

# 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 Key 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. 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: \_\_\_\_\_ Number of Employees: \_\_\_\_\_

Number of Tech/Service: \_\_\_\_\_ Number of Inside Sales: \_\_\_\_\_

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

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

- Integrator/VAR
- Reseller
- Consultant
- Microsoft Partner
- OEM
- Educational/Government Reseller
- HCL Business Partner

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)**

- Microsoft                    Level \_\_\_\_\_
- HCL                            Level \_\_\_\_\_
- VMware                      Level \_\_\_\_\_
- Citrix                         Level \_\_\_\_\_
- Dialogic                     Level \_\_\_\_\_
- Other                         Level \_\_\_\_\_

**Areas of Specialty information**

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

Product Type	
<input type="checkbox"/> Windows Servers:	
<input type="checkbox"/> Linux Servers:	
<input type="checkbox"/> AIX Servers:	
<input type="checkbox"/> Email Servers:	
<input type="checkbox"/> Virtual Servers:	
<input type="checkbox"/> Fax Servers:	
<input type="checkbox"/> Fax/Modems:	
<input type="checkbox"/> Fax Software:	
<input type="checkbox"/> Regulatory / Compliance Software:	

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

- ExtraFax for Domino       ExtraFax for Exchange       SecurTrac                     SecurSearch
- All

What do you expect from a software vendor?

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

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