

# 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)

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

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3. What vertical markets do you serve?:

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## 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:

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## 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