



Register Deal and Proof of Value: Harmony IoT

Registration Date

Extralink Channel Manager

Partner


City

Country

Acct Mgr

 Acct Mgr

POC Engineer

 Engineer

Client

Contact Name



Phone

City

Country

www.

Deal Information

Campuses

M²

Years

Purchase decision date

Protector supplier

Orchestra

Partner

Customer's business type

Employees

Sales US\$

Budget allocated

Yes No

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?

YesNo

Corporate Network?

YesNo

Guest Networks?

YesNo

Public Access?

YesNo

WiFi Manufacturer

Protectors

Partner provides POC HW

Orchestra provides POC HW

Power Supply:

110V

220VPOE+

External Sockets:

FullPartial

Internet access for Protectors:

EthernetWirelessMobile+SIM

Space Specs

M²

Protectors

Complimentary solutions

AD

SIEMMDMOther

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