

Application Form

Z-LINK GOLD PowerVAR Program

New application Addition to Z-LINK GOLD status; ZLG#: _____
Please print or type
Tech Data Customer Number: _____

Company Name: _____	dba: _____
Primary Contact: _____	Title: _____
Mailing Address: _____ (no post office boxes please)	
City/State/Zip: _____	
Phone: _____	Fax: _____

Business Type: _____ (list all that apply) (i.e. systems integrator/education specialist/vertical reseller)		
What network, OS or service certifications do you hold?: _____ _____		
What other CPU brands do you sell?: _____		
What were your total revenues: 93 _____	94 _____	95(est) _____
How many UNIX servers sold: 93 _____	94 _____	95(est) _____
How many NT servers sold: 93 _____	94 _____	95(est) _____
Please list current suppliers: _____		
Detail your target markets and your value-add to those markets: _____ _____		
Describe current sales projects that could involve ZDS PowerPC-based servers: _____ (functionality, software applications, configuration)		
Please identify the following personnel required for PowerVAR authorization:		
Systems Engineer: _____	Certification: _____	
<small>(Please attach copies of RS/6000 or Microsoft Certified Systems Engineer certificates)</small>		

Reseller Company Officer Signature _____	Date _____
Reseller Company Officer Name and Title (please print) _____	

ZDS Area Director Signature Date _____

ZDS Server Business Development Manager Signature Date _____

ZDS Director, Server Business Development Signature Date _____

ZDS Use Only: NT approved: _____ AIX approved: _____ <i>Dir., SBD Initials for approvals</i>

**FAX to: Zenith Data Systems
Server Business Development
ATTN: Dave Mack
508-294-3054**

New Zenith Data Systems PC-based Servers Now available at Tech Data

- Industry's first PowerPC-based SMP systems
- Excellent scalability and upgradability
- Industry leading price and performance
- Unique, flexible architecture
- Over 10,000 applications available
- PowerPC 604 RISC-based servers
- Flexible, cost-effective business servers
- Solid investment protection
- Industry standard PCI/ISA slots
- Runs AIX 4.1 and Microsoft Windows

ZDS Wins Highest Rating in Desktops/Notebooks Hardware Category

Zenith Data Systems was rated the highest desktop and notebook hardware vendor in the **1995 VARBusiness Annual Report Card** and continues to focus on supporting the VAR and reseller channel. VARs like you play a key role to the ZDS success story and it shows in their way of doing business. A special program to assist you in the selling efforts for the PowerPC-based servers has been developed.

ZDS Z-LINK GOLD PowerVAR Program Highlights

- Unlimited opportunity
- Flexible terms, strong margins
- Sales lead referrals and assistance with large sales
- Minimal volume requirement
- Sales support center
- Configuration assistance
- Coordination for benchmarks/porting/validation
- Coordination for demonstration systems

**Call us for more information on the new ZDS products
or the Z-LINK Gold PowerVAR program.**



1-800-237-8931

