



**Multia Registered Reseller Application**



**Multia Registered Reseller Program**



The Multia Registered Reseller Program is designed to support the marketing and distribution of the Multia product family, ensuring high availability of product and high level of service to both Distributors and Resellers. To become a Registered Multia Reseller, please completely fill out all the sections on both pages of this form and submit:

1. This signed application.
2. A copy of your agreement from your operating system vendor authorizing you to sell/service that OS. (See instructions below.)
3. The completed Multia Reseller Registration Test based on the supplied Electronic Learning Module (ELM) supplied by your Distributor or Digital and included the Reseller Welcome Kit. (See instructions below.)

**Operating System Support Qualifications**

Authorization to sell and service an operating system that works with Multia is a requirement for selling Multia. Please attach a copy of your vendor agreement authorizing you to sell/service their operating system. Also, please list the level of authorization you have (where appropriate) and the number of support specialists on staff. For example, for Novell environments, you would list the level (Gold, Platinum, etc.) and the number of CNE's on your staff:

<i>Operating System</i>	<i>Number of Support Specialists</i>	<i>Authorization Level</i>	<i>Operating System</i>	<i>Number of Support Specialists</i>	<i>Authorization Level</i>
Windows NT	_____	_____	OSF/1	_____	_____
NetWare	_____	_____	SCO UNIX	_____	_____
OpenVMS	_____	_____	HP/UX	_____	_____
OS/2	_____	_____	AIX	_____	_____
OS/400	_____	_____	SunOS	_____	_____
S/370	_____	_____	Solaris	_____	_____
Other	_____	_____			

**Working With Digital's Authorized Distributor Partners**

Please check the Distributor you prefer to work with on the list below. Also, if you are working with a Digital Channel Development Manager, please list his/her name in the space provided.

- |   |                |  |                |
|---|----------------|--|----------------|
| <input type="checkbox"/> Centauri                 | 1.800.289.9953 | <input type="checkbox"/> Intelligent Electronics | 1.800.800.4827 |
| <input type="checkbox"/> Firstop                  | 1.800.832.4322 | <input type="checkbox"/> Merisel                 | 1.800.637.4735 |
| <input type="checkbox"/> Gates/ARROW Distributing | 1.800.332.2222 | <input type="checkbox"/> MicroAge                | 1.800.887.0045 |
| <input type="checkbox"/> Hall Mark                | 1.800.884.5675 | <input type="checkbox"/> Pioneer Express         | 1.800.227.4712 |
| <input type="checkbox"/> Ingram Micro             | 1.800.456.8000 | <input type="checkbox"/> Pyramid Digital         | 1.800.416.6600 |
| <input type="checkbox"/> Inland Desktop Express   | 1.800.976.1110 | <input type="checkbox"/> Tech Data               | 1.800.237.8931 |

*Digital Channel Development Manager Name*

**Multia Reseller Registration Test**

To become a Registered Multia Reseller, you must complete the Multia Reseller Registration Test. All technical and marketing information you need to answer the questions is contained in the Electronic Learning Module (ELM) included in the Reseller Welcome Kit. You can also get copies of the ELM from your Digital Channel Development Manager. Its Part Number is EE-C4075-56. We also included an electronic version of the test on the ELM diskette; its Microsoft Word filename is MULTTEST.DOC.

**Service Authorization**

If you would like information on how to become a Digital Authorized Service Provider, please check YES: YES  NO

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## Multia Registered Reseller Application Signature Page

### Reseller Information

Legal Business Name \_\_\_\_\_  
 Address \_\_\_\_\_  
 City, State, ZIP \_\_\_\_\_ Current annual sales \$ \_\_\_\_\_  
 Phone \_\_\_\_\_ Expected Digital Share \$ \_\_\_\_\_  
 FAX \_\_\_\_\_ Number of Employees: \_\_\_\_\_

Please describe your added value solution:

\_\_\_\_\_

\_\_\_\_\_

Please describe your key vertical markets and integration capabilities:

\_\_\_\_\_

\_\_\_\_\_

### Authorized Signatures

Your signature on this form registers you for participation in Multia programs and qualifies you to participate in related promotion programs.

Reseller certifies that through the authorized signature below that any Marketing Development funds dispersed to them will be used for the promotion and sale of Digital Equipment Corporation products only. Backup proof of performance will be made available to Digital upon request.

\_\_\_\_\_  
Parent/Owner Signature (if applicable)

\_\_\_\_\_  
Typed Name

\_\_\_\_\_  
Company Authorized Signature

\_\_\_\_\_  
Typed Name

Date: \_\_\_\_\_

Send completed application to:  
**Digital Equipment Corporation**  
**Multia Administrative Desk**  
**2 Results Way, MFO2-4/D16**  
**Marlboro, Ma 01752**

FAX 508.467.8081

Products obtained under this agreement may be subject to U.S. and other government export control regulations. Customer assures that it will comply with those regulations whenever it exports or reexports controlled products or technical data obtained from Digital or any product produced directly from the controlled technical data.