

## Juniper Deal Registration at Ingram Micro

### Eligible Partners

- All current Juniper Elite, Select and Reseller partners

### Eligible Products

- All Juniper Products and Service SKUs
- Mist SKUs must be registered via the Mist deal registration program

### Eligible Opportunities

- Net new business for Juniper that is not currently registered in the Juniper Sales CRM
- \$10,000 minimum deal size at list price
- RFP or Bid opportunities are not eligible for registration

### Program Benefits

- Only one partner will be registered per opportunity
- Partner has 120 days to request a quote
- Price quote is valid for 210 days

### Ingram Micro Deal Registration Concierge Service

Ingram Micro's Juniper Deal Registration Concierge Service allows partners to leverage the Ingram Micro team when it comes to submitting and managing deal registrations on behalf of partners.

Partners can have their deal registrations submitted through the Ingram team, which allows for increased visibility and creates quicker turnaround on quotes.

Our team is also available to train partner sales reps on how to submit deal registrations on their own, providing tips and training on how to efficiently manage the process.

### Requirements

- Must be a Juniper partner (Reseller or Select) in good standing
- Have an active Ingram Micro US account
- Have a Juniper Partner Center login (if you do not have one our team can assist you in getting one created)

### Benefits

- Faster turnaround on deal reg quotes
- Allows distribution early insight into the opportunity to plan for stock and financing options (if needed)
- Allows partner sales reps to focus on selling, while off-loading the deal reg process to distribution

### Contacts

*Need a Deal Registration submitted?*

Contact Deal Registration Specialist Madison Ritchey ([Juniper.Assist@ingrammicro.com](mailto:Juniper.Assist@ingrammicro.com))

*To Request a Deal Registration Training/Walkthrough for your team:*

Contact Sr. Solutions Executive Brian Gearhart ([Brian.Gearhart@ingrammicro.com](mailto:Brian.Gearhart@ingrammicro.com))