

# Reseller Application Form



Please fill out this information and fax the completed document to +1 650 472 8940.

COMPANY NAME

CITY

STATE

Country

WEB ADDRESS

APPLICANT CONTACT NAME

TITLE

E-MAIL

PHONE

## Company Facts

\_\_\_\_ Years in Business  
\_\_\_\_ Total U.S. Offices  
\_\_\_\_ Total Worldwide Offices

Number of Employees:  
\_\_\_\_ Technical  
\_\_\_\_ Sales and Marketing  
\_\_\_\_ Service

## Revenue Profile

Total revenue for last twelve months: (US\$) \_\_\_\_\_

Approximate breakdown of last year's revenue:  
\_\_\_\_ % Hardware (video/digital systems)  
\_\_\_\_ % Software  
\_\_\_\_ % Services

## Market Profile

Top 3 markets in your customer base:  
\_\_\_\_ % Higher Education  
\_\_\_\_ % K12 Education  
\_\_\_\_ % Large Corporate / Enterprise  
\_\_\_\_ % Small / Medium Businesses  
\_\_\_\_ % Federal Government  
\_\_\_\_ % Other (Please explain)

## Product Information

Products you currently resell? (Check all that apply)  
 Flat Panel Displays  
 Interactive Whiteboards  
 Classroom Management Software  
 Videoconferencing Systems  
 Computer / Network Equipment

## Support Services

Services you offer installed customers? (Check all that apply)  
 On-site technical support  
 Remote technical support  
 Service/maintenance contract  
 On-site product training

## Software Development

Do you provide software development services?  Yes  No

## Training Services

Do you provide end user training courses?  Yes  No

Where do you provide this training? (Check all that apply)

Customer's site  
 Applicant's site  
 Online (e.g. webinar, videoconference)

## Area of Specialization

List any unique technology or market offerings that your firm has developed:

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