

Deal registration

Overview

The RUCKUS® Deal Registration program is designed to recognize the value RUCKUS Partners provide in pursuing project work, helping to protect pre-sale investment and encourage profitability and success when selling wired and wireless products.

Learn more

For more information, contact your Partner account manager or visit the [RUCKUS Partner Portal](#).

How to register a deal

1. Register the opportunity

To access Deal Registration, click on the “Partner Central” tile upon logging in the [RUCKUS Partner Portal](#). Complete the form with the following:

- End user information (such as company name, address and contact)
- Project information (such as description, size, etc.)
- Products (RUCKUS Wired and/or Wireless products by SKU—not product family)

2. Await approval

If the deal is approved, an approval notice will be sent from the system. Subject to exceptions, the deal is protected for six months. Only one RUCKUS Partner may receive an approved Deal Registration per customer opportunity. Deals are generally approved/rejected within two business days of submission.

3. Bid deal with Deal Registration discount and win!

Access the [Deal Registration “How-to” Guide](#) for further details.

Program discounts

Incremental Deal Registration discounts may be provided, in addition to any standard discount RUCKUS Partners receive from distributors. Pricing to RUCKUS Partner is set by distributor. The distributor selected during the registration process will be notified of approvals and will send a quote to the RUCKUS Partner.

The discounts will be as follows.

- Minimum deal size >\$12K MSRP in order to be eligible for Deal registration.
- Pricing applies to Categories A, C, and D* in the RUCKUS monthly price list.
*Excluding SZ144 Controllers (P01-S144-XX00), SZ144 (P01-D144-XX00), and R350e (9X1-R350-XX03).

Products Category

Wired/Wireless

Need assistance from sales?

Contact [RUCKUS Sales](#) for assistance with the deal.

Further guidance

For questions or additional information about the RUCKUS BIG DOGS Partner Program, please click on the “Partner Program” tile from the [RUCKUS Partner Portal](#) homepage, contact your RUCKUS account manager or email ruckuschannel@ruckusnetworks.com.

Terms and conditions

- All opportunities must be submitted through the RUCKUS Deal Registration tool. All required information must be completed accurately for consideration. RUCKUS reserves the right to reject any registration submission.
- RUCKUS reserves the right to approve or reject any Deal Registration submission at its sole discretion.
- Deal Registration discounts may not be combined with special pricing discounts (Deals Desk/DDO), other sales promotion discounts, or sales program discounts. Certain programs and promotions may require an approved Deal Registration to qualify.
- Support, services, training, and cloud products are not eligible for incremental Deal Registration discounts but may be included for program compliance or informational purposes.
- Only one RUCKUS Partner is eligible for Deal Registration benefits per opportunity. All additional submissions for the same opportunity will be rejected. Approval is at RUCKUS' sole discretion and is not based solely on a first-come, first-served basis. Other factors, including incumbent partner status, may be considered.
- Subject to exceptions, approved Deal Registrations are valid for six (6) months from the date of approval. Extension requests will be reviewed on a case-by-case basis.
- Failure to comply with the Deal Registration Program terms and conditions may result in loss of eligibility for program benefits. An approved registration may be revoked if submitted information is determined to be inaccurate. RUCKUS reserves the right to reject any resubmission.
- Deal Registrations generally may not be transferred to a different distributor once approved. Exceptions will be reviewed at RUCKUS' discretion.
- To the maximum extent permitted by law, RUCKUS shall not be liable for any consequential, incidental, indirect, special, or punitive damages arising out of or related to the Deal Registration Program.
- RUCKUS will make reasonable efforts to prevent duplicate approvals. In the event of duplicate approval, RUCKUS will honor the opportunity with the earliest approval time stamp in the Deal Registration tool.
- RUCKUS reserves the right to decline grandfathering of existing opportunities if the program terms are modified.
- RUCKUS reserves the right to cancel or refuse Partner participation in the Deal Registration Program at its sole discretion.
- RUCKUS reserves the right to modify or terminate the Deal Registration Program at any time without prior notice.
- The Deal Registration Program is provided "as is." RUCKUS makes no warranties, whether express, implied, statutory, or otherwise, with respect to the program or any related materials or services.
- A RUCKUS Partner may not submit multiple bids on the same opportunity using competing manufacturers' products where Deal Registration has been granted.
- RUCKUS reserves the right to withhold any and all program benefits if a Partner is not in compliance with its Partner Agreement or if the Partner account is not in good standing. The RUCKUS Big Dogs Partner Program is subject to change or cancellation at RUCKUS' sole discretion. Additional terms and conditions may apply.

RUCKUS WIRELESS CONFIDENTIAL

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CO-114112.3-EN (03/26)