

Terms & Conditions

Deal Registration Process

The Partner must fully complete and submit the opportunity for review using the deal registration process and form located at <https://theblackchair.com/account-executives/>

Submission review period

Blackchair will review all completed form submissions, informing the Partner whether the deal registration is approved or declined within 5 business days. If a deal registration is declined the reason(s) will be provided directly from the Blackchair account owner.

Deal registration approval period

The approval period for a registered deal is 6 months (“Approval Period”), during which time the Partner must close the deal in order to be eligible for the deal registration specific benefits. One extension per deal may be requested. At its discretion, Blackchair may extend the approval period if sufficient justification exists. Blackchair reserves the right to send marketing and other promotional materials on its products or services to any company notwithstanding approved deal registrations.

Registration by multiple Partners

In scenarios where there is a customer RFP, multiple partners may register the same opportunity. Blackchair will provide equitable support to all partners and will not introduce competing offers or partners into any registered deal unless the end customer expressly requests it. Blackchair will maintain the confidentiality of all Partner-specific deal strategies and information, including the identity of any other partner who may have registered the same opportunity in accordance with the applicable confidentiality provisions.

Exceptions

Blackchair may deny or terminate the Partner’s approved registration status in the following scenarios:

- Blackchair is has already engaged in the opportunity via another partner or direct.
- The Partner is not actively working the deal or has been inattentive to the end customer’s needs (for example, by failing to respond to the end customer’s communications).
- The Partner is not able to fulfill the deal or provide support for the end customer (for example, by failing to have sufficient credit available for the deal, if the end customer refuses to work with the Partner, or, with respect to Federal Government deals, if the Partner doesn’t possess the required security clearances).
- The end customer chooses to fulfill its bid requirements under a contract vehicle that is not held by the registering partner, or in a manner that prevents the registering partner from being able to fulfill such requirements.