



## Register Deal and Proof of Value

Deal Registration Date  
Extralink Channel Manager

The Deal would be approved and valid for 90 days. If the partner needs to extend said period, it must inform Extralink 15 days prior to the projected end date, otherwise the deal will be open to others. This is the manufacturer's policy.


### Partner

City

Country

Acct Mgr

 Acct Mgr  
POC Engineer

 Engineer

### Client

Contact Name



Phone

City

Country

www.

## Cybot POC Information

### Acceptance criteria (before POC)

- 1
- 2
- 3
- 4

Start date

\*Limited to 14 days and maximum 500 IPs

Hypervisor



VMware ESXi 5.5 or higher



Hyper-V 3.0 or higher

### Quote Data (not POC)

Number IPs

Years

Enterprise

Yes

No

### Checklist (during the POC)

- Ensure at least 75% of IPs are scanned with credentials
- Add 5 or more critical assets
- Add at least one critical business process
- Generate an Executive Report with partner and client logos
- Screenshots: dashboard, network graph, longest APS, business process

Please email this completed form with documentation (checklist items) to [sales@extralink.com](mailto:sales@extralink.com) and cc Channel Manager

## Competitive Analysis

## POC Results

## Sales Results