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uccessful partnerships require strong commitment by *both* partners. Successful sales are made by listening to your customer's requirements, and identifying the products that best address their computing concerns. In these times of

**An Invitation to Join
SysKconnect's Partners in
Advanced Connectivity**

margin-conscious business practices you need to be able to bring a true value-add to the discussion table. This can only be accomplished when you enhance the standard decision criteria mix—price, availability and terms—to include a strong understanding of advanced networking technologies, providing the added value of *reviewing and recommending* the best high-performance networking technology.



SysKconnect is unique to the industry in providing the widest range of these technologies from a single source—FDDI, ATM, server level Ethernet & Token Ring, and Ethernet-FDDI Switching offerings. Combining this broad product range with the PAC program will make you one of the differentiated solution providers in your market.

By participating in the PAC program, you will have an industry leader supporting you throughout the pre- and post-sales process. SysKconnect account executives will help you analyze your customer's requirements and recommend an effective product implementation strategy using SysKconnect's family of product offerings. After that, SysKconnect technical resources



will assist in the design of the solution and support you during the installation process.

The PAC program is an ongoing relationship that provides you with the training, information and support to become a Leader in High-performance Networking.

SysKonnnect's PAC program includes:

- Qualified lead referrals
- On-site training
- Installation support
- Priority hot-line support
- Technical & marketing updates
- Design review resources
- Special evaluation product purchase pricing



FDDI NICs include support for EISA, ISA, MCA, SUN SBus and Apple NuBus (PCI in Q1CY95). In both Single and Dual Attach configurations with support for Synchronous data traffic. Drivers include SCO, NetWare, UnixWare, Microsoft NT, ODI, NDIS, AIX, SunOS, Solaris, FDDITalk, and more... with cabling support for fiber, UTP, and STP.

FDDI Workgroup Concentrators are configurable from 6-12 ports, and can mix cabling systems. The hubs are software configurable and SNMP manageable. Cascading hubs allows low-cost expansion of the FDDI network.

ATM NICs include support for EISA, SUN SBus, and PCI (Q1CY95). Support for standard network and desktop operating systems and speeds up to 155 Mbps makes this line ready to support high speed backbone requirements.

Ethernet NICs for mid-range server applications include support for EISA, ISA and MCA buses. All are software configurable and have a complete set of optimized drivers available. All products ship with a configuration utility that doubles as a network monitor.

Token Ring NICs for mid-range server applications include support for ISA/EISA and MCA platforms. A complete set of operating system drivers are included. With Full-Duplex 32 Mbps (Q1CY95) software upgrade capability, these offerings allow for a less costly migration to higher performance networking.

SK-NET Switch has support for 16 Ethernet ports and up to 2 FDDI SAS or DAS ports. Feature set includes Fast Switching technology to minimize latency while still providing data reliability. And, any port can be connected to either a single user or a shared hub.

**SysKconnect, Inc.
Authorized PAC Application**

Reseller name: _____

Number of locations: _____ Number of employees: _____
 Number of salespeople: _____ Number of technical employees: _____

Type of business:
 We are a: _____ Domestic _____ International company
 This is a: _____ Branch _____ Headquarters location

Primary contact at your location:
 Name: _____ Title: _____
 Phone: _____ Fax: _____

SysKconnect sponsor (sales or technical): _____

Value-added Solution Information

Please describe your value-added services in detail and the vertical markets you address.

Product offerings. Which of the following products do you resell?
 Network Peripherals IBM RS 6000 Madge
 Codenoll Novell NetWare Cisco
 3Com SCO UNIX NetWorth
 Banyan Microsoft NT Compaq
 Synoptics (Bay Networks) IBM Servers SUN Sparc

Network certification. Please check all of the following for which you are currently certified.
 Novell Gold or Platinum SUN NVAD Novell CNE
 MS Network Specialist 3Com 3 Wizard Synoptics SAR

Number of Certified Engineers/Network Specialists employed by your company: _____

Educational Commitment Information

Candidate for full-day technical training seminar:
 Name: _____ Phone number: _____

Availability of sales personnel:
 Breakfast (before hours) Lunch Weekday (after hours)

Please provide at least one date for SysKconnect training:
 Note: the sales training will take approximately two hours, and at least one candidate from your office should be designated to attend SysKconnect's full day technical seminar.

Date 1: _____ Date 2: _____

Who do you have procurement capabilities with?
 GBC/Vitek Ingram Merisel Tech Data
 Other _____

Authorized signatures
 I hereby certify that I have the authority to commit my company's resources to execute the SysKconnect Reseller Authorization Program. I hereby release SysKconnect, Inc. from any and all liabilities associated with SysKconnect's Partners in Advanced Connectivity (PAC) Program.

**Applicant
Reseller Signature:**

Name: _____
 Title: _____
 Date: _____

**SysKconnect
Sponsor Approval Signature:**

Name: _____
 Title: _____
 Date: _____

Program Approval Signature:

Name: _____
 Title: _____
 Date: _____

Mail (or fax and then mail original) to:
 SysKconnect, Inc.
 Attn: PAC
 37 Pidgeon Hill Drive #185
 Sterling, VA 20165
 Phone: (703) 406 3334
 Fax: (703) 406 3862