

# Authorized Partner Application



Thank you for applying to become a part of Extracomm Authorized Partner Program. Please complete all relevant questions below and return the application to us by way of mail or fax. Incomplete information may delay approval of your application. All information obtained by Extracomm Inc., will be used for internal purposes and will remain private and confidential. Upon receipt of the completed application, you will be contacted with respect to an initial offering of information, (brochures, spec sheets, compatibility lists, etc.) and a NFR version of ExtraFax and SecurTrac, in order to assist your company in the familiarization of Extracomm products. If you have any questions, concerning the Extracomm product line, please feel free to contact us at 905-709-8602 ext 226. Thank you for contacting Extracomm and taking the time to tell us about your business.

## Company Information *(Please inform us about your organization)*

Company name: \_\_\_\_\_

Street address (shipping): \_\_\_\_\_

Mailing address/P.O. Box Number: \_\_\_\_\_

City: \_\_\_\_\_ State/Province: \_\_\_\_\_

Zip/Postal: \_\_\_\_\_ Business Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

EMAIL: \_\_\_\_\_ www: \_\_\_\_\_

State/Provincial Sales tax number: \_\_\_\_\_

## Key Contacts

Product Management Contact: \_\_\_\_\_ Title: \_\_\_\_\_

Purchasing Contact: \_\_\_\_\_ Title: \_\_\_\_\_

Marketing/Promotion Contact: \_\_\_\_\_ Title: \_\_\_\_\_

Technical Support Contact: \_\_\_\_\_ Title: \_\_\_\_\_

## Type of Business

Years in Business: \_\_\_\_\_ 2007 Sales: \_\_\_\_\_ 2006 Sales: \_\_\_\_\_

Number of Employees: \_\_\_\_\_ Number of Tech/Service: \_\_\_\_\_

Number of Inside Sales: \_\_\_\_\_ Number of Outside Sales: \_\_\_\_\_

## Type of Company *(check all that apply)*

- Store Front/Retail       Mail Order       Integrator/VAR       Lotus Business Partner
- Reseller       OEM       Consultant       Educational/Government Reseller

Number of Sales Locations: \_\_\_\_\_

Do you sell?       Locally       Regionally       State/Province Wide       Nationally

Who determines what product you will resell? \_\_\_\_\_

Corporate decision       End user demand       Account Representative

Other (please specify) \_\_\_\_\_

How do you differentiate your organization from competitors? \_\_\_\_\_

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

**Vendor Certification (\*Must be completed)**

- Novell                      Level \_\_\_\_\_ LANS installed \_\_\_\_\_
- Microsoft                      Level \_\_\_\_\_ LANS installed \_\_\_\_\_
- Lotus                      Level \_\_\_\_\_ LANS installed \_\_\_\_\_
- IBM                      Level \_\_\_\_\_ LANS installed \_\_\_\_\_
- Citrix                      Level \_\_\_\_\_ LANS installed \_\_\_\_\_
- Eicon                      Level \_\_\_\_\_ LANS installed \_\_\_\_\_
- 3Com/USR                      Level \_\_\_\_\_ LANS installed \_\_\_\_\_
- Brooktrout                      Level \_\_\_\_\_ LANS installed \_\_\_\_\_
- Maximizer                      Level \_\_\_\_\_ LANS installed \_\_\_\_\_
- GoldMine                      Level \_\_\_\_\_ LANS installed \_\_\_\_\_
- LAN Manager                      Level \_\_\_\_\_ LANS installed \_\_\_\_\_
- Other                      NOS: \_\_\_\_\_ LANS installed \_\_\_\_\_

**Communications Information**

*Do you currently sell and/or install the following? (check all that apply)*

|  |  |
|--|--|
| <b>Product Type</b>  |  |
| <input type="checkbox"/> Communications Servers:                 |  |
| <input type="checkbox"/> Fax Servers:                            |  |
| <input type="checkbox"/> Fax/Modems:                             |  |
| <input type="checkbox"/> Communications Software:                |  |
| <input type="checkbox"/> Fax Software:                           |  |
| <input type="checkbox"/> Distributor used most frequently        |  |
| <input type="checkbox"/> Rates charged for service/installation: |  |

*Which Extracomm product(s) do you intend to sell? (Check all that apply)*

- ExtraFax                     
  SecurTrac                     
  SecurEsign                     
  Both

*What do you expect from a manufacturer?* \_\_\_\_\_

\_\_\_\_\_

*What could Extracomm do to enhance your business?* \_\_\_\_\_

\_\_\_\_\_