



## ARKIVIO™ SOLUTION PROVIDER PROGRAM Premier Reseller Application

COMPANY INFORMATION	
Company Name	
Local Address	
Corporate Headquarters Address	
City, State, ZIP/Postal Code/Country	
Phone Number / Fax Number	
Home Page URL	
How did you learn about Arkivio?	
BUSINESS INFORMATION	
Type of Business	<input type="checkbox"/> Corporation <input type="checkbox"/> Partnership <input type="checkbox"/> Sole Proprietorship <input type="checkbox"/> Individual <input type="checkbox"/> Other
If a corporation	<input type="checkbox"/> Public <input type="checkbox"/> Private
Total Company Revenues	<input type="checkbox"/> <\$1M <input type="checkbox"/> \$1-\$5M <input type="checkbox"/> \$5M-\$10M <input type="checkbox"/> \$10M-\$20M <input type="checkbox"/> \$20M-\$40M <input type="checkbox"/> \$40M+
Storage Management as a % of Total Rev.	
Storage Management Software Sold Over Last 12 months (\$000x)	
Professional Services as a % of Total Rev.	
Years in business	<input type="checkbox"/> 0-2 <input type="checkbox"/> 2-5 <input type="checkbox"/> 5-10 <input type="checkbox"/> >10
Geographic area your company serves	<input type="checkbox"/> Northeast <input type="checkbox"/> Northwest <input type="checkbox"/> Midwest <input type="checkbox"/> Southeast <input type="checkbox"/> Southwest <input type="checkbox"/> West
Total number of employees per category	<input type="checkbox"/> Inside Sales <input type="checkbox"/> Outside Sales <input type="checkbox"/> Technical Support <input type="checkbox"/> Network/System Engineers
Of Number Above, Total employees Dedicated to Storage Management	<input type="checkbox"/> Inside Sales <input type="checkbox"/> Outside Sales <input type="checkbox"/> Technical Support <input type="checkbox"/> Network/System Engineers
Resale Tax I.D. Number:	
VENDOR PARTNERSHIPS	
Other Vendor Storage Software Products You Are Authorized to Sell?	(Please list in order of largest revenue generated within each category)
Back-up Software	
Storage Management Software	
Other	
Operating Systems Sold	<input type="checkbox"/> NT/2000 <input type="checkbox"/> Netware <input type="checkbox"/> Solaris <input type="checkbox"/> AIX <input type="checkbox"/> IRIX <input type="checkbox"/> HP-UX <input type="checkbox"/> Other
Operating Systems Supported (% business)	<input type="checkbox"/> % <input type="checkbox"/> % <input type="checkbox"/> % <input type="checkbox"/> % <input type="checkbox"/> % <input type="checkbox"/> % <input type="checkbox"/> %
Which Distributor(s) Do You Currently Do Business With?	
RAID Systems Sold Per Month:	<input type="checkbox"/> Compaq <input type="checkbox"/> EMC <input type="checkbox"/> Sun <input type="checkbox"/> IBM <input type="checkbox"/> NetApp <input type="checkbox"/> Other
ISV Software Information	ISV                      % of Software Business                      Authorization Level                      Certified Training (Y/N)

TARGET MARKETS	
	(check all that apply)
What vertical markets does your organization target?	<input type="checkbox"/> Accounting <input type="checkbox"/> Healthcare <input type="checkbox"/> Entertainment <input type="checkbox"/> Insurance <input type="checkbox"/> BioIT <input type="checkbox"/> Manuf. <input type="checkbox"/> Transportation <input type="checkbox"/> Automotive <input type="checkbox"/> Telco <input type="checkbox"/> Education <input type="checkbox"/> Govt. <input type="checkbox"/> Financial <input type="checkbox"/> Legal Other: _____
Vertical Software Products You Are Authorized to Sell?	
CONTACT INFORMATION	
Primary Company Contact	
Name	
Title	
Phone (and ext.)	
Fax	
Email	
Finance/Billing Contact	
Name	
Phone (and ext.)	
Arkivio Champion	
REFERENCES	Please list one customer reference that is currently using your company's skills in providing storage management solutions
Company Name	
Address	
City, State, ZIP/Postal Code/Country	
Contact	
Phone Number	
Fax Number	

**Authorized Signature:**

**Date**

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