

The Print Partner Deal Registration Process

Our **Deal Registration Process** ensures a seamless and collaborative partnership for our MSP referral partners. This guide outlines every step of the journey, from our Introductory Meeting to the Book of Business Review, deal registration, and post-sale payout. Together, we'll maximize the value of your referrals, maintain clear communication, and provide unwavering support.



<h2>HOW DOES OUR INTRODUCTORY MEETING WORK?</h2> 	<h2>WHAT TO EXPECT WHEN REVIEWING YOUR BOOK OF BUSINESS</h2> 	<h2>WHAT TO EXPECT WHEN YOU REGISTER A DEAL</h2> 	<h2>WHAT TO EXPECT AFTER WE WIN A DEAL</h2> 
<h3>Get to Know Each Other</h3> <p>We'll walk you through how our organization works and how we can collaborate with you. We'll also take time to learn about your business to identify how we can effectively support you.</p> 	<h3>Attend Book of Business Meeting</h3> <p>Account managers and relevant team members will attend a Book of Business meeting, either all together or individually, depending on the number of clients and staff members your organization has.</p> 	<h3>Register the Opportunity NOW</h3> <p>Submit your referral at www.printpartner.biz/deal. It takes less than five minutes.</p> 	 <p>We notify you that we have won the deal.</p>
<h3>Discuss Benefits and Select Tier</h3> <p>Based on your specific needs, we'll identify the tier of free benefits that makes the most sense for your organization and opt-in for specific offerings based on your specific needs.</p> 	<h3>Build Your List</h3> <p>Together, we'll identify print-rich clients/prospects that are going to yield the most opportunity. Agent links will be created and sent to you by email for deployment.</p> 	<h3>Connect with Sales Rep</h3> <p>You'll be contacted by a sales rep from Green Office Partner within 24 business hours to discuss the opportunity and get aligned.</p> 	 <p>We'll meet with you and the client to align.</p>
<h3>Schedule Follow-Ups</h3> <p>Based on your benefit level, we may schedule:</p> <ul style="list-style-type: none"> Book of Business Review We'll review your print-rich clients and prospects together to identify referrals. 	<h3>Deploy Print Discovery Agents</h3> <p>Your team will deploy the agents throughout the identified prospects and will inform us of any subnets that we'll need to include in the scan.</p> 	<h3>Deploy Print Discovery Agent</h3> <p>Install the Print Discovery Agent in the client environment if possible.</p> 	 <p>A commission check will be sent to you.</p>
<ul style="list-style-type: none"> Marketing and Training Meeting We review opted-in marketing and training benefits, create action items and schedule follow-ups. 	<h3>Capture Print Discovery Data</h3> <p>Once the agent is deployed, we'll let it run for two weeks to capture sufficient print data. The Book of Business Spreadsheet will be updated with our findings.</p> 	<h3>Collect Documents</h3> <p>We'll have you collect any invoices and agreement details that are easily available. This is entirely optional; we will collect the data we need after the introduction.</p> 	 <p>Client health updates will be provided as needed.</p>
<h3>Register Initial Deals NOW</h3> <p>Have clients in mind and ready to get started? Fantastic! We'll kick off our relationship with your top-of-mind clients. Register them now at www.printpartner.biz/deal.</p> 	<h3>Review & Activate Opportunities</h3> <p>Together, we'll review all opportunities that are discovered as "ready for introduction" and begin pursuing them.</p> 	<h3>Make the Introduction</h3> <p>You'll send a simple introductory email to the sales rep and your customer.</p> 	<div style="border: 1px solid white; padding: 10px; text-align: center;"> <p>In January of each year, we send you a commission check for 5% of contracted service allotment that we have collected payment on.</p> </div>
	<h3>Follow the Roadmap</h3> <p>From here, we'll stick to the agreed-upon Book of Business review schedule and follow the roadmap, activating opportunities when appropriate.</p> 	<h3>We Take it From There!</h3> <p>Everything else is handled by Green Office Partner. You will get regular updates on how things are going as the opportunity unfolds and will be notified of the outcome.</p> 	<p style="text-align: center;">Have a new deal? Register at printpartner.biz/deal</p>