## QUARTERDECK AUTHORIZED ACADEMIC/EDUCATION DEALER APPLICATION

13160 Mindanao Way, 3rd Floor Marina Del Rey, CA 90292-9705 Phone:(800) 528-8248 Fax: (310) 309-4209

TION 1. Dealer Name			
Address			
City	State	Zip	Phone
Fax		-	
Academic/Educ	cation Sales contact at t	his locatio	n
Title			
Chain If chain, li If yes, indicate # of str	s this the headquartersYesNo ores in the chain	0	hisor Name)
Bookstore	Other (Piease specify)		
Location:	Stand Alone Mal Industrial 1st flo Retail 1st flo College/University C	or Retail or hidden	Mall Office Bldg.
Set Up;	Retail Storefront	_Sales Off	iceWarehouse
	iously applied to be auth ndicate specific vendor[a		any other vendors?



SECT	FION 4.		
	How long has this Outlet/Sales (	Office been in business?	YearsMonths
	What are the annual sales for thi	s Outlet/Sales Office?	
	Under \$500K	\$1-2 Million	\$5-10 Million
	\$500K-1 Million	\$2-5 Million	Over \$10 Million
	What percentage of total annual	sales are generated by	each of these categories:
	Hardware	% Other	<u></u> %
	Software	%	
	What percentage of this Outlet/S Market?%	sales Office total sales ar	e to the education
	What percentage of academic sa	les are: K-12%	Higher Ed%
	What percentage of academic sa	les are to: Student	_% Faculty%
	Institutions (labs, admin., etc.)		%
SECT	FION 5.  How many units of software docacedemic/ education market?		<u>•</u>
	Is this Outlet/Sales Office a universal like this Outlet/Sales Office a universal like the sales and sales	tion of College Store Me re generated by: visits)	mber? Yes No % %
	How many full-time sales persons How many full-time sales persons How many schools does this Out	s are 100% dedicated to	academic/education?
	For reference purposes, please list Outlet/Sales Office. (This information ongoing sales service in the education of the educ	ation will be used only a	
	School/Account	_Contact	_ Phone
	School/Account	_Contact	Phone
	School/Account	Contact	Phone

## SECTION 7.

This application is submitted by application to Quarterdeck Corporation for the purpose of becoming an Authorized Academic/Education Dealer. Quarterdeck Corporation reserves the right to decline to accept this application and, in the event the application is accepted, to change or revoke applicant's authorized academic/education dealer status.

Quarterdeck Academic/Education products will be made available through selected Authorized Distribution Channels, and are subject to resale for end-user purposes only to the following categories of Academic/Education customers:

Qualifying Education Enterprise: Any K-12 or post-secondary school recognized by the US Department of Education or by agencies recognized by the US Department of Education.

Qualifying Faculty or Staff: Any full-time faculty member at post-secondary schools recognized by the US Department of Education or by agencies recognized by the US Department of Education.

Qualifying Students: Any full-time student at post-secondary schools recognized by the US Department of Education or by agencies recognized by the US Department of Education.

By signing this application, applicant certifies that all information provided on this application is correct to the best of his or her knowledge. Any changes in the information contained in this application must be communicated to Quarterdeck.

Sales of Quarterdeck Academic products to anyone other than the approved list of Academic/Educational end-users identified above will result in the revocation of Authorized Academic Dealer status.

Application Signature		
Name (please print)		
Title		
Approval Signature		
		*
Title		
Date	Dealer Number	