

# Introduction to Dell Technologies Deal Registration.

# Deal Registration overview.

Open to partners that are current members in good standing in the Dell Technologies Partner program.

This module highlights registration submission process for Dell EMC eligible products .

- Not applicable for VCE registrations or EMC U.S. Federal registrations, see Deal Registration page for additional guidance .
- For Dell U.S. Federal registrations, please login and use the Switch Partner Track feature in Partner Portal to access your Federal partner account .

## **Included in this resource material:**

1. Define registration requirements when submitting a deal .
2. Recognize the benefits of deal registration.
3. Identify the deal registration process steps.

# Before you start.

## When should you register a deal with Dell Technologies?

### We generally tell partners to register early and register often!

- Dell Technologies Partner Program requires certain revenue size minimums for deal registration reviews. Criteria varies across regions, Dell sales segments, and product lines .
- Be sure to review the current Deal Registration Guidelines/Terms on Partner Portal website for threshold guidance before registering a deal .
- Also review the next slides to understand what information you will need in order to register a deal. Required fields information is used by Dell Technologies Deal Registration Team to determine if your deal is a net-new business opportunity for Dell Technologies .
- Partner must provide **complete** and **accurate** deal information •
- Each deal registration must represent a single deal with a single end-user. Do not combine deals or end user accounts. Do apply for a separate deal registration for additional or different business opportunities.

# Deal Registration Form requirements.

## Opportunity Details Section

Deal Registration fields.		Examples/Comments
<b>Opportunity Name *</b>	Title of the Deal	"Smith Inc-New Storage Solution."
<b>Total Expected Revenue</b>	Initial estimated Deal Revenue. "must meet current minimum threshold in guidelines "	Automatically calculated based on product quantity and unit price .
<b>Book Date *</b>	Projected date when the opportunity will close.	
<b>Fulfilment Path *</b>	Procuring dell products for end customer via direct fulfilment or distribution.	Partner must finalize the fulfilment decision at time of submission.
<b>Engagement Type *</b>	Type of business relationship you have with the end user.	"invited to Bid by Customer."
<b>Use case Category*</b>	Reporting field describing the type of product solution for end customer. Select best-fit.	"Will not impact product selection."
<b>Use case sub Category *</b>	Reporting field describing the type of product solution for end customer. Select best-fit.	"Will not impact product selection."
<b>Use Case*</b>	Reporting field describing the type of product solution for end customer. Select best-fit.	"Will not impact product selection"
<b>Solution Scope *</b>	Additional opportunity details .	
<b>Justification Statement *</b>	Describe specific opportunity details: Scope of business need and solution that you tend to offer. List of completed pre-sales activities. For public end customers ,specify the procurement vehicle the end customer intends to utilize when making the purchase (contacts, open procurement etc)	"customer is looking for a technology refresh of its citrix application server environment Which will include a hyperconverged server appliance ,thin client and monitors. We have met with the decision makers and our engineer is spec-ing a solution.



\* Mandatory fields.

# Deal Registration Form requirements.

Deal Registration fields.		Examples/Comments
End User Mailing Country*	Customer country Location	United States
End User Account Name*	Customers legal Entity Name.	<b>Exact Match Search Criteria</b> Refer to Google or DnB website.
End User Mailing Street*	Location of opportunity	
End User Mailing City*		<b>Exact Match Search Criteria.</b>
End User Tax ID Code	Mandatory in EMEA (CEE) emerging and LATAM emerging countries and option in rest of the regions.	Ex: Brazil Deal Review.
End User Mailing state/province/Region*	Optional for EMEA unless postal requirement	<b>Exact match search criteria.</b> Must be spelled out.
End User mailing Zip/Postal Code*	Optional /Required fields by region	
End User Account Department End User Segment End User Website	Optional Fields	e.g: College Communications
End User First Name End User Last Name	End Customer Contact	
End User Email	End Customer Contact's email	"Refrain from public domain emails. e.g:Gmail etc.
End User Phone	End Customer contact's Phone.	

# Deal Registration Form requirements.

Opportunity details section (optional picklist fields to be filled by partner for accurate deal information)

Deal Registration fields.	Examples/Comments
Engagement Type	"Invited to bid by customer"
Storage Selling Motion	"upgrade/Growth"
Competitor being Displaced	"Acer"
Primary Competitor	"Cisco"

# Deal Approval Periods.

- If channel partner is granted a deal registration , Dell Technologies will not proactively engage in direct sales efforts for that deal during deal registration approval period (subject to Deal Registration guidelines/Terms)
- Approved Deal Registration will be valid for 90 days.



**90 Days**



*“Eligible deal registrations may be extended for an additional 90 days ,if deals have progressed to at least 10% stage .”*



# Deal Registration Process.



1. Partner submits request for Deal Registration



2. Dell Technologies Deal Registration team reviews deal details



3. Partner notified by email of approval or rejection.

# Getting Started

# Partner Portal Deal Registration Screen.

- Login to the Partner Portal.
- Go to 'Sales & Purchase' tab and select Deal Registration from the list of options, you will be directed to the Deal Registration landing page.

The screenshot shows the Dell Technologies Partner Program navigation menu. The top navigation bar is blue and contains the Dell Technologies logo, the text 'Partner Program', a search icon, and a user profile icon. Below the navigation bar, there are several tabs: 'Products, Solutions & Services', 'Sales & Purchase', 'Marketing & Programs', 'Training', and 'Support'. The 'Sales & Purchase' tab is selected and underlined. Below the tabs, there are several options: 'Deal Registration' (highlighted with a red dashed box), 'MyQuotes', 'Solutions Configurator', 'Premier Store', and 'Sales and Purchasing tools'. Each option has a brief description of its functionality.

**Dell Technologies** Partner Program

Products, Solutions & Services ▾ Sales & Purchase ▾ Marketing & Programs ▾ Training Support

**Deal Registration**  
Register a new deal or view the status of current opportunities

**MyQuotes**  
Access MyQuotes for configure, price, quote and order

**Solutions Configurator**  
Configure validated enterprise solutions and get your price and quote

**Premier Store**  
Premier is a customizable eCommerce tool which enables fast, accurate order process

**Sales and Purchasing tools**  
Introduce new products to customers, generate proposals, gather core requirements, configure solutions

# Switch Partner Tracks.

- Your selected Partner Track from the Partner Portal carries in to Deal Registration submission portal and will dictate the type of deal you can submit.
- If you need to switch tracks ,click the person icon on the top right. Most partners will only have one partner track. You can only switch partner tracks in partner portal website, not deal registration submission portal.

The image shows a screenshot of the Dell Partner Portal interface. The top navigation bar includes the user's name 'Saraswati Garimidi' and their role 'Tracky-Crazy, GB - OEM Solution Provider'. The main content area displays account details for 'Tracky-Crazy' with the following information:

- COMPANY: Tracky-Crazy
- AFFINITY: 3466136515
- PARTNER PROGRAM TRACK: GB - OEM Solution Provider
- PARTNER PROGRAM TIER: Authorized
- PURCHASE PATH: Direct
- SPECIALTY PRODUCT PURCHASE PATH: Distribution

Below the account details, there are links for 'Partner Account Settings', 'Change My Password', and 'View my Partner Account admin'. A prominent blue 'Switch Track' button is visible. At the bottom of the account details section, there is a 'Log Out' button.

Overlaid on the right side of the screenshot is a 'Switch Track' modal dialog. It contains a list of radio button options:

- DE - Solution Provider
- GB - OEM Solution Provider
- MX - OEM
- RU - Solution Provider

At the bottom of the modal, there are 'Save' and 'Cancel' buttons.

# Partner Portal Deal Registration Screen.

Deal Registration process is **accessed through the 'Register your Deal'** on the deal registration landing page  
**Click on 'Register your Deal' link to start the Deal Registration process.**

Partner > Sales and Purchase > Deal Registration

## Deal Registration

Register Enhancements Resources and Help Cross Border Program

By registering deals with Dell Technologies our partners can access either deal protection and/or approval for additional benefits to help close the deal. An approved registration can minimize conflict, support profitability through financial rewards, and attract sales assistance.

Our partners share deal details with us through the Dell Technologies portal. The team reviews the deal for eligibility and updates the status online and via email notification. Approved deals is the path to attracting special pricing upfront and possible rebates. Rebate values can increase with new business deals to recognize your investment in selling Dell Technologies.

[Register your Deal](#) [Click Here](#)

[Register your VCE Deal](#) [Click Here](#)

### Enhancements

It's a new year and new enhancements are launching with it! Registering your deals has never been as simple as it will be going into 2020.

- Automatically calculate the Total Expected Revenue value based on product, unit price and quantity selection.
- Validation added to ensure that deal meets minimum revenue threshold requirement. This will expedite the processing of your submission.
- Validation has been added to the justification statement field. Provide as much detail as possible to expedite processing.
- New customer end user details search capability has been enhanced to improve search results.
- Customer list record visibility has increased from 1000 to 10000 records.

### VCE Opportunity Enrollment for Authorized VCE Resellers:

- To submit a **VxRack Azure Stack** or **VxRack SDDC 14G** opportunity, click "Register your Deal".
- To submit a **VCE VxBlock** or **VxRack Flex** opportunity, click "Register your VCE Deal".

# Registering your Deal.

Click the 'Register a Deal' to begin the deal submission process.

The screenshot shows the Dell Technologies Deal Registration Portal. At the top left is the Dell Technologies logo. Below it is a navigation bar with links for Home, Opportunities, Approval Requests, Reports, and Cases. On the left side, there is a 'Welcome' section with user information: JohnDoe, InternalUSPTiB, My Company Profile, Channel Manager: Global data\_admin, Partner Track Name: InternalTeamUS, SolutionProvider - US - Solution Provider, Partner Program Tier: Titanium, Purchase Path: Direct, Specialty Product: Distribution, and Storage Preferred Distributor. Below this is a 'Quick Links' section with a list of actions: Register a Deal (highlighted with a red box), View my Leads, Closing this month, Register a Lead, View my Leads, Run Distribution Report, and View my Sales Team. The main content area features a 'Welcome to the Dell Technologies Deal Registration Portal' message with a blue graphic that says 'Rewarding our partners for developing new sales opportunities'. Below this is a search bar with 'View: 00BA000004VQxg' and a filter menu showing 'A | B | C | D | E | F | G | H | I | J | K | L | M | N | O | P | Q | R | S | T | U | V | W | X | Y | Z | Other | All'. A table titled 'New Opportunity' displays two rows of data:

Action	Opportunity Name	Unweighted Rev	Book Date	Stage	Opportunity Owner Alias
Edit	ABC.LTD-HARDWARE REFRESH	USD 50,000.00	1/7/2020	Lost, Cancelled - 0%	a0e77503
Edit	CUNY-NEW YORK CITY TECHNICAL COLLEGE - Test Deal - Joe.Wong.Internal.0102	USD 15,000.00	2/25/2020	Lost, Cancelled - 0%	a0e77503

# Selecting a Deal Registration Form .

Select “Deal Registration” or “Deal Registration for Existing End Customer” to submit a deal.

1. **Partner Track Name** represents the partner’s transacting entity relationship with Dell EMC for a given country .
2. **Partner Program Tier** represents your program level within Dell EMC Partner Program (e.g., Authorized Reseller, Gold, Platinum, Titanium) .
3. **Purchase Path** describes how the partner buys non-specialty products from Dell EMC.
4. **Specialty Product Purchase Path** describes how the partner buys specialty products from Dell EMC, such as Storage products, if applicable.
5. **Storage Preferred Distributor** represents the Distributor that will fulfill your specialty product purchase, such as Storage products, if applicable.

The screenshot shows the Dell Technologies Partner Program interface. The top navigation bar includes 'Home', 'Opportunities', 'Approval Requests', 'Reports', and 'Cases'. The main content area is titled 'New Opportunity' and 'Select Opportunity Record Type'. A user profile for 'JohnDoe' is visible on the left. The 'Partner Track Name' is 'InternalTeamUS - Solution Provider - US - Solution Provider'. The 'Partner Program Tier' is 'Titanium'. The 'Purchase Path' is 'Direct'. The 'Specialty Product Purchase Path' is 'Distribution'. The 'Storage Preferred Distributor' is not specified. The 'Select Opportunity Record Type' dropdown menu is open, showing three options: 'Deal Registration', 'Deal Registration', and 'Deal Registration for Existing End Customer'. Below the dropdown is a table titled 'Available Opportunity Record Types'.

Record Type Name	Description
Deal Registration	Selection to submit a deal for a new customer.
Deal Registration for Existing End Customer	Selection to submit a deal for a previously saved customer.

# Selecting a Sales Motion Account.

- Global or large partners who transact business under multiple entities are required to select a Sales Motion Account. The selection will become your partner account for your submitted deal registration.
- If you make a selection mistake, go back and click 'Register a Deal' again .
- **Most partners only have one Partner Program Track and will not see this screen.**

← → ↻ | dell.my.salesforce.com/apex/Sales\_motion\_account\_selection\_vfp?retURL=%2F006%2Fo&RecordType=0127000000057EN&ent=Opportunity

**Dell Technologies** | Home | Opportunities | Approval Requests | Reports | Cases | Logout

Welcome

Please Select Sales Motion Account

	Sales Motion	Sales Motion Type	Partner Account	Storage Preferred Distributor	Dell Affinity ID	Channel Manager
<a href="#">Select</a>	Track-crazy	Back to Back	Track-crazy		3466125894	Global data admin
<a href="#">Select</a>	Track-crazy	Stock and Sell	Track-crazy		3466227078	Stuart Adrian Maclean

**Partner Track Name:**  
Track-crazy - GB - Commercial Distributor

**Partner Program Tier:**  
Not Authorized

**Purchase Path:**  
Direct

**Specialty Product Purchase Path:**  
Direct

**Storage Preferred Distributor:**

Sales Motion Type	Description
Back to Back	Dell Technologies sells to a Distributor. The same Distributor then sells to a known Partner. That same known Partner then sells to a known End-User. These transactions progress linearly. Dell Technologies is only involved in the initial sale from Dell Technologies to the Distributor.
Resell	Partner purchases Dell Technologies products and services for resell to a specific identified End-User. End-User will maintain title, but either the Partner or a third party may manage the product.
Sell In	Dell Technologies sells products and services to the Partner, and that Partner either (a) sells such products and services out as-a-service, or (b) provides subcontract or managed services in a dedicated or shared environment to end-user customers. The Partner owns and maintains title to the assets as well as manages a services offering for one or more end-user customers. The location of the asset may be at the Partner or end-user customer's site.
Sell Out	Dell Technologies sells products and services to the Partner, and that Partner then sells such products and services out as-a-service to one end-user customer in a dedicated environment. The Partner owns and maintains title to the assets as well as manages a service offering for the end-user customer. The location of the asset may be at the Partner or end-user customer's site.
Dedicated	Dell Technologies sells to a Distributor for stocking inventory purposes, and that same Distributor then sells to a Partner who then sells to an End-User. The Partner and End-User are not known at the time of Dell Technologies Sell In for Stock and Sell.
Stock and Sell	Dell Technologies sells to a Distributor for stocking inventory purposes, and that same Distributor then sells to a Partner who then sells to an End-User. The Partner and End-User are not known at the time of Dell Technologies Sell In for Stock and Sell.



# Using Customer list feature.

- Select a 'Previously Used Customer Address and Contact' from your company's address book listing to speed up deal registration entry.
- Otherwise create a New Customer by clicking the link.

**Welcome**

GEO\_SO\_Tit Wonderer\_G1:  
My\_Company\_Profile

Channel Manager:  
Affinity-SFDC Informatica  
Integration

Partner Track Name:  
PBFQLBHQ\_PMTM - US-  
Solution Provider

Partner Program Tier:  
Titanium

**Customer List**

Speed up your deal review by selecting a previously used customer below or you can [Create a New Customer](#) [Cancel](#)

Show  entries

Select	End User Account Name	End User Account Department	End User Mailing Street	End User Mailing City	End User Mailing State/Province/R
<input type="radio"/>	Bell and Stevens		123 Main St	Albany	NYS
<input type="radio"/>	Dell Inc.		1 Dell Way	Round Rock	Texas
<input type="radio"/>	PAM MT TEST USER		TEST	TEST	TEST
<input type="radio"/>	Saint Matthews Holy School		456 XM 104 W	Kitchener	ONTARIO

**Contact List**

Now select a previously used contact for your customer or select create new contact below.

Show  entries

Select	First Name	Last Name	Title
<input type="radio"/>	John	Bell	

Showing 1 to 1 of 1 entries

Create New Contact

[Add Contact to Deal](#)

# Creating New Customer.

- Search for an End Customer legal entity – Use wildcard search [%] for **End User Account Name, country, city and state** fields – For duplicate customer & address matched results, just select one .
- If search result found, click **Add Customer** to Deal button. If none found, click **Use Original End User**.

Please complete the End User Details fields to search for a Customer. To modify your search, update the End User's Account Name, City, or State/Province/Region fields.

**New Customer**

**End User Details**

End User Mailing Country	INDIA
End User Account Name *	test Uk test
End User Mailing Street	dell test 123 street telangana
End User Mailing City *	hyderabad
End User Tax ID Code*	
End User Mailing State/Province/Region*	TELANGANA
End User Mailing Zip/Postal Code	500072
End User Account Department	
End User Segment	Education
End User Website	

Use % for wildcard search e.g., Dell%Inc or Dell Inc%

**Search Results**

No Record Found.

Speed up your customer creation process by selecting a desired customer you'd like to use. If not found, use your original end user details above to continue on to deal.

# Inputting opportunity information.

- Complete all required deal registration fields marked as mandatory (highlighted in Red) .Scroll down to view more fields.
- Fulfilment path should be selected on this screen but distributor partner is added via a separate process.

**Opportunity Edit** Save & Add Product Cancel

**Submission Status** Required Information

Submission Status Add product(s) using the [Add Product] link below or scroll down to the 'Products' related list and select [Add Product] before clicking the [Submit for Approval] button. Product pricing is unavailable online. Contact your Sales Rep for pricing.

**Opportunity Details**

Opportunity Name	technology refresh	Partner Sales Rep Name	Palash Pandey
Total Expected Revenue		Partner Sales Rep Email	palash.pandey@track-crazy.
Book Date	24/03/2020 [10/02/2020]	Partner Sales Rep Phone	986578989
Fulfillment Path	Distribution	Partner Opportunity Stage	Plan - 1%
Distributor/Reseller Account Name		Use Case Category	Application, Database and Data Solutions
Engagement Type	Competitive swap	Use Case Sub-category	Application Lifecycle
Public Tender Type	--None--	Use Case	Application Development
Region	All	Serial No/Asset Tag	
Primary Competitor	--None--	Solution Scope	Hardware, Support and Deployment Services
Primary Competitor Not Listed		Collaboration Type	Channel Led
Sales Comments			
Next Step			
Justification Statement	testing deal reg process steps hence mentioning these steps		
Systems and Services			

**End User Details**

End Customer	test	End Customer Contact	test
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# Inputting enterprise opportunity Information.

- Continue to complete optional fields listed on the screen. Some fields are solution specific.

Enterprise Opportunity Details

Is it a VMware related solution? --None-- ▼

TLA

Is it crossborder deal? --None-- ▼

# Adding products to a Deal.

- Once completed, Select 'Save & Add Product' to continue.
- The End User details section will auto-populate with selected data once products have been added on the next screen.

The screenshot displays the 'Opportunity Edit' interface. At the top, there are buttons for 'Save & Add Product' (highlighted with a red dashed box) and 'Cancel'. Below this is the 'Submission Status' section, which includes a message: 'Add product(s) using the [Add Product] link below or scroll down to the 'Products' related list and select [Add Product] before clicking the [Submit for Approval] button. Product pricing is unavailable online. Contact your Sales Rep for pricing.' A red bar indicates 'Required Information'.

The 'Opportunity Details' section is divided into two columns of fields:

- Left Column:**
  - Opportunity Name:
  - Total Expected Revenue:
  - Book Date:  (10/02/2020)
  - Fulfillment Path:
  - Distributor/Reseller Account Name:
  - Engagement Type:
  - Public Tender Type:
  - Region:
  - Primary Competitor:
  - Primary Competitor Not Listed:
  - Sales Comments:
  - Next Step:
  - Justification Statement:
  - Systems and Services:
- Right Column:**
  - Partner Sales Rep Name:
  - Partner Sales Rep Email:
  - Partner Sales Rep Phone:
  - Partner Opportunity Stage:
  - Use Case Category:
  - Use Case Sub-category:
  - Use Case:
  - Serial No/Asset Tag:
  - Solution Scope:
  - Collaboration Type:

# Searching product catalog.

- The comprehensive product catalog is comprised of a variety of Dell/EMC hardware ,software, services and third party offerings.
- Search for a desired offering. If unsure, select an offering within the same product line-of-business (LOB) for your deal. Click 'Select' to continue.

**Product Selections for Opportunity technology refresh**

Enter your keyword and filter criteria, then click Search to begin your search. Click More filters to use more than one filter. Search results include all records that match both your keyword and filter entries.

By Keyword:  By Field Filter:

Keywords: "optiplex"

Brand Desc	Product Desc	Product Group	Product Type	EOL Date By Region	RTS Date By Region	Replacing Platform	
<input type="checkbox"/>	Commercial Optiplex - Update to Dell Deta...	OptiPlex Desktops	Commercial	Client Solutions	APJ -- EMEA -- LATAM -- N AMER -- OTHER -- DEFAULT --	APJ -- EMEA -- LATAM -- N AMER -- OTHER -- DEFAULT --	
<input type="checkbox"/>	K1 - Dell OptiPlex Micro All in One Mount (S)	S&P	CS Software and Peripherals	Client Solutions	APJ -- EMEA -- LATAM -- N AMER -- OTHER -- DEFAULT --	APJ -- 12-Sep-2014 EMEA -- 16Dec2014 LATAM -- 12-Sep-2014 N AMER -- 12-Sep-2014 OTHER -- 12-Sep-2014 DEFAULT --	
<input type="checkbox"/>	K1 - OptiPlex Micro Dual VESA Mount (Stand)	S&P	CS Software and Peripherals	Client Solutions	APJ -- EMEA -- LATAM -- N AMER -- OTHER -- DEFAULT --	APJ -- 12-Sep-2014 EMEA -- 16Dec2014 LATAM -- 12-Sep-2014 N AMER -- 12-Sep-2014 OTHER -- 12-Sep-2014 DEFAULT --	
<input type="checkbox"/>	OptiPlex_XE3.MT	OptiPlex Desktops	Commercial	Client Solutions	APJ -- EMEA -- LATAM -- N AMER -- OTHER -- DEFAULT --	APJ -- EMEA -- LATAM -- N AMER -- OTHER -- DEFAULT -- 15-May-2018	
<input type="checkbox"/>	OptiPlex_XE3.MT.OEM	OptiPlex Desktops	Commercial	Client Solutions	APJ -- EMEA -- LATAM -- N AMER -- OTHER -- DEFAULT --	APJ -- EMEA -- LATAM -- N AMER -- OTHER -- DEFAULT -- 15-May-2018	
<input type="checkbox"/>	OptiPlex_XE3.SFF	OptiPlex Desktops	Commercial	Client Solutions	APJ -- EMEA -- LATAM -- N AMER -- OTHER -- DEFAULT --	APJ -- EMEA -- LATAM -- N AMER -- OTHER -- DEFAULT -- 15-May-2018	
<input type="checkbox"/>	OptiPlex_XE3.SFF.OEM	OptiPlex Desktops	Commercial	Client Solutions	APJ -- EMEA -- LATAM -- N AMER -- OTHER -- DEFAULT --	APJ -- EMEA -- LATAM -- N AMER -- OTHER -- DEFAULT -- 15-May-2018	



# Inputting product Details.

- Input the respective Product Unit Price and Quantity based on calculations from your inputted Total Expected Dell Revenue figure on the previous Opportunity Details section .
- Once completed, select 'Save' to continue, or 'Save & More' to add additional product lines before continuing .

**DELL Technologies**

Home Opportunities Approval Requests Reports Cases

Welcome

**Palash Pandey:**  
[My Company Profile](#)

**Channel Manager:**  
[Global data admin](#)

**Partner Track Name:**  
Track-crazy - GB - Commercial Distributor

**Partner Program Tier:**  
Not Authorized

**Purchase Path:**  
Direct

**Specialty Product Purchase Path:**  
Direct

**Storage Preferred Distributor:**

**Add Products to technology refresh**

Add products to this opportunity from PRM EMEA Standard Catalog catalog.

Save Save & More Cancel

Product	Unit Price	Quantity	Line Description	Extension/Renewal	Total Price
OptiPlex XE3 MT	<input type="text" value="0.00"/>	<input type="text"/>		<input type="checkbox"/>	

Save Save & More Cancel

# Share direct fulfilment Deal with others.

## On a deal-by-deal basis:

- Submitters can also share deal visibility and access for a given deal to other contacts with Dell technologies deal registration access within your company, by adding additional Reseller Contacts. Executive contacts cannot be added.
- Submitters can set View/Edit access so that added users can also co-manage the deal .
- All added users will receive email notifications for the given deal.

The screenshot displays the Dell Technologies Partner Portal interface. The main content area shows details for an opportunity named 'Technology refresh'. A red box highlights the 'Add Deal Owner' button. Below this, there are sections for 'Add Reseller Contacts' and 'Share emails within your company'. The 'Share emails within your company' section is also highlighted with a red box and contains three entries: 'Partner Team Mailbox 1', 'Partner Team Mailbox 2', and 'Partner Team Mailbox 3'. The interface includes a navigation menu on the left, a top navigation bar with 'Home', 'Opportunities', 'Approval Requests', 'Reports', and 'Cases', and a 'Logout' link in the top right corner.



# Submitting the Deal.

- Please review all opportunity details in its entirety, prior to submitting the deal for review. To make a change, click the **'Edit'** button .
- Once **'Submit for Approval'** button is clicked, you cannot make any modifications in partner portal without support assistance.

The screenshot displays the Dell Technologies Partner Portal interface. The top navigation bar includes 'Home', 'Opportunities', 'Approval Requests', 'Reports', and 'Cases'. The user is logged in as Palash Pandey, with a 'Logout' link in the top right. The main content area shows the details for an opportunity named 'technology refresh'. A red dashed box highlights the 'Submit for Approval' button, which is located next to 'Edit' and 'Add Deal Access' buttons. The opportunity details are organized into two columns of fields.

Opportunity Details		Partner Information	
Opportunity Name	technology refresh	Partner Sales Rep Name	Palash Pandey
Total Expected Revenue		Partner Sales Rep Email	palash.pandey@track-crazy.com
Total Expected Revenue USD		Partner Sales Rep Phone	966578989
Book Date	24/03/2020	Partner Opportunity Stage	Plan - 1%
Fulfillment Path	Distribution	Use Case Category	Application, Database and Data Solutions
Distributor/Reseller Account Name		Use Case Sub-category	
Engagement Type	Competitive swap	Use Case	
Public Tender Type		Serial No/Asset Tag	
Region	All	Solution Scope	Hardware, Support and Deployment Services
Primary Competitor		Collaboration Type	Channel Led
Primary Competitor Not Listed			
Sales Comments			
Justification Statement	testing deal reg process steps hence mentioning these steps		
	Systems and Services		

# Viewing Deal Review Status .

- Once the deal has been submitted, please allow up to two business days for the deal registration team to review your deal.
- View the deal review status by scrolling down to the deal's Approval History section.
- Partners can 'recall Approval Request' on submitted deals if a partner entry error mistake was made.

The image displays three overlapping screenshots of the 'Approval History' section in a software interface. Each screenshot shows a table with columns for Action, Status, Date, and Overall Status. The first screenshot shows a 'Pending' status with a 'Recall Approval Request' button highlighted. The second screenshot shows an 'Approved' status with a 'Submit for Approval' button highlighted. The third screenshot shows a 'Rejected' status with a 'Submit for Approval' button highlighted.

Action	Status	Date	Overall Status
Step: Route to Deal Registration Approver2 (Pending for first approval)	Pending	5/17/2016 10:37 AM	Pending
	Pending	5/17/2016 10:37 AM	
	Pending	5/17/2016 10:37 AM	
	Pending	5/17/2016 10:37 AM	
	Pending	5/17/2016 10:37 AM	

Action	Status	Date	Assigned To	Actual Approver	Overall Status
Step: Route to Deal Registration Approver2	Approved	4/28/2016 5:51 AM	Igor Soucek		Approved
		4/28/2016 5:51 AM	Ima Sanchez		
		4/28/2016 5:51 AM	Silvester Souc		
		4/28/2016 5:51 AM	Carrie Hageberg		
		4/28/2016 5:51 AM	ZULED LEWIS		

Action	Status	Date	Overall Status
Step: Route to Deal Registration Approver2	Rejected	5/17/2016 10:50 AM	Rejected
		5/17/2016 10:50 AM	

# Deal Registration Notifications.

- Once the deal registration team has completed its review, both the submitter and added contacts will receive the applicable email notification.
- For applicable Deal Registration Rejection disputes, please follow-up with your Inside Channel/Partner Account Manager (ICAM/IPAM).
- Your sales team is notified of your approved deal registration and will contact you to move the sales progress forward, if needed.
- To view your sales team contacts for the deal, access the Opportunity Team section.
- If your opportunity is declined and you have questions, please engage your Inside Channel/Partner Account Manager (ICAM/IPAM) .

**DELL**Technologies Partner program

testing prod.

We are pleased to inform you the following deal has been approved:

Deal ID [19331083](#)  
Opportunity Name: COCA-COLA COMPANY INC - Oppty\_StageSync  
Partner Program Track: US - Solution Provider  
Deal Expiration Date: 90  
Deal Expiration Date: Fri Apr 10 00:00:00 GMT 2020  
Partner Account Name: testing organization  
Deal Type: Existing Customer/LOGS  
Total Expected Revenue: 15000.0  
Fulfillment Path: Distribution  
Distributor/Reseller Account Name: Prod\_Bank One  
End User Account Name: Bank Account

List of Products Associated to this Opportunity : COCA-COLA COMPANY INC - Oppty\_StageSync

Product Name	Quantity	Qualified Programs
EMC CELEERRA	1	

Terms and Conditions apply

To view this deal please visit our [PartnerPortal](#) and log into deal registration

Do you have questions? Visit our [Partner Support](#) section.

We look forward to working with you to close this deal.

Thank you for choosing Dell Technologies!

**DELL**Technologies Partner program

test ptruyee cnt.

Thank you for submitting an opportunity using the Deal Registration tool. We will review the following opportunity and if necessary

Deal ID [19331312](#)  
Opportunity Name: COCA-COLA COMPANY INC - Oppty  
Partner Program Track: US - Solution Provider  
Partner Account Name: testing organization

Terms and Conditions apply.

For more Information, please refer to the Dell Technologies [Partner Portal](#)

*Please note that, at this time, you may not make any edits to the record above. After we have made a determination, the opportunity will change to either an "approved" or "rejected" status and we will send you an e-mail notification of the status change.*

Do you have questions? Visit our [Partner Support](#) section.

Thank you for choosing Dell Technologies!

**DELL**Technologies Partner program

Dear test ptruyee cnt,

We are unable to approve your deal registration request for the following reason:

Deal ID [19331247](#)  
Opportunity Name: Test - US 2016 Enterprise - Test Opp Cancel  
Partner Program Track: US - Solution Provider  
Rejection Reason: Other  
Other Rejection Reason: test deal  
Partner Account Name: testing organization  
Deal Type:  
Total Expected Revenue: 15000.0  
Fulfillment Path: Direct Fulfillment  
Distributor/Reseller Account Name:

List of Products Associated to this Opportunity : Test - US 2016 Enterprise - Test Opp Cancel

Product Name	Quantity
3M	1

For a non-registered quote on this opportunity, please contact your Dell Technologies sales team.

Terms and Conditions apply.

For more information, please refer to the Dell Technologies [Partner Portal](#)

Please contact your sales team with any questions. Owner (512) 513-2821 GCC Queue. [partner\\_sales@dell.com](mailto:partner_sales@dell.com)

Do you have questions? Visit our [Partner Support](#) section.

Thank you for choosing Dell Technologies!



# Partner Opportunity Management Feature .

- Once a deal registration has been approved, partners can proactively co-manage the approved deal with their Channel Account team, by **clicking the Edit button** during the sales lifecycle.
- Partners can and should update key values like Partner Opportunity Stage and Book Date. This includes, but is not limited to, closing the deal when it is won.
- Partner's Stage updates are conducted using the Partner Opportunity Stage field.
- IPAM's Stage updates are reflected in the Stage field in the Read-only section of the deal.
- Always remember to collaborate with your ICAM/IPAM with the updates you make.

The screenshot displays the 'Opportunity Detail' page for a deal titled 'technology refresh'. At the top, there are navigation links: 'Back to List Opportunities' and 'Printable View'. Below the title, there are three buttons: 'Edit', 'Add Deal Access', and 'Submit for Approval'. The 'Edit' button is highlighted with a red box and a red arrow. The main content area is titled 'Opportunity Details' and contains a table of deal information.

Opportunity Details	
Opportunity Name	technology refresh
Total Expected Revenue	GBP 0.00
Total Expected Revenue USD	0.00
Book Date	24/03/2020
Fulfillment Path	Distribution
Distributor/Reseller Account Name	
Engagement Type	Competitive swap
Public Tender Type	
Region	All
Primary Competitor	
Primary Competitor Not Listed	
Sales Comments	
Next Step	
Justification Statement	testing deal reg process steps hence mentioning these steps
Systems and Services	
Partner Sales Rep Name	Palash Pandey
Partner Sales Rep Email	palash.pandey@track-crazy.com
Partner Sales Rep Phone	986578989
Partner Opportunity Stage	Plan - 1%
Use Case Category	Application, Database and Data Solutions
Use Case Sub-category	Application Lifecycle
Use Case	Application Development
Serial No/Asset Tag	
Solution Scope	Hardware, Support and Deployment Services
Collaboration Type	Channel Led

# Deal Registration Term Extension Feature.

- All approved deal registrations that have progressed to at least Discover - 10% Stage, are eligible for a one-time auto-approved term extension request.
- Request Extension link appears beginning on Day 60 of the 90 day approval period .
- All extension requests must be conducted before the deal reaches Deal Expiration Date (Days Until Deal Expires ≠ 0)
- Partners and Channel Sales can request auto-approved extension for an eligible deal registration .
- Once extended, Deal Expiration Date will reflect additional 90 day approval period .
- Additional extensions must be submitted via Case Management to regional Deal Registration teams for Channel Business Approvals.

Registration information (Automatically populated- Do not edit)			
Deal ID	14423000	Stage	Plan - 1%
Partner Account	DIGITAL I/O	Deal Registration Status	Approved
Opportunity Owner	Zeus Distl Partner [Change]	Eligible for Extension	<input checked="" type="checkbox"/>
Deal Expiration Date	11/21/2018	Extension Request Status	New
Days Until Deal Expires	08		

OSC Solution ID (Do Not Edit)

### Request Extension

By submitting this deal extension request, I hereby confirm that this deal has progressed or will progress shortly into a sales quote. Once submitted, your deal validity period will be extended.



# Deal Registration process for Distribution deals.

- The dell technologies partner program supports different route to markets.
- Deal Registration process allows partners to submit applicable direct fulfillment and/or distribution deals.
- Add Deal Access button allows Distributors, Tier 1 and Tier 2 partners to name their required 'Sell-Through' Distributor/Reseller entity when submitting a distribution deal.
- Certain types of deals, like Dell Storage and/or EMC Storage, may required a Reseller to name their Storage Preferred Distributor.

Home | Opportunities | Approval Requests | Reports | Cases

Welcome

Opportunity  
**RUSSELL INVESTMENTS - DR15 UAT TEST - ERIC B**  
\* Back to List Opportunities

Channel Manager:  
GEO\_SO\_TI Wonderer\_G1:  
My Company Profile

Channel Manager:  
Affinity-SECO Informatica  
Integration

Partner Track Name:  
PBFQBHQ PMTM - US-  
Solution Provider

Opportunity Detail

Opportunity Details

Opportunity Name	RUSSELL INVESTMENTS - DR15 UAT TEST - ERIC B
Total Expected Revenue	USD 37,632.00
Deal Type	Distribution
Fulfillment Path	Distribution
Distributor/Reseller Account Name	JLSCHM15
Engagement Type	Collaboration

Select Distributor/Reseller Account

Add Reseller Contacts Add Distributor Contacts

Add Reseller Contact

Search Contact

Enter a Contact Email Address, Contact Name or Email Domain to search for a Contact. If you don't have a specific contact, check the Display Partner Admins box, click search and select a partner admin from list.

Reseller Account: MIRCO SYSTEMS INC

Contact

E.g. John\_Smith@test.com / John\_Smith / @test.com / test.com

Display Partner Admins

Opportunity Team

Show 10 entries

Action Team Member Team Member Role

Showing 0 of 0 of 0 entries

Share emails within your company

- Partner Team Mailbox 1 bill\_jones@reseller.com
- Partner Team Mailbox 2
- Partner Team Mailbox 3

Select Distributor/Reseller Account

Find A Distributor

Locate a Distributor near you

Deal Registration available to distributors and resellers who are both authorized Dell PartnerDirect partners.

Distributor/Reseller Account Name

Fulfillment Path Distribution

Account Country CANADA

End User Mailing Country UNITED STATES

Search By Distributor Email Address

Keyword

Email Address Keyword Examples - John\_Smith@test.com / @test.com / test.com

Search Close

Information

After selecting the account, Please proceed to the Add Reseller contacts and Add Distributor Contacts tabs above to grant users access to the deal.



# Deal Registration process for Distribution deals.

- On a deal-by-deal basis, Submitters can also share deal visibility and access to other Reseller & Distributor contacts with Dell technologies deal registration access. Executive contacts cannot be added.
- Submitters can set view/edit access so that added users can also co-manage the deal.
- All added users will receive email notifications for the given deal.
- The 'Share emails within your company' will only provide deal emails to additional recipients

Select Distributor/Reseller Account **Add Reseller Contacts** Add Distributor Contacts

**Add Reseller Contact**

**Search Contact**

Enter a Contact Email Address, Contact Name or Email Domain to search for a Contact. If you don't have a specific contact, check the 'Display Partner Admins' box, click search and select a partner admin from list.

Reseller Account NIRICO SYSTEMS INC

Contact

E.g. John\_Smith@test.com / John Smith / @test.com / test.com

Display Partner Admins

Search

**Opportunity Team**

Show 10 entries Search:

Action	Team Member	Team Member Role
No data available		

Showing 0 to 0 of 0 entries

Back to Opportunity

**Share emails within your company.**

Partner Team Mailbox 1

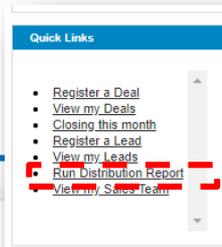
Partner Team Mailbox 2

Partner Team Mailbox 3



# Run distribution report feature.

- This feature will also allow any Distributor Partner User, Partner Manager, and Partner Executive with elevated All Deal Access onboarding setup to see any distribution Report deals submitted by any reseller for that same distribution account.
- This feature will allow the elevated Distribution Partner Users to see all distribution deals for their distribution partner account.
- Report can be exported to Excel.



The screenshot shows the Dell Technologies 'Distribution Report' page. At the top, there is a navigation bar with 'Home', 'Opportunities', 'Approval Requests', 'Reports', and 'Cases'. Below this, the page title is 'Distribution Report'. A message states 'Report Generation Status: The report returned no results.' and 'Track-crazy Partner User'. Under 'Report Options', there are buttons for 'Run report', 'Table details', 'Printable View', and 'Export to Excel' (highlighted with a red box). The 'Generated Report' section shows a list of filters: 'Filtered By: 1 AND (2 OR 3) AND 4 AND 5 AND 6 AND 7'. Below the filters is a table with columns: Deal ID, Opportunity Owner, Opportunity Name, Fulfillment Path, Deal Registration Status, Stage, Partner Opportunity Name, Unweighted Rate, Book Date, Deal Expiration Date, Days Until Deal Expires, Partner account, Distributor/Reseller Account Name, End User Account Name, Partner Sales Rep Name, Partner Sales Rep Email, Partner Sales Rep Phone, Primary Campaign ID, and Primary Campaign Source. The table shows 'Grand Totals (0 records)'. At the bottom, there is a footer: 'Confidential Information - Do Not Distribute'.



# Helpful Resources

Our Partners can submit a case for Deal Registration help by accessing the Partner Support page on Dell technologies Partner Portal. once on this page the user can click on Deal registration support option on the page and click on raise a case link.

Dell Technologies Partner Program

Tracky-Crazy, GB - OEM Solution Provider

Palash Pandey

Choose the category which best describes your question or issue.

- ASKING FOR SUPPORT
- DEAL REGISTRATION SUPPORT
- ORDER SUPPORT
- TRAINING AND COMPETENCIES
- PROGRAM BENEFITS AND REQUIREMENTS
- APPLICATION SUPPORT
- ON BOARDING ISSUES
- CHANNEL SERVICES HELPDESK
- MARKETING TOOLS SUPPORT
- PRODUCT SUPPORT
- PARTNER CENTRAL USERS

## Deal registration support

Program or process inquiries, expedite, or extensions.

[Raise a Case](#)

Deal Registration Register a new deal or view the status of current opportunities.	Partner Portal
Introduction to Dell EMC Deal Registration Deal Registration training guide that highlights the registration submission process for Dell EMC eligible products. Use...	Training Internal And Partner Only 04/11/2019

The Dell Technologies logo is centered within a white rectangular border. It features the word "DELL" in a bold, sans-serif font, where the "E" is replaced by a stylized icon of three slanted parallel lines. To the right of "DELL" is the word "Technologies" in a lighter, sans-serif font.

**DELL**Technologies

**PARTNER PROGRAM**