



DEAL REGISTRATION PROGRAM

Register deals or referrals to qualify for increased margin

Brivo Deal Registration allows a Reseller Partner to take priority on projects valued at the Brivo Price List of \$10,000 USD or greater. If a registered deal is approved, the partner is given 90 days priority to close the deal and receives a 5% discount on Brivo-branded hardware for net new Brivo customers.



Program Details & Requirements

To be eligible, the project must be a brand new Brivo customer and the Reseller Partner must generate the lead themselves and specify a Brivo solution.

- ⊕ Registration is easy. The Reseller Partner fills out the deal registration form and provides all required information. Only register opportunities that will use Brivo products and services.
- ⊕ Deal registration is valid for 90 days after approval, but may be extended at Brivo's sole discretion and can ONLY be registered by the Reseller Partner. Program is available to new Reseller Partners.
- ⊕ Deal registrations are approved on a first come, first serve basis. Other Partners can bid, but they will not get the registration for the deal or the additional discount and Brivo support.
- ⊕ If closing the deal extends beyond 90 days, the partner can request an extension through their Sales Support representative.

Deal Registration Benefits

Deal Registration gives a Reseller Partner:

- increased margins on approved new customer deals with an additional 5% discount off Brivo-branded hardware
- locked-in margins to stay competitive and win the deal against any competitor
- exclusive Brivo sales and technical support as the preferred partner on new sales
- confidence in knowing the pre-sales investment is secure
- speed to help you close new business faster

Qualifying Criteria:

- Project must be valued at Brivo Price List of \$10,000 USD equivalent or greater
- Must be a net new Brivo customer
- Lead must be unique and not have an existing record as a Brivo customer
- Cannot be a new location for an existing customer or an account that left and returned within the last 2 years

How to Register a Deal with Brivo

- 1 SUBMIT:** Confirm the project meets the qualifying criteria. Submit deal registration form available in the Partner Hub and Partner Portal.
- 2 BRIVO REVIEW & APPROVAL:** Within 2 business days, Brivo will review and confirm if a lead meets qualifying criteria. If approved, the partner receives an email with instructions on next steps.
- 3 CLOSE THE DEAL:** Partner works with the Sales Support representative to generate a quote as needed. Reseller Partner has 90 days to place the order via the Brivo Store.
- 4 EVERYONE WINS!**

**Register a deal now
to unlock your discount**

submit now