

# DEAL REGISTRATION GUIDELINE FOR PARTNERS

Secure Email Platform

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# DEAL REGISTRATION GUIDELINE

In order to ensure the best possible collaboration the requirements for deal registration are summarized below.

These describe the necessary information to be provided and the procedure to ensure rapid decision-making and execution on both sides of the partnership in the interest of the End Customer.

## DEAL REGISTRATION GUIDELINE

<b>REGISTRATION CRITERIA</b>	<p>Deal registration and approval by Retarus is required for Silver, Gold, Platinum partners and Distributors to qualify for the discounts of their respective partner level.</p> <p>Retarus reserves the right to reject deals which do not meet the deal registration requirements which are outlined in this document.</p>
<b>REGISTRATION REQUIREMENTS</b>	<p><b>Required Information</b></p> <ul style="list-style-type: none"> <li>• End Customer details (i.e. company name, address, contact details)</li> <li>• Offered Retarus service and service package</li> <li>• Estimated project volume (i.e. number of accounts, systems &amp; traffic)</li> <li>• Project Timeline             <ul style="list-style-type: none"> <li>• Planned deal closing date</li> <li>• Planned go-live date</li> <li>• Contract term with the End Customer</li> </ul> </li> </ul> <p><b>Optional Information</b></p> <ul style="list-style-type: none"> <li>• Current customer solution</li> <li>• Competitors, competing solutions in the End Customer project</li> <li>• Main contacts at End Customer</li> </ul>
<b>REGISTRATION PROCESS</b>	<p>Partners have to register such deals and opportunities with their respective Retarus partner manager.</p> <p><b>3 REGISTRATION STEPS</b></p> <ol style="list-style-type: none"> <li>1. Partner sends the above mentioned information via email or via the deal register form in the Partner Area to their respective Retarus partner manager</li> <li>2. The Retarus partner manager validates whether the deal and project scope meets the agreed criteria for the cooperation</li> <li>3. The Retarus partner manager approves or disapproves the deal register and provides feedback via email to the partner</li> </ol>

## About Retarus

With its outstanding solutions and services, intelligent infrastructure, and patented technology, Retarus manages communication for companies worldwide. Retarus' state-of-the-art technologies, highly available data centers, and innovative cloud messaging platform offer maximum security, maximum performance, and business continuity. With experience in steering information flows at the enterprise level, Retarus ensures that information is transferred securely and reliably to the right place, at the right time, in the right format—since 1992 and with now 15 subsidiaries on four continents. Seventy-five percent of DAX 30, half of all EURO STOXX 50, and 25 percent of S&P100 companies rely on Retarus services. Our long-standing customers include Adidas, Bayer, BNP Paribas, Bosch, Continental, DHL, DZ BANK, Fujitsu, Galbani, Goldman Sachs, Honda, Linde, PSA, Puma, Sixt, T-Systems, Singapore Airlines and Zeiss.

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