



**Business Partner Program Application**

**Primary Contact:**

First Name \_\_\_\_\_ Last Name \_\_\_\_\_

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

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip code \_\_\_\_\_

Country \_\_\_\_\_

Phone (\_\_\_\_) \_\_\_\_\_ Fax (\_\_\_\_) \_\_\_\_\_

E-mail \_\_\_\_\_

URL \_\_\_\_\_

**1. Which of the following do you sell into?**

- Fortune 1,000 (Corporate)       Medium Business (<999)       Small Business (<99)
- Consumer Education/Government
- Other \_\_\_\_\_

**2. What type of partner are you?**

- VAR       Consulting Firm
- Manufacturer       ASP       Systems Integrator
- Consultant (1person)
- Other \_\_\_\_\_

**3. Corporate Profile**

**Total Employees:** \_\_\_\_\_ **Software & Support Employees:** \_\_\_\_\_

**4. What is the primary focus of your business?**

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

**5. Operating Systems Supported:**

- Windows       Linux       MacOS       UNIX/AIX  
 zOS

**6. Hardware Authorizations:**

- Intel       Apple       HP       Sun  
 IBM zSeries       IBM xSeries       Other
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**7. What type of consulting services do your specialize in (select as many as apply)?**

- Recommend (software/hardware solution)       Software System Specifications/Design  
 Web Design and Development       Maintenance/support  
 Hardware System Specification/Design/Installation       Procurement  
 Other \_\_\_\_\_

**8. Do you provide training services on site or at the customer location?**

- At your site       At customer location       Both

**9. Are you currently selling and installing email and collaboration software?**

**Example: Microsoft Exchange/ Outlook or IBM Domino/Notes**

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