

## Revinetix D<sup>3</sup> VAR Application

To become a part of Revinetix D<sup>3</sup> Var Program, complete the following form and fax it to 801-262-2642 or call Revinetix at 1-(888)-264-5116 if you have questions

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

Street Address: \_\_\_\_\_ Suite/Apt.# \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Phone: (\_\_\_\_) \_\_\_\_\_ Fax: (\_\_\_\_) \_\_\_\_\_ E-mail: \_\_\_\_\_

### Company Profile

#### Key Contacts

Main Contact: \_\_\_\_\_ Phone/ext. \_\_\_\_\_ E-mail: \_\_\_\_\_

President: \_\_\_\_\_ Phone/ext. \_\_\_\_\_ E-mail: \_\_\_\_\_

Sales Contact: \_\_\_\_\_ Phone/ext. \_\_\_\_\_ E-mail: \_\_\_\_\_

Technical Contact: \_\_\_\_\_ Phone/ext. \_\_\_\_\_ E-mail: \_\_\_\_\_

Number of Sales Staff: \_\_\_\_\_ Number of Technical Staff: \_\_\_\_\_

Number of Training Staff: \_\_\_\_\_ Total Number of Staff: \_\_\_\_\_

Total Employees: \_\_\_\_\_ # Sales Offices: \_\_\_\_\_ Do you have a Storefront?  Yes  No

Yearly Average Revenues: \_\_\_\_\_ Year Established: \_\_\_\_\_ Years in Business: \_\_\_\_\_

Geographic Coverage (check all that apply):  Local  Regional  National  International

### Sales Information

What percentage of the following operating system do you sell/service? (Should add to 100%)

Windows \_\_\_\_\_ % Netware \_\_\_\_\_ %

LINUX-based \_\_\_\_\_ % Mac OS-based \_\_\_\_\_ %

Free BSD \_\_\_\_\_ % Solaris \_\_\_\_\_ %

TOTAL = 100%

#### ANNUAL SALES (All products and services)

- |  |  |
|--|--|
| <input type="checkbox"/> Less than \$100,000   | <input type="checkbox"/> 3,000,000 – 5,000,000   |
| <input type="checkbox"/> 100,000 – 250,000     | <input type="checkbox"/> 5,000,000 – 10,000,000  |
| <input type="checkbox"/> 250,000 – 500,000     | <input type="checkbox"/> 10,000,000 – 20,000,000 |
| <input type="checkbox"/> 500,000 – 1,000,000   | <input type="checkbox"/> More than 20,000,000    |
| <input type="checkbox"/> 1,000,000 – 3,000,000 |  |

#### CURRENT SALES MIX

Hardware	_____ %
Software Sales	_____ %
Installation Sales	_____ %
Technical Support Services	_____ %
Training Services	_____ %
Other	_____ %
Total	= 100%

Typical number of employees in your average customer's business?

- 1-4     5-9     10-25     25-50     50-100     Over 100

Typical number of computers in your average customer's network.

- 1-4     5-9     10-25     25-50     50-100     Over 100

Please indicate the type of VALUE you add to the system software you sell.

- Vertical Market Software     Training     Support     Service     System Integration

- Network Expertise     Consulting     Other

**Vertical Markets**

What vertical markets does your organization focus its sales and marketing efforts on? WHOM DO YOU SELL TO?  
Please check all that apply.

- Corporate     Education     Graphics/DTP     CAD/CAM     Engineering     Video/Audio

- Fortune 1000     Finance/Accounting     S/W Developer     Insurance     Federal     LAN/WAN

- Legal Services     Mail Order     Health Services     Retail     Government     Other