

Intel Processor Dealer Program

If you are a systems integrator or VAR that builds 10-300 PCs per month, this program is for you. *Key benefits include:*

Face-to-Face Technical and Marketing Training

- Highly-rated technical and marketing training 3 time per year
- Stay in the loop on future products and technologies

Merchandising Incentive Payments

- Direct payment rebates from Intel for each Intel Boxed Processor purchased from an Intel authorized distributor

Merchandising Materials

- Certificate, window sticker, poster, mousepad
- Special outbound sales tools
- Intel Boxed Processor and Boxed Motherboard ad builder kits
- Demos

Technical Support

- IPDnet - a password protected Web site exclusively for Intel Processor Dealers
- Free Intel Phone Support for Intel Boxed Processors and Boxed Motherboards

Current Boxed Products Available via this Program

180 and 200 MHz Pentium® Pro Processor
166 and 200 Mhz Pentium® Processor with MMX™ Technology
100, 120, 133, 150, 166, 200 Mhz Pentium Processor
TC430HX Pentium Processor Motherboard
VS440FX Pentium Pro Processor Motherboard
PR440FX Dual Pentium Pro Processor Motherboard

ENROLL NOW

- Complete and sign the attached enrollment form
- Fax to 1 904-636-3859.

If you would like further information, please contact your Intel Authorized Boxed Processor Distributor, or call our Intel Processor Dealer support line toll free at 1-888-206-3074.



Intel Processor Dealer Program

Terms and Conditions

Eligibility Requirements

- The Intel Processor Dealer (IPD) must purchase the eligible Intel Boxed Products from an authorized Intel distributor.
- The IPD must integrate the eligible Intel Boxed Products into systems sold to end-users under the IPD's own company name and/or brand name.

Participation Requirements

- The IPD must sign the Enrollment Form, and agree to abide by the following requirements:
- The IPD must attach the Intel provided Intel Inside® program label to each system assembled by the IPD and sold using the eligible Intel processors. The program label must be affixed on the front bezel of the system and be separated by at least 1/2 inch from all other logos or brand names. Detailed logo usage guidelines are printed on the back of the product installation manual.
- The IPD must display the Intel supplied merchandising material contained in the merchandising kit sent to the IPD by Intel upon enrollment in the program. The merchandising materials are to be used in the sale and promotion of Pentium and Pentium® Pro processor-based systems only.
- The IPD must update the above merchandising at Intel's request.
- The IPD must make the Intel provided training materials available to all sales and technical personnel.
- The IPD agrees to allow Intel, or a designated third party, to conduct spot audits of their location(s) in order to verify compliance to these requirements and continued participation in this program.
- The IPD must have, at a minimum, one (1) sales or technical staff representative from each location where business is done under the IPD's name, attend the Intel Processor Integrator enrollment training as well as regular update training conducted by Intel or its distributors.
- Enrollment in the Intel Processor Dealer Program does not constitute a license to reproduce any Intel trademarks (Intel, Intel Inside®, Pentium®, or any other Intel trademarks).
- The IPD acknowledges that Intel is making no claims on behalf of the IPD as to the quality of products and/or services offered by the IPD. Any claims by the IPD contrary to this will result in the termination of the IPDs participation in the Intel Processor Dealer Program.

Merchandising Incentive

- In return for fulfilling the above requirements, Intel, will provide the participating IPD with a Merchandising Incentive in an amount approximately equal to 2% of the net purchase of eligible products purchased from an Intel authorized distributors.
- The IPD must maintain a minimum purchase volume of 10 Intel Boxed Processors per month to participate in the program. In addition, the merchandising incentive is only applicable to the first 1,000 units purchased each quarter (90 days) from all Intel authorized distributors.

Program Duration

- Intel may cancel this program for any reason with sixty days notice.



New IPD Enrollment Form

How did you hear about the IPD program?

Boxed processor insert card Intel Rep: _____ (please specify)
Intel Web Site Other: _____ (please specify)
Distributor : _____ (please specify) Distributor Rep: _____

Company Name: _____

Representative Name: _____

Primary Contact (if different from above) _____

Mailing Address: _____

City: _____ State/Prov: _____ Zip/Post Code: _____ Country: _____

Shipping Address (if different from above): _____

City: _____ State/Prov: _____ Zip/Post Code: _____ Country: _____

Telephone: _____ Fax: _____

Internet E-Mail Address: _____

Please answer the following questions about your location:

1) How do you generate your sales revenue:

Inbound Storefront Sales: _____ %
Outbound Field Sales: _____ %
Inbound/Outbound Phone Sales: _____ %
Total _____ 100 _____ %

2) How many staff does your company employ?

Management _____ Technicians _____
Sales _____ Total _____

3) Excluding notebooks, what is the % split between your own brand and branded PC's?

Your own brand _____ % Other PC brands _____ %

4) What is the % of your customers serviced:

Large Companies (> 1000 employees) _____ %
Medium Companies (100-999 employees) _____ %
Small Business (1-99 employees) _____ %
Home _____ %
Government _____ %
Education _____ %
Total _____ 100 _____ %



5) Excluding notebooks, what is your average number of systems integrated per month _____

6) Excluding notebooks, what is the CPU % breakdown of your system sales:

Pentium® Pro Processors	_____%
Premium Pentium® Processors (166, 200 Mhz)	_____%
Volume Pentium Processors (133, 150 Mhz)	_____%
Entry Level Pentium Processors (100, 120 Mhz)	_____%
Intel486™ processors	_____%
Non - Intel processors	_____%
Total	__100__%

7) What % of your system sales are sourced by Boxed Pentium Processors? _____%

8) What is the operating system % breakdown on systems sold?

Win NT *	_____%
Win 95*	_____%
Win 3.1/DOS*	_____%
Other	_____%
Total	__100__%

9) What % of your business is dual or multi-processing? _____%

10) What forms of marketing do you employ (Please check as many as apply)?

Direct Mail	Newspaper	Periodical	Telemarketing
Word of mouth	Yellow Pages	Other _____	

11) Would you like to receive more information on the following Intel products?

LanDesk® Manager	ProShare™ Video Conferencing
EtherExpress™ Pro 100 Adapters	OverDrive® Processors

Your signature below indicates that you have read, and agree to abide by the Intel Processor Integrator Program requirements as outlined above. It also indicates that the above information is true to the best of your knowledge.

Name (please print)

Date

Signature

Return the Enrollment Form via fax to: **904-636-3859**, or mail to:

IPD Registration
P.O. Box 44209
Jacksonville, FL 32231-4209

