QMS® VAR Partnership Program Overview

The QMS business partner program brings together the industry's top value-added resellers (VARs) and systems integrators. Together, we form a business alliance that produces a broad range of solutions for customers who require the industry leading print solutions. From single user print stations to network LAN/WAN printing or enterprise level applications, our partnership will provide total solutions to an ever demanding customer base.

QMS VAR Program Benefits

- Account management / field sales staff
- Product discount
- Training
- QMS National Service
- QMS authorized service programs
- Leads / qualified
- MDF / discretionary
- Product literature
- Tradeshow participation / considered on request
- Electronic sales tools / CD
- WEB access to ValuePrint information
- Technical support / special 1-800 line
- Demo / discount program

Tech Data   **QMS**

Authorized VAR Partnership Application

Company Information

Company Name / DBA _____

Legal Name _____

Business Address _____

City _____ State _____ Zip _____

Primary Contact _____ Title _____

Second Contact _____ Title _____

Phone Number _____ Fax _____

Email Address _____ URL _____

Company Profile

Date Company was founded _____

Total annual computer sales revenues $ _____

Number of employees
    Administrative _____
    Executives _____
    Sales _____
    Service _____
    Technical Support _____
    Training _____

Section I

What type of reseller are you?

☐ ValueAdd Reseller   ☐ Catalog/Telemarketing

☐ System Integrator   ☐ Software Developer

☐ Retail/Store Front   ☐ Corporate Dealer

☐ Other _____

If you selected ValueAdd Reseller or System Integrator, describe value add or system components where the QMS system will be an integral part : _____

_____

If corporate, dealer please list your affiliation: _____

_____

Tech Data **QMS**

Section II

What type of services do you offer?

- ☐ Value Added Solutions
- ☐ System Integration
- ☐ Training
- ☐ Other _____
- ☐ Application Development
- ☐ Support Services
- ☐ Hardware Services

Briefly describe _____

_____

Section III

Do you have any aggregator affiliations?

- ☐ Intelligent Electronics
- ☐ Microage
- ☐ Inacom
- ☐ Vanstar
- ☐ Datago
- ☐ Other

Section IV

Please check printers currently sold by your organization:

- ☐ Lexmark
- ☐ HP
- ☐ Okidata
- ☐ Tektronix
- ☐ Xerox
- ☐ IBM
- ☐ Other
- ☐ DEC
- ☐ ATI
- ☐ TALARIS

Please list models sold _____

_____

Do you purchase demo equipment?

- ☐ yes
- ☐ no

Section V

Please check workstations sold:

- ☐ HP
- ☐ Sun
- ☐ Apollo
- ☐ Mips
- ☐ IBM
- ☐ DEC
- ☐ SGI
- ☐ All
- ☐ Other _____

Comments _____

_____

Tech Data   **QMS**

Section VI

Please check software applications:

☐ Forms   ☐ Document Management

☐ Document Imaging   ☐ NT

☐ Workflow   ☐ MICR

☐ Client Server   ☐ Other _____

Please list software your company has the ability to successfully deliver relevant solutions: _____

_____

Section VII

Please check service certification level:

☐ CNE	☐ CNA	☐ ASE
☐ MCNE	☐ ACE™	☐ A+
☐ SUN	☐ MICROSOFT® NT	☐ CCIE
☐ CIP	☐ MCSE	☐ _____
☐ CNI	☐ MCSD	

Section VIII

Platform support

☐ Macintosh®	☐ VAX® / VMS®	☐ WindowsNT®
☐ OS/2®	☐ Windows 3.1®	☐ Other _____
☐ UNIX®	☐ Windows95®	

Section IX

Please check certification from approved networking vendor:

☐ Novell® Platinum	☐ SAR	☐ Other _____
☐ Novell Gold	☐ IBM® Networking VAR	
☐ DEC®	☐ SCO® Vertical Solution Provider	

Tech Data   **QMS**

Section X

Annual gross sales for all products and services

$ _____

Please indicate percentage of total annual revenue from each of the following areas

_____ % Software   _____ % Hardware

_____ % Support   _____ % Applications development

_____ % Integration   _____ % Training

_____ % Other / please specify:

_____

_____

The above information provided is true and complete.

_____   _____

Signature   Title   Date

_____

Print name

The following is to be completed by QMS corporate headquarters	
_____	_____
Approved by	Date approved