

Authorized VAR Application

Section One: Business Profile

Reseller Name: _____ Contact: _____
DBA: _____ Title: _____
Address: _____ Telephone: _____
Address 2: _____ Fax: _____
Parent Corp.: _____ DUNS: _____
Internet URL: _____ E-mail: _____
Years in Bus.: _____ Last Year Revenue: _____
Is Your Business?: Small Disadvantaged This Year Revenue: _____

Section Two: Customers and Solutions

1. What kind of data storage equipment do you currently sell?: (please include manufacturer/model and quantity/year)

2. What are the unique solutions or services that you provide?:

3. What vertical markets do you serve?:

Section Three: Marketing Activity

1. What geographic territory do you market in?: _____

2. Do you plan to purchase demo equipment?: YES NO

3. Based on your expertise and experience, describe the Marketing and Sales activities that you will implement in the first 120 days of our relationship, if approved as an AC&NC Reseller/VAR:

Section Four: Authorization

I hereby certify that the information submitted on this application is accurate and complete. I hereby authorize AC&NC to verify any of the information submitted with third parties. AC&NC will review all information submitted and in its sole discretion may accept or reject this application. I understand that this is not a credit application.

Signature: _____ Title: _____ Date: _____

Please fax to AC&NC at 412-683-9070