communications received from the Corel sales team. Reseller may be asked to do any of the following: meet with and present to prospective end customers, explain features and benefits of various Corel Products, and provide general support for the sales cycle. Reseller shall at all times communicate appropriately with the Corel sales team.

What do I have to do in order to access and use the reseller portal?

Reseller will be assigned login credentials which will enable access to the reseller portal and the program.

Corel may provide Reseller access to the reseller portal at its sole discretion, and access may be revoked at any time. Use of the reseller portal shall be subject to the terms of use located at <https://www.corel.com/en/terms-of-use/>. Any information submitted by a Reseller will be at all times protected by Corel in accordance with all applicable laws and Corel's privacy policy.

What happens if Corel makes changes to the program?

Corel may, at its discretion from time to time provide updates to this program. Any changes to the program will be communicated via email or prominently presented on the reseller portal. Any such updates shall be binding on Reseller.

For more information or to register an opportunity visit <https://www.coreldraw.com/dealreg/>

Or please contact the NA Corel Sales Team by email NAChannel@corel.com

