

Register Your Deal with Eaton!



Protect your deals from competition and get the best price!

2020 Program at a Glance

Now With Bigger Discounts!

Limited time only. Now through Dec 31, 2020

Eaton Deal Registration Program

This program rewards partners that identify, develop and win new Eaton® business opportunities. Eaton's accredited partners can receive financial rewards when they generate demand for new business either through new end user opportunity or by switching the competition over to an Eaton solution.

Qualifying Products

Products eligible for Deal Registration discounts include: Eaton 5S, 5SC, 5P, 5PX, Eaton Ferrups, ePDU, 9155 (US), Racks and Enclosures*, 9PX, 9PXM, 9355, BladeUPS, Network Connectivity Solutions, IPM Software and VPM Software.

Contact your Eaton sales associate for support.

ALL CHANNELS

Program Eligible Products	Minimum Registration Threshold (MRT)	Instant Rebates by Partner Level		
		Registered	Authorized 5% upfront plus	Certified 7% upfront plus
Eaton series 5,9, 9PX, BladeUPS, ePDU, Ferrups, racks, connectivity, IPM, VPM	\$15,000 list	7.5%	7.5%	7.5%
Eaton 9355 and accessories	\$20,000 list	7.5%	7.5%	7.5%
Stackable with				
GEM program and/or		3%	3%	3%
UPsGrade Program		5%	5%	5%

* RS-Rack and RS-Rack accessories (P/N starting with RS-) are not eligible for deal registration, or deal registration discounts.

Instant Rebates available through Distribution special pricing quotes through BidDesk

Deal Reg special pricing quotes sent to only 1 Distributor of choice.

Concurrent service and accessories related to each product group are eligible. Multi-year service discounts are NOT stackable with deal registration program.

Eaton's Deal Registration Program payouts are delivered in the form of an instant rebate to the reseller at the time of purchase from the distributor.

Program at a Glance continued

How to Register a Deal:

- STEP 1** — VISIT to the PowerAdvantage® website at www.poweradvantage.eaton.com and register for the program if you have not already done so. Login to the site and click on the Deal Registration tab (on the blue menu bar).
- STEP 2** — FILL IN the online registration form with all required fields and submit the form. You can select "UPSgrade program" if you are upgrading from an old Eaton solution to a new one or from a competitive program to a new one.
- STEP 3** — YOU WILL RECEIVE a response within 24 hours. Note the registration ID number on the email you receive from your salesperson when the request is approved.
- STEP 4** — SUBMIT your RFQ and/or purchase order to your distributor (Or to Eaton if purchase is direct); please include the registration ID number on the PO you send to your distributor or include a copy of your approved registration request. Your distributor (or Eaton) will use this number to validate the deal. You will receive your rebate up front at the time of purchase.
- STEP 5** — CLOSE THE DEAL request by going into the portal and clicking on the "Deal tab" button and then clicking on the "close" button on next to the request.

Rules of Engagement

- > Reseller must be a registered and approved Eaton partner, in good standing, in the Eaton PowerAdvantage Channel Accreditation Program to participate.
- > By registering the customer information WITHOUT the sku's, resellers can protect their deal but no pricing will be issued at that point, until all the product information including family of product, category and sku's are selected.
- > When the customer information is registered WITH the sku's, resellers can protect their deal and get the rebate associated with the registration upon closing of the opportunity.
- > If the opportunity cannot be closed within 180 days, the reseller may request an extension by editing the registration as described above and clicking on the "extend" button. The approval process will be the same as the initial request.
- > If the opportunity will not materialize, edit the registered request as described above and click on the "lost opportunity" button at the bottom of the page.
- > If the opportunity is not closed by the reseller or is not extended for an additional 180 days, it will be closed automatically by the system. It will have to be re-entered at a later date if it is to be re-instated.
- > You may edit the request and enter service for the deal at a later date, as long as the service is ordered on the same purchase order to your distributor. Service MUST be ordered at the same time as the hardware and included on the same purchase order to the distributor to be eligible to receive service rebate for the registered new deal.
- > Programs may not be combined and non-standard pricing (NSP) is not valid with this program.
- > Demo and evaluation units are not eligible.

For further details on the Eaton Deal Registration program visit:

www.poweradvantage.eaton.com

Login to the site and click on the Deal Reg link on the top blue navigation bar.

For assistance with Eaton products, pricing or configurations, please contact:

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