

# Netskope Deal Registration Programs

There are two ways we protect partners in opportunities:

1. When a partner initiates a new opportunity and submits a deal registration in the Netskope Partner Portal, and
2. When a Netskope sale rep shares an opportunity they find and brings a partner into the opportunity because the partner can add additional value.

## 1. Deal registration initiated by the partner:

### Opportunity registration qualifications

1. The Netskope registration program is per opportunity and not approved for the entire customer account. The opportunity must be a new or upsell/cross-sell opportunity for Netskope products (i.e. additional licenses for existing products and renewals do not qualify).
2. The partner must schedule a meeting (in person or online) that includes the reseller rep, customer and a Netskope sales or systems engineer that results in confirmation that the opportunity is real.
3. Partners must schedule and execute the meeting as outlined above within 30 days of submitting the opportunity registration form to Netskope.

### How to submit an opportunity registration

1. Login to the Netskope Partner Portal at <https://partners.netskope.com> and click on "Register a New Opportunity". Complete the form. You will receive an automated email acknowledgement.
2. Your submission will then appear in the Netskope Partner Portal Opportunity Dashboard, under "Pending" opportunities.

### Opportunity registration process

1. Opportunity registration submissions are automatically routed to the appropriate Netskope Channel resource,
2. Netskope verifies the registration request with the Netskope sales team.
3. Netskope will respond back to the partner within 72 hours with a determination that the submission is "Accepted", "Rejected" or "Pending". A "Pending" status means that either a prospect meeting must be confirmed, or more information is required. The channel resource will follow up with the partner representative within three (3) business days from the date of submission if the opportunity is in a pending status.
4. The current status of opportunity registrations is available at all times in the Netskope Partner Portal Opportunity Dashboard.

## Deal Registration Process via Netskope Partner Portal

The partner logs into the partner portal and initiates a partner lead deal via registering a deal registration. The First section is the partner AE and SE details. In a 2-tier model, they must select the distributor. All fields \* are required.

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Netskope is pleased to offer our value-added partners the opportunity to participate in our deal registration programs.

The Second section is Prospect company and opportunity details.

**PARTNER CONTACT INFORMATION**  
Please enter your account executive (AE) and sales engineer (SE) contact information here. Email aliases will not be accepted.

\* Partner AE First Name:  \* Partner AE Last Name:

\* Partner AE Email:

\* Partner SE First Name:  \* Partner SE Last Name:

\* Partner SE Email:

\* Preferred Distributor:

**Select One**

- ☑ J24
- Chassis
- Comms
- CS Finder
- Cybernet Systems
- Labortek II
- Exclusive Networks
- InfraX and engines
- Intellivity
- Kyocera Communications Systems
- Ubiquiti On Line
- Hi Tech
- Intellan Star/Bullion
- NR Secure
- Observe Technologies
- HyView PRO/COE
- Ryplex
- Tokyo Electric Device
- Other
- Not applicable

Once submitted, the partner rep who submitted the deal can see it in their pending dashboard in the partner portal.

**PROSPECT COMPANY INFORMATION**

\* Prospect Company Name:

\* Prospect Company Address:  \* Prospect Company City:

\* Prospect Company Country:  \* Prospect Company State/Province:

**PROSPECT CONTACT INFORMATION**

\* Prospect Dealer/Analyst First Name:  \* Prospect Dealer/Analyst Last Name:

\* Prospect Dealer/Analyst Email:  \* Prospect Dealer/Analyst Phone:

Title:

**OPPORTUNITY INFORMATION**

\* Purchasing Time Frame:  \* Opportunity Budget Approval?

\* Solution Type:

\* Number of Employees:

\* Next Steps:

\* Campaign Name:

\* Campaign:

**DATA PRIVACY**  
By submitting this information to Netskope, you are confirming you have disclosed and authorized the use of your personal data with Netskope and do so according to the relevant data protection laws from where the prospect is located. If the prospect is located in the EMEA/CCPA, you are confirming that their consent was given explicitly for Netskope to use its affiliates to use their personal data to arrange contact.

All Deal Registrations are created in a **pending state**. Action is required to Approve or Reject within 30 days.

If approved, an opportunity is created and associated with the Deal Registration under the Deal Information in the Deal Registration and under Channel & Deal Registration Information on the opportunity.

Upon approval, the partner rep will receive an e-mail confirmation. The additional discount will also be applied to the opportunity and quotes. Denials will include a reason.

**DEAL DASHBOARD**

Search:

Sort:  Last Modified

Prospect Company Name	Prospect First Name	Prospect Last Name	Created Date	Partner AE First Name	Partner AE Last Name	Deal Registration Status
Ani Corp - Test 1	Joe	Blum	01/10/2021	Amy	Cunningham	pending
Joe Dugan - Test 2	Joe	Blum	01/12/2021	Amy	Cunningham	pending

## Netskope Deal Registration Partner Initiated Terms and Conditions

1. Approved opportunity registrations are valid for 180 days. Extensions may be granted upon request but are not guaranteed. An opportunity can be extended for two 90-day periods beyond the initial 90 days and a written confirmation of the extension will be provided to the partner.
2. Only one partner will receive approval for a submitted deal registration, but other partners can receive standard discount pricing for the same opportunity.
3. Once a partner receives approval on a deal registration, Netskope expects that partner to lead with Netskope exclusively and if any competing technology is introduced by the partner with deal registration, Netskope reserves the right to revoke the deal registration.
4. Once an opportunity registration is approved, a communication will go to the individual who submitted the registration, so they have confirmation for their records. Also, partners can view their open opportunities on their dashboard in the Netskope Partner Portal.
5. Opportunity registrations with a status of “pending” for more than 60days after submission will be marked as “Rejected”. A new opportunity registration request may be submitted once additional information is available.
6. Approval of submitted opportunity registrations is at Netskope’s sole discretion.
7. In the event an opportunity has been approved and a Request for Proposal (RFP), a Request for Quote (RFQ) or Tender presented by the customer, Netskope reserves the right to rescind the approval of the registration.
8. In cases where Non-Standard Pricing is required, Netskope and the partner will share in any reduction of margin that occurs.
9. Netskope reserves the right to change or cancel the program at any time.

## 2. Deal registration protection for partners when the opportunity is brought to the partner by the Netskope sales team.

### How deal registration protection works:

1. The opportunity must be a new or upsell/cross-sell opportunity for Netskope products, this program does not apply to renewals.
2. In the Netskope instance of Salesforce, the sales representative who is working on the deal can go into the system and select a Partner account and then all the partner sales reps who have access to the Netskope Partner Portal are available for the Netskope sales rep to select.
3. Once the partner sales rep’s name is selected on the opportunity, a confirmation e-mail will be sent to that partner rep.
4. If you are working with a sales rep but have not accessed the Netskope Partner Portal, please go to [www.netskope.com/partners](http://www.netskope.com/partners) to request access to the portal. This will ensure you will receive confirmation of the opportunity that was shared with you, and you will be able to see it in the portal.
5. Once the Netskope sales rep saves the opportunity, a communication will go to the partner sales rep confirming the opportunity has been shared.
6. Just like the Netskope Deal registration-initiated program, you will be able to see the shared opportunities in the Netskope Partner Portal
7. **If you do not have access to the Netskope Partner Portal, please go to [Netskope.com/partners](http://Netskope.com/partners) and request access.**

## Netskope Deal Registration Protection Program Terms and Conditions

1. Opportunity protection is valid for the duration of the sales cycle for the specific opportunity that was shared.
2. Opportunity protection is provided to only one partner.
3. Once the Netskope sales rep has provided opportunity protection to a partner, Netskope expects that partner to solely represent Netskope in that opportunity and will not introduce any competing solutions.
4. Opportunity protection can be revoked if the customer can’t or won’t work with the selected partner.
5. In cases where Non-Standard Pricing is required, Netskope and the partner will share in any reduction of margin that occurs.
6. Netskope reserves the right to change or cancel the program at any time.



Netskope, a global SASE leader, is redefining cloud, data, and network security to help organizations apply zero trust principles to protect data. Fast and easy to use, the Netskope platform provides optimized access and real-time security for people, devices, and data anywhere they go. Learn how Netskope helps customers be ready for anything on their SASE journey, visit [netskope.com](http://netskope.com).

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