

HPP EMEA Deal Registration Program Program Guide

Dec 1st 2017

HPP Administration Office

HULFT

One for All, All for Our Customers

Deal Registration Program (DRP)HULFT

- HPP Deal Registration Program (DRP) is intended to reward contributions from partners that have found, registered, and concluded contracts for **new deals** of HULFT family products.

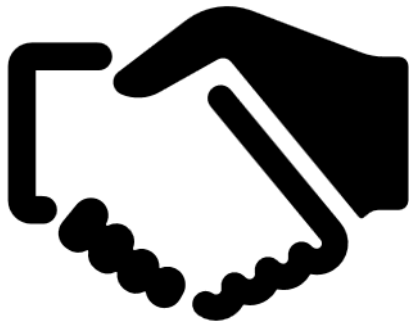


- Partner may participate DRP regardless if they directly resale HULFT products to customers or indirectly contribute the deal*.

*Partners need to prove how they contributed to their customers' decisions.

Deal Registration Program (DRP) **HULFT**

- A **new deal** refers to a deal with a customer that has not purchased HULFT family products before or a deal made by proposing a new product to an existing customer. Even with existing customers, a new deal and a deal made through a proposal to a department that has not introduced our products will be covered under this program followed by our confirmation.



HULFT

HULFT-WebFileTransfer

HULFT-HUB



DataSpider[®] Servista



DataMagic

- The following partners can participate in the HPP DRP:
Partners certified as HPP category “Sales Partners”



- To participate in the DRP, please understand **“Terms and Conditions of Deal Registration Program(DRP)”** on the HPP Portal, fill out **“HPP Deal Registration Program Participation Application Form,”** which can be downloaded from the portal, and then submit it to the HPP Administration Office by e-mail.
- After confirming the submitted participation application form, HPP Administration Office sends **“Notification of HPP DRP Participation Registration Confirmation”** by e-mail. From this point forward, you can use the DRP. The notification shows the region (country names) and products that you can apply to the DRP.
- Your DRP participation application may not be acceptable after reviewing your participation application form. In such case, you will be informed by e-mail.

Applicable Products

- **HULFT**
- **HULFT-WebFileTransfer**
- **HULFT-HUB**
- **DataSpider Servista**
- **DataMagic**

New licenses for the above-mentioned products are applicable.
Any updates to those products and OEM products are not applicable.

- **An applicable transaction refers to a transaction that provides applicable products to customers directly from us or via our authorized partners.**
- **Update deals, OEM deals, and additional license deals to existing customers are not included.**
- **In addition, deals we introduced to our partners, deals that have already been registered with our CRM system by our marketing contact persons, product deals to be used by the partners or group companies worth 50% or more of their capital tie-up with the partners, deals already registered by other partners, deals registered by a partner other than applicable partners, and deals applied special discounts are also not included.**
- **The minimum DRP deal is 5,000 USD (excluding tax) at the listed price for an applicable transaction. Deals less than 5,000 USD are not included.**

- To register a deal, please download the specified “**New Deal Registration Application Form** (Excel format)” from the HPP Portal, fill out the form, and submit it to HPP Administration Office by e-mail.
- The eligibility of the registered deal is reviewed, and you will be notified of the result in “**Notification of Registered Deal Review Result**” within three business days by e-mail. It shows the customer name, deal number, and valid period.
- The valid period of the registered deal is 180 days from the registered date (the date when the application form is submitted by e-mail). The valid period can only be extended once 180 days by submitting an extension application request to HPP Administration Office by e-mail prior to the expiration date. You will receive “**Notification of Registered Deal Valid Period Extension**” or be informed that your application was not acceptable by e-mail within three business days after the application request has been received.

The DRP reward rate is as follows:

- **Five percent of the total list price of applicable products in an applicable transaction** (excluding tax)

- When you have concluded a contract for an applicable transaction and received an order, please report the following to HPP Administration Office by e-mail.
 - ✓ Customer name
 - ✓ Deal number (described in “**Notification of Registered Deal Review Result**”)
 - ✓ Scheduled delivery date of applicable product to the customer
 - ✓ Your bank account information to which we pay the reward
- Once we confirm the execution of the transaction, you will be notified if the payment can be proceeded, amount of the rewards, and scheduled payment date by e-mail within five business days.

Thank you.

This guide is maintained by the HULFT
Partner Program Office.
Please send any comments or questions to
HPPA@hulft.com.

HULFT Partner Program