

# DEAL REGISTRATION PROGRAM

## MARCH 2026 – REV20260306

### 1. Purpose

The OpenNebula Deal Registration Program is designed to recognize and reward partners who actively identify, develop, and position OpenNebula solutions with customers.

The program encourages partners to invest in business development, solution positioning, and opportunity creation while maintaining a fair, transparent, and competitive partner ecosystem.

Approved Deal Registrations provide the registering partner with preferential commercial conditions and priority support from OpenNebula during the sales and procurement cycle.

Deal Registration does not grant exclusivity over a customer opportunity. Other partners may participate in the same opportunity if requested by the customer or required by a competitive procurement process. However, the registering partner will retain preferential commercial conditions and priority support from OpenNebula.

The program is particularly intended for opportunities where partners invest significant effort developing projects, including responses to RFP, RFI, RFQ, or other competitive procurement processes in both public and commercial sectors.

### 2. Default Conditions

- Participant Eligibility: Active Partners at Strategic level
- Minimum Deal Size: \$25,000k
- Approval Period: 90 days for \$25-50k deals, and 120 days for \$50k+ deals
- Maximum Number of Opportunities: 10
- Type of Opportunity: A specific, limited-time project that generates new demand for OpenNebula services, such as a response to an RFP, RFI, RFQ, or other procurement process.

### 3. Opportunity Eligibility Criteria

- a) The opportunity represents a clearly defined project involving a specific end-user organization.
- b) The opportunity has not already been approved under an existing Deal Registration submitted by another partner.
- c) The aggregate size of the opportunity meets the Minimum Deal Size specified above.

The aggregate deal size is determined before taxes or additional fees are applied and includes only OpenNebula-branded products and services. Third-party products or services are excluded from this calculation.

- d) Prior to registering the opportunity, the partner has made significant pre-sales efforts, such as:

- Meeting with customer decision makers
- Qualifying the opportunity
- Helping the end user define project requirements involving OpenNebula
- Contributing to the architecture or solution design
- Preparing proposals including OpenNebula technology
- Conducting demonstrations, workshops, or proof-of-concept activities

Partners must describe these activities in the Deal Registration request and maintain documentation of such engagement that may be requested by OpenNebula Systems.

- e) The proposed solution includes clear value added by the partner beyond simple resale of OpenNebula products or services.



#### **4. Specific Opportunity Requirement**

Each Deal Registration must represent a single opportunity associated with a specific project and a specific end-user organization.

Registrations based solely on a general customer account, territory, or potential future opportunities will not be approved.

Partners may not combine multiple opportunities or customers into a single Deal Registration.

#### **5. Registration Process**

a) Partners must submit the Deal Registration request via email to [partners@opennebula.io](mailto:partners@opennebula.io).

The request must include:

- End-user account name and contact details
- Project description and scope
- Estimated quantity of OpenNebula products or services
- Estimated purchase date or procurement timeline
- Description of the partner's pre-sales involvement and activities

b) OpenNebula will review the submission and may:

- Approve the registration
- Reject the registration
- Request additional information

c) Approval will be granted at the sole discretion of OpenNebula based on the eligibility criteria and evidence of partner engagement.

d) OpenNebula will notify the partner of the decision and, if rejected, may provide the reason for the decision.

#### **6. Protection Period**

An approved Deal Registration is valid for the Approval Period specified in the Default Conditions section.

Partners must demonstrate continued engagement with the opportunity during this period.

Partners may request one extension of up to 90 days per opportunity, subject to OpenNebula approval. Extensions may be granted when:

- The opportunity remains active
- The partner demonstrates ongoing engagement
- The procurement process requires additional time

#### **7. Benefits of Deal Registration**

Partners with an approved Deal Registration may receive the following benefits:

##### **Preferential Commercial Conditions**

The registered partner may receive the most favorable pricing or margin available for the opportunity, providing a commercial advantage when preparing proposals.

##### **Priority Vendor Engagement**

OpenNebula will recognize the registering partner as the partner who originated and developed the opportunity and may prioritize collaboration with that partner during the sales cycle.

##### **Priority Pre-Sales Support**

The registered partner may receive priority access to OpenNebula pre-sales and technical resources, including:

- Technical guidance
- Architecture validation
- Proof-of-concept support
- Assistance preparing proposals or responses to tenders

These benefits are intended to recognize the partner's investment in developing the opportunity.

## 8. Vendor Participation and Exceptions

While Deal Registration provides the registering partner with preferential commercial conditions and priority engagement, OpenNebula Systems may directly pursue, quote, or participate in the same opportunity under the following circumstances:

- a) The end-user explicitly requests that OpenNebula Systems quote or bid directly on the opportunity.
- b) The end-user rejects the proposal or quotation submitted by the registering partner.
- c) The registering partner is not actively developing the opportunity, including situations where the partner fails to respond to communications from the end-user or OpenNebula Systems.
- d) The partner does not close the opportunity within the defined Approval Period and no extension has been granted.
- e) The partner submits a proposal that does not include the OpenNebula products or services identified in the original Deal Registration request.
- f) OpenNebula Systems is required to participate directly due to legal, regulatory, or contractual obligations, or if failure to participate could expose OpenNebula to legal liability.

## 9. Public Tenders and Competitive Procurement

In public tenders, RFPs, RFIs, RFQs, or other competitive procurement processes, multiple partners may participate and submit proposals to the end customer.

Deal Registration may be granted when a partner can demonstrate that they identified or actively positioned OpenNebula with the customer before the procurement process was formally announced.

If the opportunity originates from a publicly announced procurement process without prior partner positioning, OpenNebula may accept Deal Registration requests but may allow multiple partners to pursue the opportunity.

Deal Registration does not limit the participation of other partners in competitive procurement processes. However, the partner with an approved Deal Registration may receive preferential commercial conditions and priority engagement from OpenNebula for the opportunity.

## 10. Active Opportunity Development

Deal Registration is intended to protect partners who actively develop opportunities.

OpenNebula may revoke an approved registration if:

- The partner is no longer actively developing the opportunity
- The partner cannot demonstrate continued engagement with the customer
- The opportunity does not progress within a reasonable timeframe

This ensures that opportunities are not reserved without meaningful commercial activity.

## 11. Duplicate or Competing Registrations

If multiple partners request Deal Registration for the same opportunity, OpenNebula will evaluate requests based on:

- Evidence of customer engagement
- Level of solution development involving OpenNebula
- Stage and maturity of the opportunity

OpenNebula may decide to:



- Grant the registration to one partner
- Allow multiple partners to pursue the opportunity
- Reject the registration if insufficient qualification exists

## **12. Commercial Conditions**

Partners participating in the OpenNebula Partner Program may receive base commercial discounts according to their partner level and responsibilities.

Deal Registration may provide additional preferential pricing or margin protection for the registered opportunity.

Final commercial conditions remain subject to OpenNebula approval and may depend on factors such as:

- Competitive environment
- Project scope
- Procurement process
- Strategic value of the opportunity

Deal Registration incentives may not automatically combine with all partner program discounts.

## **13. Awarded Partner**

If a partner other than the registered partner is ultimately awarded the project, OpenNebula reserves the right to review the applicable commercial conditions to ensure fairness and successful delivery of the project.

## **14. Disputes**

Partners must submit any disputes arising from the Deal Registration Program by email, including a written description of the issues, prior to initiating any legal proceedings.

Applicable dispute-resolution provisions defined in the OpenNebula Partner Program Agreement and related contracts shall apply.

## **15. Vendor Discretion**

Approval or rejection of a Deal Registration request remains at the sole discretion of OpenNebula.

OpenNebula reserves the right to:

- Approve or reject registrations
- Extend or revoke registrations
- Resolve conflicts between partners
- Define applicable commercial conditions

OpenNebula may modify, supersede, or terminate this program at any time.