Margin Builder Submission Guide

EMEA – April 2018

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Margin Builder Overview

Margin Builder Overview

- The Margin Builder benefit offers Partners the potential to earn additional **up front discount*** on qualifying products registered through the Margin Builder tool

- Margin Builder is available to Veritas Partner Force (VPF) Program members who are registered on PartnerNet and meet all benefit requirements

- The incentive is delivered to the Partner in the form of a discount recommended by Veritas and passed on by Authorised Distributors*

- The Margin Builder tool may be accessible via PartnerNet or by going directly to www.veritasmarginbuilder.com

- More information on Margin Builder rules and requirements may be found here

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****Please note:*

- *Veritas will provide sufficient discount to the nominated Distributor to enable them to offer you an additional recommended discount on approved Margin Builder deals. Any actual pricing will ultimately be as agreed between the Distributor and you.*

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Margin Builder Overview (continued)

A list of Margin Builder Eligible Products is in the tool and on PartnerNet

Eligible Licensing Programs:

- Academic
- Corporate
- Government

More Information:

- Link to licensing programs on Veritas.com
- Link to Licensing tab in PartnerNet

Eligible Products

- Backup Exec Agent For Applications And Dbs
- Backup Exec Agent For Linux
- Backup Exec Agent For Vmware And Hyper-v
- Backup Exec Agent For Win
- Backup Exec Agent Remote Media For Linux Servers
- Backup Exec Capacity Ed 0 To 1
- Backup Exec Capacity Ed 16 To 25
- Backup Exec Capacity Ed 2 To 5
- Backup Exec Capacity Ed 26+
- Backup Exec Capacity Ed 6 To 15
- Backup Exec Capacity Ed Lite 0 To 1
- Backup Exec Capacity Ed Lite 16 To 25
- Backup Exec Capacity Ed Lite 2 To 5
- Backup Exec Capacity Ed Lite 26+
- Backup Exec Capacity Ed Lite 6 To 15
- Backup Exec Ent Server Opt
- Backup Exec Opt Deduplication
- Backup Exec Opt Library Expansion
- Backup Exec Opt Ndmp
- Backup Exec Opt Vtl Unlimited Drive
- Backup Exec Server Ed
- Backup Exec V-ray Ed 6 Cores
- Backup Exec V-ray Ed 8+ Cores
- System Recovery Desktop Ed N/a
- System Recovery Linux Ed
- System Recovery Sbs Ed N/a
- System Recovery Server Ed
- System Recovery Virtual Ed

Accessing Margin Builder via PartnerNet

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Access Margin Builder via PartnerNet

- Go to [PartnerNet](#)

- Sign in:

  - Click **"Sign In/Register"** in the top right and then completing the pop below, or;

  - Enter your user name and password in the grey box on the right side of the page

Please note:
- If your company is already a member of the Veritas Partner Force (VPF) Program but you don't have a PartnerNet contact record yet, you'll need to click on the **"Create your account"** link to request access
- If your company is not a member of the VPF Program, please apply to become a Veritas partner.

Access Margin Builder via PartnerNet (continued)

- After login, go the Margin Builder page

- Scroll to the "How to register your deal" section and click on "Register a Margin Builder deal"

How to register your deal

- Register your deal using the Margin Builder tool and select the Authorized Distributor you will place the order through.
- If your deal meets all of the eligibility requirements of the Margin Builder benefit, Veritas will approve your Margin Builder registration and issue a unique Deal ID number.
- You and your selected distributor will be notified of approval by email.
- Provide the Deal ID number to your selected Authorized Distributor to receive your discount.

Register a Margin Builder deal ↗

Please note:

- The Margin Builder page also includes benefit information, the Margin Builder Overview, eligible products, contact information, and more.

Margin Builder

Earn up to 20% Discount with Margin Builder

The Margin Builder tool registration process takes less than two minutes to complete, making it quick and easy to register your qualifying new license Backup Exec, Desktop and Laptop Option (DLO) and System Recovery deals.

View Margin Builder Eligible Products

Discount*	Partner Tier Discount Eligibility Criteria
Up to 20%	Platinum and Gold partners
Up to 15%	Silver partners
Up to 10%	Registered partners

* Veritas will provide sufficient discount to your Authorized Distribution to enable them to offer you the additional recommended discount depending partner status. Any actual pricing will ultimately be as agreed between the Authorized Distributor and you.

Please read the VPF Program Guide.

How to register your deal

- Register your deal using the Margin Builder tool and select the Authorized Distributor you will place the order through.
- If your deal meets all of the eligibility requirements of the Margin Builder benefit, Veritas will approve your Margin Builder registration and issue a unique Margin Builder ID number.
- You and your selected distributor will be notified of approval by email.
- Provide the Margin Builder ID number to your selected Authorized Distributor to receive your discount.

Register a Margin Builder deal ↗

Contact

If you have any questions regarding the submission of your Margin Builder registration or wish to edit an existing Margin Builder registration, please contact our dedicated support team at:

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Accessing Margin Builder via www.veritasmarginbuilder.com

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- Enter the email address from your PartnerNet contact record

- The tool will query the PartnerNet user database and validate your access rights

- If the Partner email domain is listed in the PartnerNet database, the Partner user moves to the next step

- If the Partner is not listed in the PartnerNet database, registration can go no further

- To view all deals, you must log in through **PartnerNet**

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Steps to register a deal on Margin Builder

Submit a New Deal

Step 1 - Verify

- Please insert your email address and click on **"Verify"**

- If your company is already registered in PartnerNet, you will be able to register a new opportunity. Otherwise please register as a partner / partner user in **PartnerNet**

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Step 2 – About you

- After verifying your details, the tool automatically populates your company name, your email address and your country

- You will then need to select the relevant:
  - Licensing Program
  - Distributor
  - Marketing activity code (if you have one)
    - Check the 'I don't have an activity code' box if you are not in possession of a marketing activity code

- Click **"Next"** to continue

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Step 3 – The customer

- Enter your end user's company name and country and then click **"Search"**
  - Your end user's postcode is not a mandatory field in the initial database search

- If your end user is not found, you will be asked to perform Manual Entry
  - When making a manual entry, you will be asked to compete required fields:
    - End user company name
    - End user company postcode
    - End user company country
    - End User company town
    - End user website

- Check the **"No Website"** box if your end user customer does not have a website

- Click **"Next"** to continue

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End user customer

End user company name *	Test
End user company postcode	
End user company country *	United Kingdom ▾

Search ⊙

TEST EQUIPMENT ASSET MANAGEMENT LIMITED
Unit 1, Waverley Industrial Park, Harrow, Middlesex, England
Select ⊙

AEROFLEX TEST SOLUTIONS LIMITED
6 Hills Way, Stevenage, Hertfordshire, England
Select ⊙

TEST & MEASUREMENT HIRE LIMITED
Central House Beckwith Knowle, Harrogate, North Yorkshire, England
Select ⊙

FORWESSUN TEST SYSTEMS LIMITED
17 Hurricane Court, Liverpool, Merseyside, England
Select ⊙

Test Valley Borough Council
Beech Hurst, Weyhill Road, Andover, Hampshire, England
Select ⊙

SPHEREA TEST & SERVICES LTD
23-25 Cobham Road, Wimborne, Dorset, England
Select ⊙

EPSILON TEST SERVICES LIMITED
Epsilon House, Gloucester, Gloucestershire, England
Select ⊙

Test Valley Community Services
Cricklade House, Andover, Hampshire, England
Select ⊙

MK TEST GROUP LIMITED
Orchard Court, Wellington, Somerset, England
Select ⊙

OPTICAL TEST & CALIBRATION (UK) LIMITED
Unit 21-23, Campus Road, Listerhills Science Park, Bradford, West Yorkshire, England
Select ⊙

1 of 71 ⏮ ◀ ▶ ⏭ ⊞ View all

Manual entry ⊙

◉ Back   Next ▶

- The database search returns as many results as possible according to the initial search criteria

- If your customer is listed, click on **"Select"** next to your end user customer's name and then click **"Next"** at the bottom of the page
  - Your selected customer will display and you will click **"Next"** again to continue

- If the relevant end user is not in the resulting list, you have the opportunity to:
  - Modify your search criteria and click **"Search"** again
  - Click on **"Manual Entry"**

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Step 4 – The products

- A simple bullet point list is presented to clearly show what products are available in the Margin Builder tool

- The product categories can be expanded and shrunk as desired. Simply click on the **"View more"** and the **"View Less"** buttons

- Check the box next to the product(s) of interest

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Step 5 – Configure products

- The selected products are clearly highlighted

- You must select the following deal information:
  - License Type
  - Quantity
  - Maintenance

- The quantity can be selected by adjusting the slider or by typing in the amount of skus in the allocated field

- Different license types for the same product can also be added if necessary

- The Veritas recommended discount is displayed on the far right

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Step 5 – Configure products (continued)

- Once your products are configured, you have the option of checking the **"Remember me"** box to stay logged into the tool on your specific computer

- Before submitting the deal you must agree to the Margin Builder Terms & Conditions by check the **"I confirm that I have read and accept the Margin Builder terms and conditions"** box

- Click on **"Submit deal"**

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Step 6 – Status
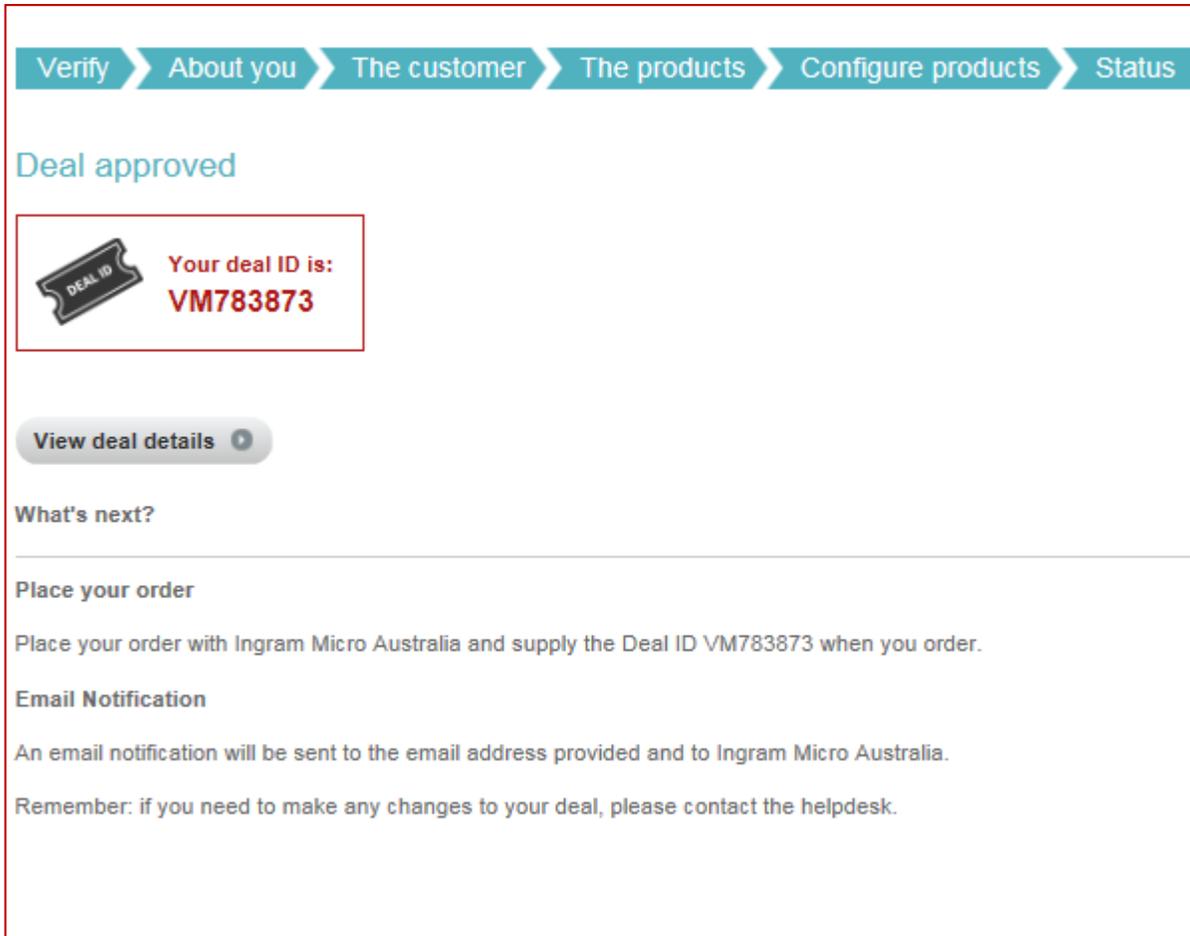
Verify ⟩ About you ⟩ The customer ⟩ The products ⟩ Configure products ⟩ Status

Deal approved

Your deal ID is:
VM783873

[View deal details ⊙]

What's next?

Place your order

Place your order with Ingram Micro Australia and supply the Deal ID VM783873 when you order.

Email Notification

An email notification will be sent to the email address provided and to Ingram Micro Australia.

Remember: if you need to make any changes to your deal, please contact the helpdesk.

- Confirmation that the deal has been approved and Deal ID
  - Click on **"View deal details"** to review your deal
- Approval notifications will be sent by email to the partner and distributor
- The Deal ID must be passed on to the distributor and carried all the way through the deal to closure. This is how we track deals and produce analytics.
- Each approved Margin Builder deal has a lifetime of 60 days
  - If the deal is not closed within this time period, it automatically expires and extensions are not granted.
  - A reminder email will be sent 30 days after initial approval

Please note:
- *If "**Remember me**" has been checked, you may view the deals that you have previously submitted from that same computer by clicking "**My Deals**" in the top menu banner*
- *Margin Builder deals may be viewed at a company level if you have logged in through PartnerNet*

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Thank you!
Veritas Margin Builder Helpdesk

EMEAhelpdesk@veritasmarginbuilder.com

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