



Margin Builder Program

www.VeritasMarginBuilder.com

Veritas Margin Builder is a deal registration program offering Partners the potential to earn additional upfront margins on qualifying SMB deals. Veritas Margin Builder is now available to all Partners registered on Veritas partner portal - Veritas PartnerNet (<https://partnernet.veritas.com>)

Step 1 - Identify a New License Opportunity:

Eligible products to be registered on the Veritas Margin Builder tool can be viewed in PartnetNet. When you identify a new opportunity, follow the simple steps to register your deal on the Veritas Margin Builder Tool.

Step 2 - Registering a Deal and Deal Validation:

Deals are auto-validated based on a simple set of criteria and can be approved instantly! If approved, you will be issued with a Deal-ID giving you the opportunity to earn an additional margin up to 25%* depending on the partner tier status of your company.

Step 3 - Claim Your Additional Discount:

Pass your Deal-ID to Tech Data to claim your additional margin*.

Partner Tier	Discount Eligibility	Recommended Discount*
Registered tier		Up to 10%
Silver tier		Up to 15%
Gold tier		Up to 20%
Platinum tier		Up to 25%

Eligible Solutions:

Veritas Backup Exec™, Desktop and Laptop Option (DLO), and System Recovery

Approval Notification:

Formal notification will be sent via automated email to the email address used by the partner to register the deal. When Tech Data is selected on the registration will also receive a copy of the approval email.

Valid Registrations:

Registrations are valid for 60 days from the date of approval and are granted only to the Eligible Partner who first registers the Margin Builder deal. Eligible Partner is encouraged to close the transaction within 60 days. During these 60 days, no other partner will be able to register another opportunity for this same deal. If the transaction has not closed within this time period, the Margin Builder registration automatically expires. Following the expiration of a Margin Builder registration, the registration process begins again. The original Eligible Partner, or any other Eligible Partner, may then register the transaction for the same end user customer. The first Eligible Partner to register the opportunity will receive a new Margin Builder approval confirmation and be solely eligible for this Benefit.