

## Partner Profile

Company Name: \_\_\_\_\_

Parent Company (If applicable): \_\_\_\_\_

Company Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip Code: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ Web Site: \_\_\_\_\_

Number of Employees: \_\_\_\_\_ % in Sales: \_\_\_\_\_ % in Support/training: \_\_\_\_\_ % in Telesales: \_\_\_\_\_

Years in Business: \_\_\_\_\_ Previous years sales (\$) volume: \_\_\_\_\_

Geography Covered: \_\_\_\_\_

**Additional Locations:** (Please attach additional pages if necessary)

Company Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip Code: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ Web Site: \_\_\_\_\_

Number of Employees: \_\_\_\_\_ % in Sales: \_\_\_\_\_ % in Support/training: \_\_\_\_\_ % in Telesales: \_\_\_\_\_

Key Contact: \_\_\_\_\_ Phone: \_\_\_\_\_

Geography Covered: \_\_\_\_\_

Company Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip Code: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ Web Site: \_\_\_\_\_

Number of Employees: \_\_\_\_\_ % in Sales: \_\_\_\_\_ % in Support/training: \_\_\_\_\_ % in Telesales: \_\_\_\_\_

Key Contact: \_\_\_\_\_ Phone: \_\_\_\_\_

Geography Covered: \_\_\_\_\_

**Corporate Contact Information:**

Owner: \_\_\_\_\_ Tel: \_\_\_\_\_ Email: \_\_\_\_\_

President: \_\_\_\_\_ Tel: \_\_\_\_\_ Email: \_\_\_\_\_

Sales Manager: \_\_\_\_\_ Tel: \_\_\_\_\_ Email: \_\_\_\_\_

Tech Support: \_\_\_\_\_ Tel: \_\_\_\_\_ Email: \_\_\_\_\_

Marketing Support: \_\_\_\_\_ Tel: \_\_\_\_\_ Email: \_\_\_\_\_

Order Admin: \_\_\_\_\_ Tel: \_\_\_\_\_ Email: \_\_\_\_\_

Purchasing Agent: \_\_\_\_\_ Tel: \_\_\_\_\_ Email: \_\_\_\_\_

Accts Payable: \_\_\_\_\_ Tel: \_\_\_\_\_ Email: \_\_\_\_\_

**What is your primary business?**

- Value-Added Reseller     System Integrator     Software Reseller
- Consulting     Dealer/Distributor     Solution Provider

**What is your Sales Model?**

- Direct Sales/Field Reps     Catalog/Mail Order     Other

**Sales Mix**

\_\_\_\_\_ % Corporate  
\_\_\_\_\_ % Government  
\_\_\_\_\_ % Education  
\_\_\_\_\_ % Other \_\_\_\_\_

**Which Security Products do you sell?**

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**What level of "First Line Tech Support" do you provide?**

- None
- Limited Support on Authorized Products
- Full Support on all Authorized Products

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