



MSI Deal Registration Terms and Conditions

Effective January 1st, 2024

Criteria Qualification	Business Entities Opportunities	Education and Government Opportunities
Participant Eligibility	Registered Partners in the U.S. that are in good standing in the MSI EDGE Partner Program	
Minimum Deal Size	10 units or \$10,000 USD	
Approval Period (calculated from date of MSI's notification of approval of deal)	Within 60 days from date of intended purchase with pre authorized extension or must re register for continuation of the original registered deal opportunity.	
Limited Length of Deal Registration Period and Terms	Deal Registrations are in effect up to 6 months from the date of last purchase date. Re-register of deal must be submitted after 6 months.	
Maximum Number of Opportunities Approved per quarter for each partner	100	

Additional terms and conditions:

1. Opportunity eligibility criteria.

- a. The opportunity is not being pursued by another MSI partner at the time the partner submits the deal;
- b. The aggregate size of the opportunity meets the Minimum Deal Size above. Aggregate deal size is determined before any taxes, shipping, handling, or other fees are applied. Only MSI-branded products and services are included in determining deal size. Third-party products and services are not included in such determinations;
- c. Before registering a deal, MSI Pro partner has made significant pre-sales efforts related to the deal, such as meeting with the decision-makers, qualifying the opportunity, helping the end-user to quantify the project budget with MSI products or services, and helping the end-user to define the project requirements to include MSI products or services. Partners must include a description of such efforts in the Justification Statement in the Deal Registration tool. In addition, partners must document such efforts, including proof of date and time, to be provided to MSI on request.

2. No combinations. Each deal must represent a single opportunity with a single end-user. Partners may not combine opportunities or end-user accounts for any purpose.

3. Registration Process:

- a. Partners must submit a deal for review via the MSI Deal Registration form through the MSIPartner.com portal or through an authorized MSI representative. The first partner to submit a deal that meets all program criteria will be approved for that end-user opportunity.
- b. If a deal is approved, MSI will notify the partner by e-mail. MSI strives to notify partners of its decision within two (2) to forty-eight (48) business hours. (MSI's regular business hours are 9 a.m. to 6 p.m., Monday through Friday PST, excluding holidays).
- c. If a deal is declined, MSI will notify the partner by e-mail, and will include the reasons for such decision.

4. Approval Period. A partner must close an approved deal prior to the expiration of the Approval Period. Partners may request one extension per opportunity. At its discretion, MSI may extend the approval period if sufficient justification exists.

5. Exclusivity and Exceptions.

A deal that is approved by MSI provides the registering partner with exclusivity against another MSI partner's efforts for that end-user opportunity, subject to the following exceptions, under which other MSI partners may directly pursue the same opportunity:

- a. If the end-user requests that other partners quote or bid on the opportunity;
- b. If the end-user has rejected the registering partner's bid or quote;
- c. If the partner is not actively working the deal (for example, by failing to respond to the end-user's or MSI's communications);
- d. If the partner does not close the deal within the Approval Period specified above, and no extension has been granted;
- e. If the partner does not quote the MSI products or services identified in its registration form;

6. Disputes. Partners must submit any disputes arising from this deal registration program to MSIPartner@msi.com, including a written description of all issues and alleged harm, prior to commencing any legal proceeding or formal dispute-resolution procedure. Any applicable dispute-resolution provisions in the MSI EDGE Partner Program Terms and Conditions, including applicable sales and service-provider contracts, shall apply.

7. Miscellaneous. Approval or rejection of a deal registration submission will be made at the sole discretion of MSI and will be non-negotiable and final. MSI does not guarantee the success or closure of any registered deal approved under this program. The benefits of the Deal Registration program cannot be combined with any other discounts without MSI's written authorization. MSI reserves the right to modify, supersede, or eliminate all or any of these terms and conditions or to terminate the program without notice.

(Rev Jan 2024)