



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 Online
- Manufacturer ASP Systems Integrator
- Corporate Reseller Retail 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 Windows NT MacOS UNIX/AIX

- OS400 Linux OS390 Solaris

6. Hardware Authorizations:

- Intel Compaq Apple HP DEC Sun
 SGI IBM xSeries IBM iSeries IBM zSeries IBM pSeries
 Other _____

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
