



Register Deal and Proof of Value: Harmony IoT

Registration Date
Extralink Channel Manager

The Deal would be approved and valid for 90 days only. 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.

Deal Information

| | |
|------------------------|--------------------------------|
| Campuses | Customer's business type |
| M ² | Employees |
| Years | Sales US\$ |
| Purchase decision date | Budget allocated |
| Protector supplier | Yes No |
| Orchestra | |
| Partner | Total Deal Price (US\$) |

Competitive Analysis

POC Results

Sales Results

POC Details

POC Start date

POC End date

*Limited to 1 month

WiFi Information

Captive Portal?

Corporate Network?

Guest Networks?

Public Access?

Yes No

Yes No

Yes No

Yes No

WiFi Manufacturer

Protectors

Partner provides POC HW

Orchestra provides POC

HW

Power Supply:

110V

220V

POE+

External Sockets:

Full

Partial

Internet access for Protectors:

Ethernet

Wireless

Mobile+SIM

Complimentary solutions

AD

SIEM

MDM

Other

Space Specs

M²

Protectors

Checklist (during POC)

Blueprints provided (or manual layout map)

SSIDs + Passwords

Kick-off meeting scheduled

Executive report with partner and client logos

Screenshots: Dashboard, Alarms, etc.

Acceptance Criteria (needed **before** POC is approved)

1

2

3

4

We use this data to reserve and protect our partners' deals to help with quoting and for technical and sales programs. We request you fill out the entire form. Thank you for your business.

Please email this completed form with documentation (checklist items) to sales@extralink.com and cc Extralink's Channel Manager