

The Sword Active Risk Deal Registration Program

The Sword Active Risk Deal Registration Program is designed for Risk Consultants through to Value Added Resellers and Solution Providers. This includes both existing Partners of Sword Active Risk, but also those with a less formal relationship.

What is Deal Registration?

Deal registration is a program that Sword Active Risk offers to individuals or organizations, which rewards them for bringing new business opportunities to Sword Active Risk's attention. The individual or organization would inform Sword Active Risk about a lead, and in return will be given a percentage of the licence fee, if the opportunity moves to closure within twelve months.

Once a lead is registered with Sword Active Risk, the Partner Manager will review whether the lead is a current opportunity within the internal CRM. Deal Registration is only available when an opportunity is not already registered by another Partner or Direct Sales Team i.e. an existing open opportunity must not already exist, or currently being worked on by the Sword Active Risk Sales Team, in order for the deal registration to be valid. Registration of a qualified new deal is completed by submitting the registration form online at www.sword-activerisk.com/deal-registration/

Deal Registration Policy – Key Points

- Any opportunity already known to Sword Active Risk will not be considered for Deal Registration.
- Valid Sword Active Risk products for deal registration must be generally available.
- Opportunity must be presented with a clear and detailed description of customer business case, an outline of the likely sales cycle, and a reasonable understanding of customer's procurement process based upon Partner's business development efforts thus far.
- Net licence opportunity size to Sword Active Risk must be either equal to or greater than £10,000 excluding any maintenance and support costs, to receive 10% margin against the licence value of the opportunity.

Sales Support

- Pipeline management through clear rules of engagement with the field.
- Rules of engagement provide the foundation for building a world-class channel built on support, trust and fairness.
- Close engagement with the channel on deals and the end user with permission and support from the Partner allow us to have a realistic view of how the channel is performing and where the gaps are in the pipeline.
- Revenue matches expectations.

EMEA – London

1 Grenfell Road,
Maidenhead,
Berks SL6 1HN,
UNITED KINGDOM
Tel: +44 (0)1628 582500

Americas – Washington

13221 Woodland Park Road
Suite 440
Herndon, VA 20171
UNITED STATES
+1 (703) 673 9580

APAC – Melbourne

40/140 William Street
Melbourne
VIC 3000
AUSTRALIA
Tel: +61 3 9229 3852

Malaysia

Level 33, Ilham Tower,
No. 8, Jalan Binjai,
50450 Kuala Lumpur,
MALAYSIA
Tel: +60 3 2117 5302

www.sword-grc.com

info@sword-activerisk.com

Twitter @ActiveRisk

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SGRC | v1.0 | 08.03.19

The logo for SWORD GRC features the word "SWORD" in a large, bold, blue, italicized sans-serif font. A thick yellow horizontal line is positioned directly beneath the letters of "SWORD". Below this line, the letters "GRC" are written in a smaller, blue, bold, sans-serif font.