

February 1, 2021

# Opportunity Registration Program

This program is to support distributors who invest in the development of NEW self-generated Fluke Business with an additional margin. If the opportunity meets the eligibility criteria outlined below, distributors will receive an additional discount off the current net price of the eligible products at the time of submitting the approved purchase orders.

# Eligible Products

All Fluke IG & FNET products, branded Fluke, are eligible with the exception of the following:

* FCAL and Parts are not eligible.
* Pomona is not eligible
* Products that are already in a special pricing agreement.

# Eligibility Criteria

1. Only opportunities that are self-generated by the distributor are eligible.
   1. Opportunities developed by fluke and referred to a distributor are not eligible.
2. Opportunity must NOT already be in the existing Fluke Funnel.
3. Opportunity must NOT be in a previous existing opportunity in the database originated by Fluke.
4. Public end user RFQ’s are NOT eligible.
5. Only opportunities for end-use in the United States are eligible.
6. Only opportunities with a total value equal or greater than $10,000 at Fluke MSRP, or opportunities with a total value less than $10,000 at Fluke MSRP that includes thermal imaging cameras with a total value equal or greater than $5,000 at Fluke MSRP are eligible.
7. Purchase orders can’t be partitioned. Each order must meet the eligibility requirements
8. Some Fluke items may receive different discount margins and will be referenced in the quotes.

# Registration Process

1. If the distributor has an eligible opportunity, the distributor must complete the online form [www.fluke.com/registrationprogram](http://www.fluke.com/registrationprogram)
2. All opportunities are subject to approval which takes at a minimum 72 business hours.
3. If the opportunity doesn’t qualifies according to the eligibility criteria; communication on denial will be provided to the distributor
4. After the opportunity registration has been approved, a quote for the items registered will be emailed to the distributor and Sales Engineer. If the items change, a new quote MUST be requested.

# Submitting the PO

1. When the customer is ready to purchase, the distributor must include the unique registration code, found on the quote, and ensure the quote amount and the PO pricing match. Email the PO to [distribution.orders@fluke.com](mailto:distribution.orders@fluke.com)
2. All changes to products or quantity of the registered opportunity, must be communicated to

[registrationig.program@fluke.com](mailto:registrationig.program@fluke.com)  and receive a new updated quote to ensure it still qualifies for the discount.

## If you have any questions about the program, process or eligibility products please email

[registrationig.program@fluke.com](mailto:registrationig.program@fluke.com).

Happy Selling!

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