



Deal Registration Form

Please submit this completed form to partners@anchore.com

Request Date:	
End Company or Gov't Agency Name & Location:	
Project/Program Name & Description:	
High level Description of Use Case and associated key requirements	
Key End-User Contact(s):	
Expected Close Date:	
Projected Deal Size:	
Reseller Company Name:	
Reseller Sales Contact:	
Reseller Sales Email:	
Reseller Sales Phone:	
Deal Registration Rationale:	
Assistance needed (if any) from Anchore by Reseller	



Deal Registration Terms and Conditions:

1. Reseller may request registration of a deal with Anchore by completing this form and submitting it to Anchore at partners@anchore.com, which submission constitutes Reseller's agreement to 1) the terms and conditions set forth herein and 2) the terms and conditions set forth in Anchore's standard Reseller Agreement (downloadable at <https://anchore.com/legal/>), unless Reseller already has a Reseller Agreement in place with Anchore. Anchore may accept or reject such deal registrations in its sole discretion. Anchore shall make commercially reasonable efforts to respond to Reseller promptly with acceptance or rejection of such registration request. If the request is accepted by Anchore, then the registered date of record shall be the date of the acceptance notification from Anchore to Reseller. If Anchore does not respond with its acceptance within a week of the deal registration request, it shall be considered rejected.
2. Anchore's acceptance of a deal registration shall entitle Reseller to a 90 calendar day deal registration exclusivity period, during which period 1) Anchore agrees not to grant a deal registration to any other reseller for this opportunity and 2) Reseller agrees to pursue the deal actively and keep Anchore informed in writing of the progress of the deal pursuit (such activities, the "Deal Pursuit"). Anchore reserves the right to cancel the deal registration upon 5 business days notice to Reseller if it believes Reseller is not effectively conducting Deal Pursuit. Anchore may, in its sole discretion, reinstate a canceled deal registration, in which case the original end date of the exclusivity period will apply.
3. At the end of the 90 day exclusivity period, Reseller may request an extension of a currently registered deal by submitting an extension request to partners@anchore.com. The extension request must include an updated version of the initial deal registration form and provide in the Deal Registration Rationale field the rationale for the extension. Anchore may extend the exclusivity period in its sole discretion. Anchore shall make commercially reasonable efforts to respond to Reseller promptly. If Anchore does not respond with its acceptance within a week of the request, the extension request shall be considered rejected.
4. Reseller acknowledges and agrees that if the End Customer ultimately decides to purchase Anchore via another channel other than the Reseller (e.g. direct from Anchore, via another Reseller it chooses, or via a marketplace, etc) then Anchore shall have no obligations whatsoever to the Reseller. However, depending on the level of effort made by the Reseller that is documented and clearly responsible for the End Customer's decision to purchase Anchore, Anchore in its sole discretion may pay to Reseller a referral fee.
5. Anchore and its Resellers must comply with all relevant acquisition laws and regulations for each specific opportunity. This includes adhering to all requirements related to the contract procurement process.