

FAQ - Atlassian US Public Sector Opportunity Registration Pilot Initiative



▶ Who is eligible?

Opportunity Registration is available to designated Atlassian Public Sector Solution Partners (Silver Tier or higher) and Atlassian Corporate Resellers.

▶ What kind of opportunities qualify for the program?

Opportunity Registration under the new initiative is limited to net-new and upgrades on Data Center and Cloud only. No renewals will be registered. Also, Opportunity Registration will not be awarded for anything that is already listed as a public bid, including RFQ opportunities

▶ What products qualify?

The Opportunity Registration discounts only apply to Atlassian Core Products. Marketplace apps are excluded. To qualify for registration, the opportunity must meet the minimum deal size for Cloud (\$25K minimum) and Data Center (\$50K) - net to Atlassian.

▶ How to register an opportunity?

Carahsoft will receive registration applications from Solution Partners via their portal, and will manage the approval process of the registration form submissions. Opportunity Registrations must be submitted ahead of public bid.

▶ How long does my Opportunity Registration last?

Atlassian Opportunity Registration is guaranteed for 90 days from approval date. After 90 days, the registration remains valid. However, Atlassian reserves the right to cancel any registration if the partner does not meet the requirements necessary to continue to progress the opportunity or fails to update Atlassian on the status of the opportunity.

▶ What do I need to do to ensure my registration remains valid after 90 days?

Provide regular updates to the designated account EA or Carahsoft account representative on the progress of the opportunity. Failure to do so may result in cancelling of the registration.

▶ How will Opportunity Registration be tracked and quoted?

When a partner's registration is approved, they will receive an OPPTY # via email and the registration ticket. The partner will submit a quote request to Carahsoft with the valid OPPTY # to receive the appropriate Opportunity Registration discount.

▶ What if two identical Opportunity Registrations are submitted?

Registrations will be reviewed and approved based on the order in which they are submitted, the completeness of the form and description of the ongoing sales process, including history with the client and account.

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▶ What about Authorized Corporate Resellers?

Current Atlassian corporate resellers are eligible for Opportunity Registration.

▶ Can Partners receive Opportunity Registration directly through Atlassian?

No. Public Sector opportunities are not eligible for direct registration.

▶ Does this affect Atlassian Service or Jira Align registrations?

No, Service and Jira Align registrations still use the existing Vartopia system.

▶ Are BPAs or contracts eligible for Opportunity Registration?

Purchase Agreements or Product Contracts will be evaluated on a case-by-case basis and may be eligible for blanket registration approval.

▶ What if my Opportunity Registration is denied?

Registrations can be rejected for multiple reasons, including not meeting the opportunity threshold, being a public bid, or as a duplicate submission to one already approved. Rejections will include an explanation of the reason why it was rejected. If you feel your registration was denied inappropriately, you may escalate to your designated Atlassian Partner Manager.

▶ Can Atlassian-sourced opportunities qualify for registration?

Yes. Atlassian EAs are encouraged to work with Partners and all co-selling opportunities can qualify for partner registration.