



P.O. Box 855 | Palo Alto | CA 94302 | USA | TEL +1 650 289 9869 | FAX +1 650 472 8940

## SALES OPPORTUNITY REGISTRATION FORM

ALL fields are required to register a sales opportunity. Once your registration has been accepted you will receive email notification within two (2) business days confirming its status. Approved project registrations will be valid for six (6) months; registrations may be extended where opportunity is being actively pursued, subject to written request to and approval by Tidebreak.

Submit completed registration form to Tidebreak via email <reseller@tidebreak.com> or via fax (+1 650 472 8940).

### I. RESELLER INFORMATION

Reseller Organization Name \_\_\_\_\_

Tidebreak Reseller ID # \_\_\_\_\_

Reseller Contact Name \_\_\_\_\_

Reseller Contact Address \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Reseller Contact Phone \_\_\_\_\_

Reseller Contact Email \_\_\_\_\_

### II. SALES PROSPECT INFORMATION

Prospect Organization Name \_\_\_\_\_

Project Title \_\_\_\_\_

Prospect Contact Name \_\_\_\_\_

Prospect Contact Title \_\_\_\_\_

Prospect Contact Telephone \_\_\_\_\_

Prospect Contact Email \_\_\_\_\_

Name and Title of Decision Makers \_\_\_\_\_

Name and Title of Prospect Signing Authority \_\_\_\_\_

### III. OPPORTUNITY INFORMATION

Reseller Relationship with Prospect \_\_\_\_\_

Name/s of Reseller Staff who have met with Prospect \_\_\_\_\_

Is the Project Funded?    Yes    No    (Circle one)

Expected Timeframe for Purchase and Implementation \_\_\_\_\_

Tidebreak Products Discussed with Prospect    ClassSpot    ClassSpot PBL    TeamSpot    (Circle all that apply)

Describe the Project Opportunity \_\_\_\_\_  
 (e.g. Department, Application, Scope)  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

Competing Technologies Being Considered by Prospect \_\_\_\_\_