



Attachmate Deal Registration Program Highlights*

The North America Deal Registration Program provides incentives to reward Resellers for the pre-sales investment associated with securing certain new sales opportunities for Reflection Emulation, Reflection for Secure IT or Extra!. The Program is designed to create a successful and rewarding experience for our resellers while enhancing margins.

Eligibility	
Partner Eligibility	Available to all Attachmate North America (US and Canada) Resellers in good standing.
Opportunity Eligibility	New account to Attachmate
Attachmate Product Eligibility	New licenses and maintenance for the following products; Reflection Enterprise Suite 2008 Reflection Standard Suite 2008 Reflection for IBM 2008 Reflection for UNIX and OpenVMS 2008 Reflection for HP Reflection for the Multi-Host Enterprise Reflection X Reflection Suite for X Reflection for the Web EXTRA! X-treme Reflection for Secure IT
Exclusions	Renewals or previously installed licenses Third party, OEM or partner products Opportunities that have been previously identified by Attachmate or another Attachmate Reseller
Minimum Deal Size	\$10,000 US SLP
Additional Margin	
Deals including License and Maintenance	15% (Additional margin off buy price)
Deals including License only	10% (Additional margin off buy price)
Finders Fee	
If a deal is closed by a competing Attachmate reseller, a Finders Fee Rebate will be issued to the partner that holds the approved registration.	2% of registered deal rebate paid Maximum \$1,500

*For full details of the Attachmate Deal Registration Program see the [Attachmate PartnerWeb](#).