

Deal Registration Program FAQs

What is the intention of the Deal Registration program?

To reward Upsite Partners that create opportunities for Upsite products with a better chance of protecting and winning the opportunity they created.

Is the registered reseller guaranteed to win?

No. While we like the registered dealer to win, the registration does not guarantee a win.

Are all requested Deal Registrations approved?

No – Upsite reviews each opportunity and determine approval on an opportunity by opportunity basis.

How long does it take to approve a Deal Registration?

Typically within 3 to 5 business days.

What kind of deals can be registered?

Opportunities that are up against competing products to Upsite's for larger one-time buys/projects or annual commitments.

Are there minimum deal value requirements?

Yes – Please see the attached chart for deal value and delivery timeframes.

Who can register a deal?

Only Direct Resellers of Upsite Technologies.

Can resellers not direct with Upsite participate in the Deal Registration Program?

Yes – but their opportunities must be registered by their chosen fulfillment partner that is a direct Upsite reseller. However, all communications, invoicing, rebates, etc. are between Upsite and the direct reseller partner.

Question: How many registrations are available per deal?

Answer: Just one, unless instructed otherwise by the end customer.

Do Deal Registrations cover a named end-user customer?

Deal Registrations cover a named end-user customer, but are limited to a specific location and project.

Do Deal Registrations expire?

Yes! When the project is completed or 6 months from the issue date, whichever comes first.

Can deal registrations be extended?

Yes, one-time for sixty days. After that, a new opportunity must be registered and accepted.

How do I get invoiced for the product?

The reseller is always invoiced at their standard Upsite pricing at time of shipment. This applies to orders that ship into, or from reseller stock, and drop shipments directly to end-users from Upsite. The reseller files

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a claim with Upsite for a rebate of the difference between standard pricing and the deal registration pricing. This requires proof of performance reporting, so please see the required POS reporting requirements.

Do I have to file proof of performance to participate?

Yes – all participants must file proof of performance.

How long do I have to make the rebate claim?

All claims must be made within 90 days of shipment date. Claims received after 90 days will not be processed.

Are special invoicing terms provided by Deal Registration?

No – but you are expected to pay all invoices within our standard payment terms. Claims for invoices paid late may be rejected.

How do I register an opportunity?

Go to upsite.com/deal-registration to register an opportunity.

Opportunity Size And Reporting Requirements:

Opportunity Size		
One-time Shipment	Multiple Shipments Less Than 3 Months	Multiple Shipments Greater Than 3 Months, Less than 12 Month
\$10,000.00	\$25,000.00	\$50,000.00

POS Reporting Must Include the Following	
Upsite invoice number	Required on all claims
Claimed \$ amount by line item	Required on all claims
Reseller/Contractor name	If applicable - selling through a third party
Reseller/Contractor City, State, Zip	If applicable - selling through a third party
End-user name	Required on all claims
End-user ship to City, State, Zip	Required on all claims

If you have further questions, please contact your upsite Director of Sales.

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