

SOLARWINDS DEAL REGISTRATION



Deal Registration Date:

Please Note;

- All fields below are mandatory - (Failure to do so can result in approval delays/rejection)
- End User details are required to ensure correct account tagging and deal protection - Please note in the absence of end user contact details deal registration cannot be granted
- Please provide as much detail as possible on the opportunity.
- Opportunity Stages : Preliminary, Evaluation, Quoted, Developed, Forecasted

END USER DETAILS	
End User Company Name	
End User Contact Name	
End User Contact Number	
End User Contact Email Address	
RESELLER DETAILS	
Reseller	
Reseller Contact Name	
Reseller Contact Number	
Reseller Contact Email Address	
OPPORTUNITY DETAILS	
Products of Interest	
Has the customer installed an evaluation trial? Do they need to?	
Opportunity Stage	
Budgeted project?	
Approval - What is the sign off process?	
What is the specific need / Painpoint the customer needs to address?	
Are they looking at other solutions and/or is there an incumbent solution in place?	
Timeline?	
Environment details? E.g. as it relates to the products of interest	
What is the next step? E.g. Scoping call / Demo? / a Site visit?	
When is that next step scheduled for?	