

Partner Community

As our partner, we invite you to register (if you don't have an account yet) and gain access our [Partner Community](#).



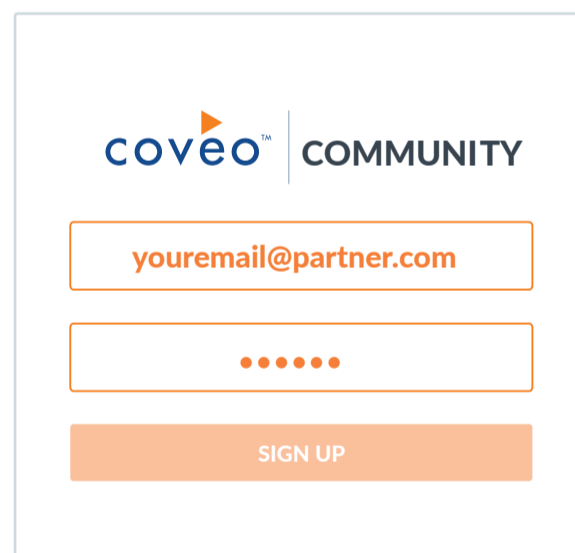
SALES & MARKETING SUPPORT

Through Coveo's libraries in the Partner Community, your sales and marketing team will have access to a variety of enablement pieces, allowing them to win more deals. These include webinars, slide decks, eBooks, case studies and datasheets, amongst others.

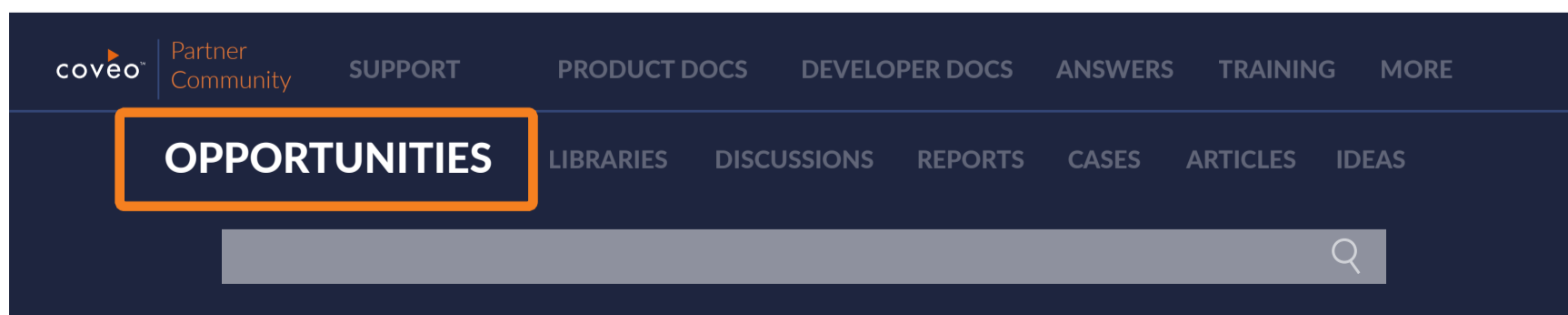
REGISTERING AN OPPORTUNITY

Register any opportunity in the Community to secure it and receive the referral fee when applicable. Instructions on how to register an opportunity are as follows:

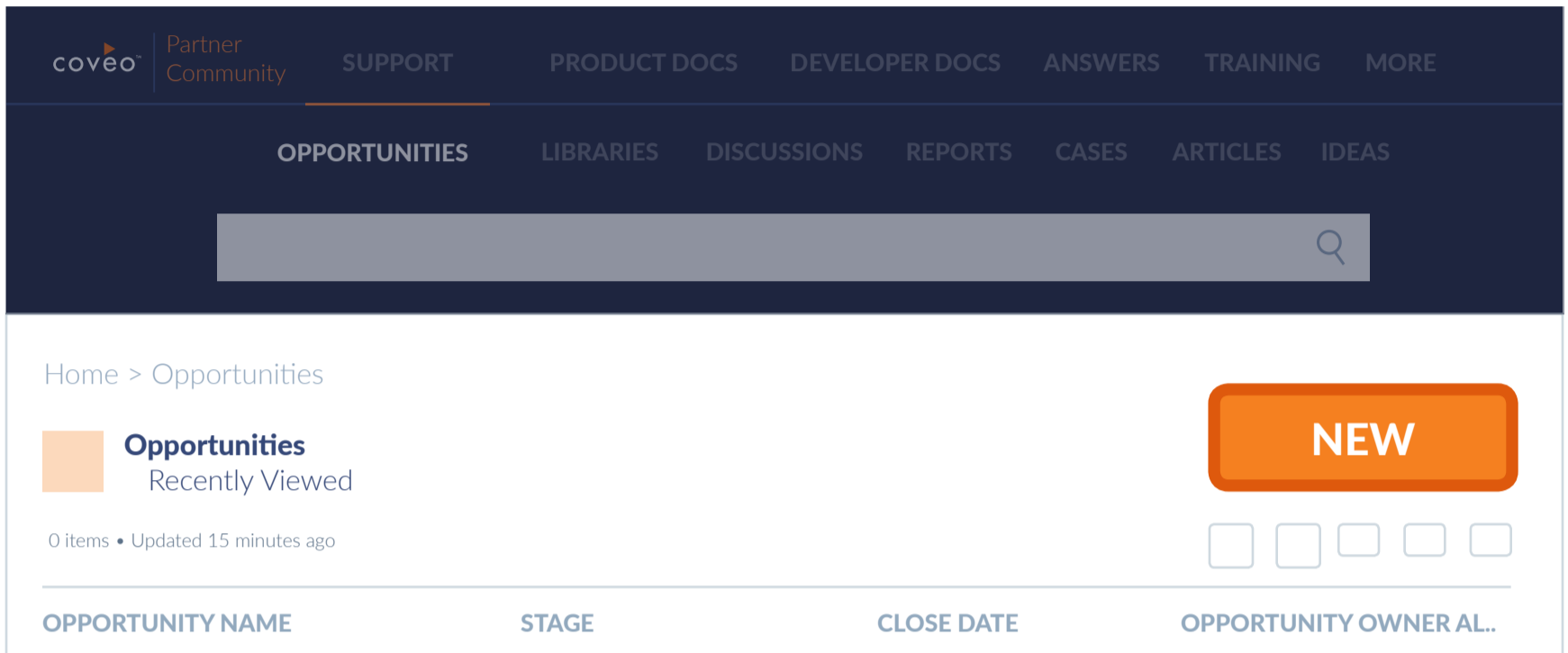
- 1 Log in** at <https://support.coveo.com/s/login/>
 Your login access is your email.
Example: john@partner.com
Note: If you already had another Salesforce account, your login might have been adjusted to "youremaildomain.coveo"
Example: john@partner.com.coveo



- 2 Go to the Opportunities** section:



3 Click on **New** to create a new opportunity



4 **Add all information requested** and save your opportunity. Please note that the information to input concerns the prospective client contact (**prospect company, first and last name of the prospect contact, etc.**) Please provide as much detail as possible regarding the specific use case as this will allow our sales team to better collaborate with your team.

The form is titled 'New Opportunity: PARTNER REGISTERED' and contains the following sections:

- Partner Information:** A single text input field labeled 'Lead Identified by'.
- Lead Information:** Two columns of input fields. The left column contains 'Lead Name' and 'Company Name'. The right column contains 'Lead Email'.
- Opportunity Information:** Two columns of input fields. The left column contains 'Opportunity Name' and 'Solution'. The right column contains 'Close Date' and 'Stage'.
- Use Case:** A single text input field.
- Save:** An orange button at the bottom right.

The opportunity registration is valid for a period of 6 months. You can register the opportunity again if it is still open after this period. Please refer to the *Friends of Coveo Agreement* for more details. If you have any question, please write to partner@coveo.com or directly reach out to your Partner Manager.