



Corel Deal Registration Program

Corel's deal registration program rewards our most valued partners – our current and approved solution suppliers - for their sales efforts on our worldwide brands, including CorelDRAW®, MindManager®, Parallels®, and WinZip® 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.

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 partner 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

Active resellers are welcome to register an opportunity in our Partner Portal, this deal must meet the criteria established by Corel. If the deal registration is approved, the reseller will receive a notification for it.

Registered Deals will be protected for a period of time based on the territory. This period might be extended if Corel believes the reseller is working actively in good faith to drive the deal to closure, in accordance with the program.

Once the Deal is approved, the reseller will receive the additional protected margin, in accordance with the terms based of product and territory.

Eligible products by territory:

Product/Region	NAM	LATAM	EMEA	APAC
Corel <ul style="list-style-type: none"> • CorelDRAW® Graphics Suite • CorelDRAW® Technical Suite • CorelCAD™ • Winzip® • WordPerfect® • PaintShop® Pro • VideoStudio® • Painter® 	✓	✓	✓	✓
Parallels <ul style="list-style-type: none"> • Parallels® Desktop Business Edition • Parallels® Device Management • Parallels® Remote Application Server (RAS) • Parallels® Desktop for Chrome OS 	✓	✓	✓	✓
MindManager <ul style="list-style-type: none"> • MindManager® Enterprise 	✓	✓	✓	

For restrictions based of territory and product, visit the documentation in our Partner Portal.

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 Corel sales pipeline (i.e. not being actively worked on bt a Corel Sales Representative. It also excludes a renewal of an existing Subscription or Perpetual License (with Active CorelSure Maintenance).

The following requirements determine the eligibility to submit a Deal registration.

1. The opportunity must be Net New. Renewals don't qualify for Deal Registration for any product and territory.
2. Minimum thresholds and requirements apply per product set.
3. The opportunity should be a partner qualified lead, and the deal should be led actively by the partner throughout the sales cycle.
4. The opportunity must not be registered to any other partner and be unworked by Corel sales staff.
5. Deal registration must be submitted using the deal registration form and include all applicable information. Opportunities should be submitted via our Partner Portal.
6. The reseller must have enough information about the deal at the time of submitting the request, so Corel can determine eligibility.

7. The reseller needs to provide information that proves a pre-sales effort has been made, including but not limited to, conversation with decision maker, budget allocated for the opportunity, timeline for the opportunity within the 60 days the deal will be valid.

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 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.

How Can I access the Corel Partner Portal?

Resellers need to register in our Partner Portal and must be Active to participate in the Deal Registration program. Restrictions apply based of territory and product.

Corel may provide access to the portal at its sole discretion, and access may ne revoked at any time. Any information submitted by a partner will be at all times protected by Corel in accordance with all applicable laws and Corel's privacy policy.

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 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 our [Partner Portal](#)

Or please contact us by email
partners@corel.com



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