

Jabra GN

team
yellow

Jabra One Deal

(Deal Registration)



Who Doesn't Like a Discount?

Register deals to take a little off the top - And get new customers!

Your Competitive Advantage Starts Here

You've identified one of the biggest deals in your life. You know you have the best sound solution to offer. Jabra can help you close the deal.

Get exclusive access to additional Jabra resources and engage with your Jabra Account Manager who will help you get that deal over the line. It's simple

Increase your competitive advantage by visiting Jabra One Deal, register your opportunity and receive a 10% discount to help close your 'net new' deal



What is Jabra One Deal?

Jabra One Deal is our brand new opportunity registration program that rewards you with an up-front discount to help you close more net new deals faster than ever before.

Simply put, we want to make it easier and more lucrative for you to sell Jabra. That's why we've designed Jabra One Deal; to enhance your margins and bring true value to our partnership.

- You receive a front-end discount of 10% off standard distribution price across the board for opportunities of \$5,000 MSRP or larger (no more tiers)
- Pricing is valid for 12 months from registration date (that's 6 months longer than most of our competitors)

Jabra One Deal Program Benefits

With the Jabra One Deal Program we're making it easier than ever for you to close deals, and lock out the competition. Our program allows you to benefit from longer discount periods than competitors are able to offer, and across a broader range of products.

- Win net new revenue by locking in price
- Avoid your competitors moving in on your deal
- Increase the probability of closing your deal
- Enhance your margins

Jabra One Deal Guidelines*

Registering a deal couldn't be simpler:

- **Qualify:** Demonstrate the deal being registered is 'net new' and a solution sale
- **Products:** One Deal is only applicable to selected business products; any consumer products (i.e. Jabra Freeway, Eclipse, Pulse) are not eligible
- **Customer:** 'Net new' is defined as any opportunity where there has been no previous engagement by Jabra or an Authorized Jabra Partner. An exception to this would be an existing account but at a new location
- **Value:** There is no maximum deal size in One Deal

How To Submit a Deal

Jabra One Zone does all the work for you and it's easy to register your deals. All you need to do is visit [Jabra One Deal Here](#) and input the following:

- End user account information including name and address of end-user, contact name and information
- Expected deal close date when the Jabra product will ship from partner to end-user
- Name of Authorized Jabra Distributor where the product will be sourced
- Jabra products included in the deal by identifying the Jabra Product Number and the quantities of each product

Start Submitting Your Customer Opportunities Today!

Visit the new Jabra Deal Registration page [Here](#)

Any reseller who wishes to participate in Jabra One Deal Registration Program must be Authorized. Haven't gone through Authorization yet? Visit www.jabra.com/partnerprogram to get started.

*Subject to local country terms and conditions