

Margin Builder Submission Guide

EMEA – April 2018

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Margin Builder Overview

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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](#)

The screenshot displays the 'Margin Builder' interface. At the top, the 'VERITAS' logo is on the left, and 'Margin Builder' is on the right. A navigation bar contains three buttons: 'SUBMIT A NEW DEAL' (highlighted in red), 'MY DEALS', and 'HOW IT WORKS'. Below this, the heading 'Submit a new deal' is followed by the instruction: 'Please enter your email address below and follow the steps to register your deal and claim your additional discount.' A progress bar shows five steps: 'Verify' (active), 'About you', 'The customer', 'The products', 'Configure products', and 'Status'. The main form area is titled 'Easy Access Login' and includes a 'Select country' dropdown menu set to 'United Kingdom', an 'Enter email' text input field, and a blue 'Verify' button with a right-pointing arrow. To the right of the form is a grey box with the title 'Easy Access Login' and two warning messages: 'Verifying your email address here will partially log you in.' and 'To view all deals you must login through PartnerNet'.

****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.*

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](https://veritas.com)
- Link to Licensing tab in [PartnerNet](#)

Submit a new deal

Verify > About you > The customer > The products > Configure products > Status

Products configuration

Tell us which products you would like to sell to Test123.

Need help?

Below, please provide details relating to this opportunity; the products, license type, number of seats and maintenance option.

Please read

If you are unable to see any products on this page and therefore are not currently eligible to submit a deal, please go to <https://partnernet.veritas.com/> to login and accept the new Veritas Terms & Conditions now. Only the Primary contact on your account is able to complete this. Please note that there may be a delay of up to 48 hours before this is reflected in our system.

Backup/Availability

- Backup Exec Agent For Applications And Dbs
- Backup Exec Agent For Linux
- Backup Exec Agent For Mac
- Backup Exec Agent For VMware And Hyper-V
- Backup Exec Agent For Win
- Backup Exec Agent Remote Media For Linux Servers

[View more](#)

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

Sign In to PartnerNet

If you are already part of the Veritas Partner Program sign in using your User ID and Password. If you are not part of the program get started now.

Sign In to PartnerNet

[Sign In](#) [Forgot your password?](#)

Enroll in the Veritas Partner Program

[Sign up now](#)

Is your company already part of the Veritas Partner Program?

[Create your account now](#)

The screenshot shows the Veritas PartnerNet homepage. At the top right, there is a 'Sign In/ Register' link. Below the navigation bar, there is a main banner with the text 'Stay Competitive in the Multi-Cloud World' and a 'Learn more' button. Below the banner, there is a section titled 'Veritas PartnerNet - Exclusive access to financial benefits, business benefits, resources and tools designed to grow your business.' and another section titled 'Our programs are designed to reward you for delivering an exceptional experience to our mutual customers. Choose the program most suited to your business.' Below this, there are two program cards: 'Veritas Partner Force (VPF) Program' and 'Veritas Technology Ecosystem (VTE)'. On the right side of the page, there is a 'Sign In to PartnerNet' pop-up form with fields for 'User ID' and password, a 'Sign In' button, and a 'Forgot your password?' link. Below the pop-up, there is a 'Need PartnerNet Access?' section with a 'Create your account' link.

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:

Accessing Margin Builder via www.veritasmarginbuilder.com

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SUBMIT A NEW DEAL MY DEALS HOW IT WORKS

Submit a new deal

Please enter your email address below and follow the steps to register your deal and claim your additional discount.

Verify About you The customer The products Configure products Status

Easy Access Login

Select country: United Kingdom

Enter email: YourName@Company.com

Verify

Easy Access Login

- Verifying your email address here will partially log you in.
- To view all deals you must login through **PartnerNet**

Verify

We are checking your profile in Veritas PartnerNet

- 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](#)

Steps to register a deal on Margin Builder

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Submit a New Deal

Step 1 - Verify

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SUBMIT A NEW DEAL MY DEALS HOW IT WORKS

Submit a new deal

Please enter your email address below and follow the steps to register your deal and claim your additional discount.

Verify About you The customer The products Configure products Status

Easy Access Login

Select country: United Kingdom

Enter email: YourName@Company.com

Verify

Easy Access Login

- Verifying your email address here will partially log you in.
- To view all deals you must login through **PartnerNet**

- 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](#)

Step 2 – About you

Submit a new deal

Verify About you The customer The products Configure products Status

You

Your company name * Your Company

Your email address * YourName@Company.com

Your phone number *

Your contact name *

Your country * United Kingdom

Your state *

Deal details

Licensing program *

Distributor *

Marketing activity code *

I don't have an activity code

Need Help?
Please enter your company details in case we need to contact you about your deal.

Need Help?
If you do not have a Marketing activity code, please tick the box below. A Marketing activity code should be six digits long.

- 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

Step 3 – The customer

Submit a new deal

Verify > About you > **The customer** > The products > Configure products > Status

End user customer

End user company name *

End user company postcode

End user company country *

Search

Back

Next

No results found

Please select another country or enter company manually...

Manual entry

End user customer

End user company name *

End user company postcode *

End user company country *

End user company town *

End user website *

No website

End user VAT/RCN number

Search again

Back

Next

- 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 complete 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

Step 3 – The customer (continued)

End user customer

End user company name *

End user company postcode

End user company country *

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

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- 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"**

Step 4 – The products

Submit a new deal

Verify > About you > The customer > **The products** > Configure products > Status

Products configuration

Tell us which products you would like to sell to TEST EQUIPMENT ASSET MANAGEMENT LIMITED.

Need help?

Below, please provide details relating to this opportunity; the products, license type, number of seats and maintenance option.

Backup/Availability

- 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 12 To 5

[View more](#)

- 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

Step 5 – Configure products

Submit a new deal

Verify > About you > The customer > The products > **Configure products** > Status

Products configuration

Tell us which products you would like to sell to TEST EQUIPMENT ASSET MANAGEMENT LIMITED.

Need help?
Below, please provide details relating to this opportunity; the products, license type, number of seats and maintenance option.

Backup/Availability

License type	Quantity	Maintenance	Discount
<input checked="" type="checkbox"/> Backup Exec Agent For Win			
Bundle ▼	<input type="text" value="1"/> 1 <input type="range" value="10000"/>	Essential 12 Months ▼	20% ? ✕
1 total product SKUs			

[+ Add more](#)

- 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

Step 5 – Configure products (continued)

Backup/Availability

License type	Quantity	Maintenance	Discount
<input checked="" type="checkbox"/> Backup Exec Agent For Win			
Bundle	1	Essential 12 Months	20%
1 total product SKUs			
Add more			

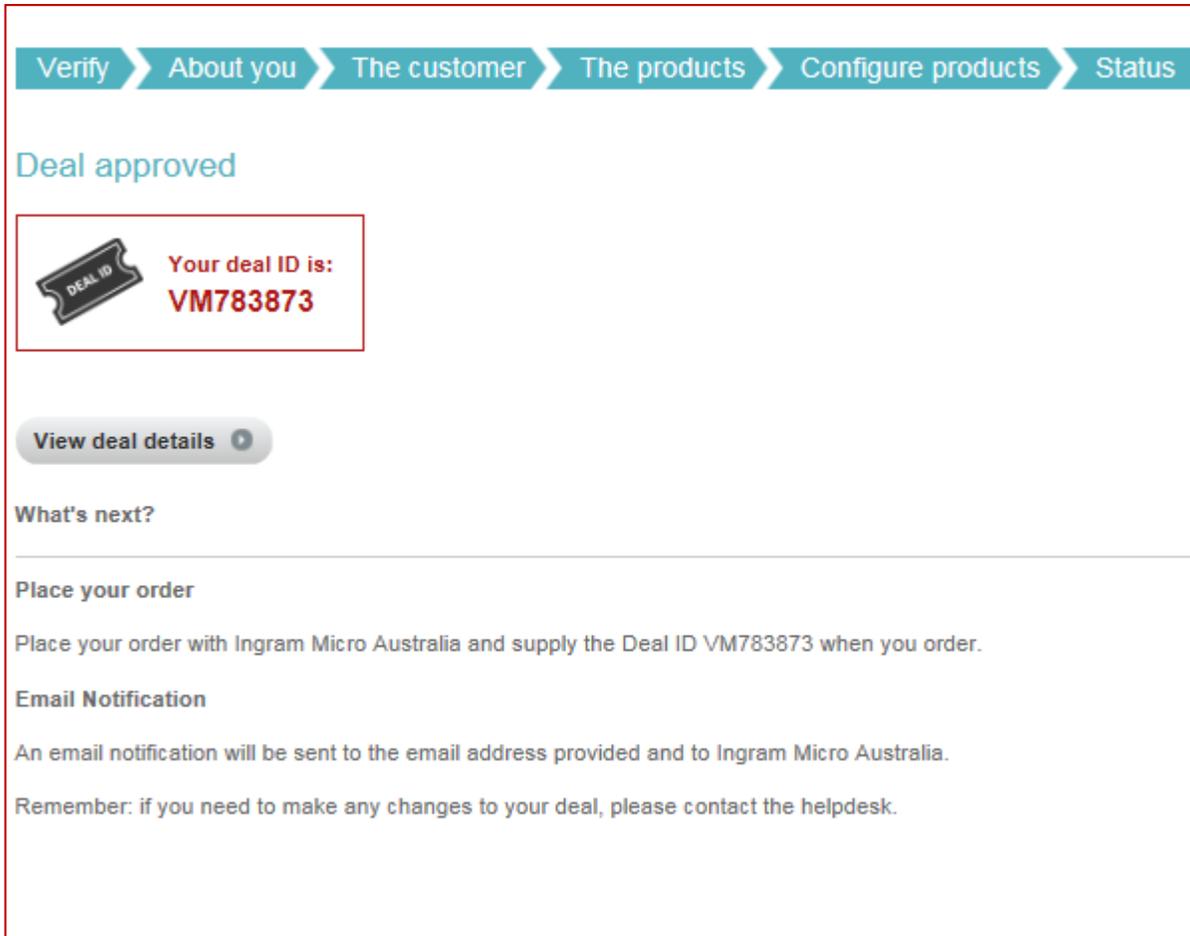
Remember me

I confirm that I have read and accept the Margin Builder [terms and conditions](#) *

[Back](#) [Submit deal](#)

- 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”**

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

Thank you!
Veritas Margin Builder Helpdesk

EMEAhelpdesk@veritasmarginbuilder.com

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