

ACE Computers Reseller Partner Application

Thank you for your interest in becoming an ACE Reseller Partner. Please complete the following application and fax it to (847) 952-6901 attention: Reseller Sales, to become an ACE Reseller Partner.

Program Requirements:

- Primary focus of your company is providing business-computing solutions to end user customers
- The ability to provide first-level pre-sales and post-sales services for your customers
- All products within an agreed upon solution are purchases directly through ACE
- Completed application form
- Signed Reseller Partner Agreement

Program Benefits:

- **Qualified Leads.** ACE generates leads through a wide range of marketing efforts. Prequalified leads are distributed to our partners
- **Discounted Units.** Partners may purchase products at a discount for internal use or for demonstration
- **Partner Mailing list.** Partners receive the latest information on products, technical enhancements, promotions, news, industry trends, and more, in an easy-to-access electronic format.
- **Sales Training.** Partners can receive on-site sales and product training. Training sessions are designed to help partners discover firsthand the key features and benefits of ACE products from an ACE representative
- **Priority Phone and Online Technical Support.** Partners receive priority status in phone and online technical support
- **Joint Account Calls.** For those extra critical account calls, ACE sales representatives are available to make joint account calls with our partners
- **Product Promotions.** Partners can take advantage of ACE product or pricing promotions especially designed only for ACE Reseller Partners
- **Lead Registration.** Partners will be able to register leads to obtain additional commissions according to our policy

Please review the documents in their entirety. This form is designed to give ACE a clear picture of your business. The time that you invest in completing this form will help us develop our relationship with you. In order to avoid delays in processing, please fill-out this application completely. After acceptance of your application we will provide you the ACE Reseller Partner Program Agreement for you to complete the process of becoming an ACE Reseller.

ACE Reseller Partner Application

Please TYPE or PRINT clearly the following information for ACE review. All information is strictly confidential.

1. Company Information:

Company Name: _____

Tax ID #: _____

Reseller ID#: _____

(Please attach a copy of Reseller Tax Exempt Certificate.)

Corporation Partnership Subsidiary or Branch-office Sole Proprietorship

Year Established: _____

1a. Mailing and Billing Address:

Address 2: _____

City: State: Zip: _____

Country: _____

1b. Shipping Address (No P.O. Boxes):

Address 2: _____

City: State: Zip: _____

Country: _____

Is this the primary location? Yes No

Are there branch locations?: Yes No How many: _____

(Please provide list of locations on an attached document.)

2. Contact Information:

Primary Telephone #: _____ Fax #: _____

Web Site URL: _____

Principal Contact: Title: _____

Phone #: _____

E-mail Address: _____

Technical Contact: Title: _____

Phone #: _____

E-mail Address: _____

Sales Contact:

Title: _____

Phone #: _____

E-mail Address: _____

3. Business Profile

3a. What is your approximate annual sales revenue?

<\$1M \$1M - \$5M \$5M - \$10M \$10M - \$20M >\$20M

3b. What percentage of total revenues is contributed by the following items?

Hardware sales: _____% Software sales: _____% Service: _____% Network
installation/support: _____%

Help desk/online support: _____% Software Development: _____% Consulting: _____%

Training: _____%

3c. Which of the following best describes your primary business?

Dealer/Storefront/Retail Reseller VAR Network Integrator Systems Integrator
 Software Integrator Software Developer Consultant On-line Reseller Distributor

3d. What is your primary target customer?

Small Business (1-100 users) Medium Business (100-500 users) Enterprise Business
(500 + users)

3e. What vertical markets are your primary focus?

Agriculture Communication Distribution Education Engineering Entertainment
 Financial (Banking) Government (local) Government (Federal) Health/Medical
 Manufacturing Transportation Other: _____

3f. What is your primary geographical coverage?

Local Regional National International (List countries): _____

3g. How many sales representatives does your company have?

1 - 3 4 - 8 9 - 15 > 15

3h. How many full time technical service representatives does your company have?

1 - 3 4 - 8 9 - 15 > 15

3i. What vendor authorizations does your organization hold?

3Com Cisco Compaq IBM Intel HP Microsoft Novell Red Hat SUN
 Other: _____

3j. What technical certifications do your technical staff have?

A+ 3Com Cisco Compaq IBM Intel HP Linux Microsoft Novell
 SUN SCO Other: _____

3k. What value added services do you provide:

Network integration Network monitoring Security Web design Web hosting

E-commerce 7x24x8 Support Multimedia Training

Other: _____

4. Business

Describe your business (briefly):

Thank you and we appreciate your interesting in partnering with Ace Computers. Please fax this form back to us at (847) 952-6901 attention: Reseller Sales