mango
solution
provider

APPLICATION FORM

Date:_____ Access Code_____

Main Contact:_____ E-Mail Address_____

Title: _____ Web Site_____

Company Name:_____

Address: _____City_____State: ____Zip: _____

Phone Number: _____ Fax Number:_____

Other Contacts:

President_____Phone _____E-Mail_____

Sales Manager_____Phone _____E-Mail_____

Network Manager _____Phone _____E-Mail _____

Corporate Information

# of Salespeople:_____   # of SE's at this location: _____

# of Technical employees: _____   Total # of employees:_____

Reseller Tax ID# _____

How long have you been in business? _____years

Do you have other offices?

    ❑ No

    ❑ Yes; names and location of other offices: _____

_____

Total revenue year to date $_____

Last year's total revenue $_____

Business Profile

Type of business: (*please check all that apply*)

❑Value Added Reseller   ❑Systems/Network Integrator   ❑Telco/Cabling/Wiring Reseller

❑Training Services Provider   ❑Retail/Storefront   ❑Mangement Consultant

❑Internet Service Provider   Other _____

Do you focus on a particular vertical market?

❑Accounting   ❑Law Firms

❑ Banking/Finance   ❑Manufacturing

❑Education   ❑Real Estate

❑Government   ❑Retail store

❑Healthcare/Medical ❑Sales/marketing

❑Insurance   ❑Telecommunications

                    ❑Other_____

Sales Information

What percentage of your sales come from the following mix?

_____Hardware   _____Software   _____Support/Service   _____Other

What percentage of support is:

Pre-sales? _____   Post-sales?_____ (equaling 100%)

Do you offer technical support?

❑On location   ❑Training center   ❑Remote

Do you have any of the following Authorizations? (*please check all that apply*)

Novell: ❑Authorized   ❑Gold   ❑Platinum

Microsoft: ❑Solutions Provider   ❑Solutions Partner

What percentage of the following operating systems do you sell/service?

	DOS	_____ Windows 95	_____ Windows 3.1	
_____ Windows NT		_____ OS/2	_____ Macintosh	_____ Unix

Page 2   Name:_____

Do you sell/service the following products? (*please check all that apply*)

❑Netware   ❑Intranetware for Small Business   ❑Windows 95
❑Windows NT   ❑LANtastic

What distribution sources do you buy from? (*Please rank first, second, etc. Or not at all*)

❑Ingram   ❑Merisel   ❑Tech-Data   ❑Globelle/GBC
❑MicroAge   ❑D&H   ❑Gates/Arrow   ❑Access Graphics
❑Other (please specify)_____

What percentage of products do you purchase from the following sources?
_____Distribution   _____Direct

Average number of computers at your customer sites:
❑   1-5   ❑ 6-10   ❑11-25   ❑ 26-50   ❑ 51-100   ❑over 100

Customer Support

What other solutions are you likely to recommend to a customer? (*please check all that apply*)

❑Office applications (spreadsheets, word processors)   ❑Accounting
❑Internet/Email/Web page   ❑CAD/CAM
❑Database   ❑Telephone applications
Other_____

Marketing

Would you like to receive qualified leads?
❑Yes   ❑No

How do you promote your business? (*please check all that apply*)

❑Local Advertising   ❑Trade shows   ❑Seminars
❑Radio   ❑ Direct Mailings
❑ Other _____

Top 3 things that you would like to see from us?

_____
_____
_____
_____

*Please let us know if there is anything else you would like to tell us about your company (i.e. recent awards, growth or new location)

_____
_____
_____
_____

Submit your completed Application by any of the following methods:

Mail: Mango Solution Provider Program 1500 West Park Drive Westborough, MA 01581
Fax: (508) 871-7380
Web: Fill out this form on our web page   **www.mango.com**   and submit it via e-mail.

m a n g o

Part # MY97-SPA

Welcome to the Mango Team!

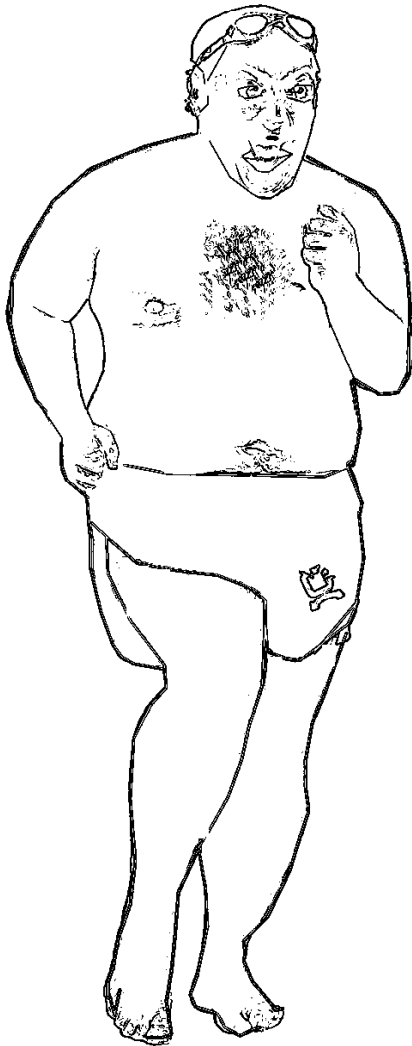# Medley97: The world's most powerful network—without the work

What is Medley97?

Medley is a networking software solution that allows small businesses to share information, without the cost and complexity of a traditional network.

Who needs Medley97?

Businesses with anywhere from 2 to 25 PCs on site wanting to share information. Examples include:

- local brokerage offices
- franchise offices
- insurance field offices
- law firms

- medical offices
- home offices
- real estate offices
- and many more!

What are the upsell opportunities?

Medley97 provides resellers with an entrée into the small business market, resulting in business opportunities far beyond the installation of the Medley network.
Upsell opportunities include hardware, such as hubs, network cards, cables, etc.; and software, such as e-mail, scheduling packages, office applications, groupware, etc

Key selling points.

- *Efficient*
  Because Medley is a network, you can now share information, files, and printers to improve productivity—and profits!
- *Easy*
  If you can install Quicken or a game, you can install Medley. And Medley looks like a local drive, making networking as easy as using a desktop PC!
- *Reliable*
  Medley provides the highest level of reliability of any network available today by creating an extra copy of each file and storing it in a different location than the original. This automatic file redundancy means your data is always available.
- *Flexible Licensing Options*
  Everyone gets into the pool with a 2-User Starter Kit. Once your Starter Kit is installed, additional Add-on License Paks are available in 1-, 5-, 10-, and 25-user increments.
- *Built on Industry Standards*
  Medley will work in your environment because it is built on the industry's most pervasive standards—Windows 95, TCP/IP, and Ethernet.

Five most frequently asked questions.

1. **What is Medley?** Breakthrough networking software that allows small businesses to experience the benefits of company-wide networking without the associated cost and complexity of traditional network solutions. Medley pools the resources of all your PCs to create a single, powerful network drive that's as easy to use as your desktop PC.
2. **How many PCs can I connect with Medley?** Medley97 will support a network of 2 to 25 PCs.
3. **What happens if a PC on the network goes down?** Medley protects against data loss by automatically making two copies of all files and storing them in different locations. If a machine goes down or is logged off, Medley automatically makes another copy of the files stored on that machine and redistributes them across the remaining PCs on the network, restoring it to complete fault tolerance within minutes.
4. **What if I already have a network in place?** If you already have a network installed, Medley actually boosts its performance. Because files are stored where they're used most often, Medley provides quick and easy access to information and reduces overall network traffic.
5. **Why do I need Medley if I already have Win95?** Medley gives you the power of a client/server network at the price of peer-to-peer. It looks and feels like a local drive, making it much easier to use. And Medley offers complete fault tolerance and significant performance increases.

Mango™
Medley™97

Medley97—The Power of the Pool.

Medley97 is a networking software solution that allows small business to share information without the cost and complexity of a traditional network. Unlike conventional networks that merely connect your PCs, Medley pools the resources of the connected PCs to create a single, powerful network drive that's as easy to use as your desktop PC.

Key Selling Benefits	Features
Medley is EASY!	• *Install with the click of a mouse* Simple installation gets your network up and running in no time. • *Consistent view across all PCs* Medley looks like a local drive, so all users have the same view of all files on the network. And users can set permissions for files they create, so all files are secure.
Medley is EFFICIENT!	• *Share information* Share files, printers —making everyone in the pool more productive. • *Simplify data organization* An efficient file storage system places information at users' fingertips. Files automatically migrate to where they're needed most, reducing network traffic and increasing performance.
Medley is POWERFUL!	• *Share resources dynamically* Resources are automatically deployed to where they're needed most, so every PC acts as both a client and a server. • *Get faster performance* Because files are accessed locally, Medley can be up to two times as fast as conventional networks. And as PCs are added to the pool, performance actually improves. The more people in the pool, the more fun for everyone!
Medley is RELIABLE!	• *Get automated support* Connect instantly to Mango Central. Upload diagnostics, download support wizards—you won't find more comprehensive, more innovative tech support. You even get 90 days of FREE Internet support. • *Play it safe with automatic file redundancy* Medley provides a safety net against data loss by creating an extra copy of each file and storing it in a different location. • *Self-healing network* If a machine goes down or is logged off, Medley automatically makes another copy of the files stored on that machine and redistributes them, restoring the Medley network to a fault-tolerant state within minutes.
Medley is AFFORDABLE!	• *Leverage existing PCs—no server required* Medley leverages your existing hardware and even boosts its performance by pooling memory and storage resources. If a server is present, it can also contribute to the pool by donating unused resources and maximizing its performance. • *No training or network administrator required* Medley's simple installation and complete network transparency virtually eliminate the need for training and ongoing administration.

Competitive Feature Comparison

Feature	Medley97	Peer-to-Peer	Client/Server
File sharing	Yes	Yes	Yes
Dynamic pooling of memory and disk space	Yes	No	No
Built on Windows, TCP/IP, & Ethernet standards	Yes	Partially	Partially
Simple installation including TCP/IP	Yes	No	No
Administrator-less	Yes	No	No
Adaptive—network adjusts itself	Yes	No	No
Intuitive—appears as a local drive	Yes	No	No
Consistent, universal view from all the connected PCs	Yes	No	No
Simple integrated security	Yes	Some	Some
Increased performance	Yes	No	No
No server required	Yes	Yes	No
Integrated fault tolerance & automatic self-healing	Yes	No	No
Every PC acts as both client and server	Yes	No	No
Next generation of distributed computing	Yes	No	No

Product Medley97	Part #	Tech Data Part #
2-User Starter Kit	20002	090950
1-User Add-on License Pak*	20001	090951
5-User Add-on License Pak*	20005	090952
10-User Add-on License Pak*	20010	090953
25-User Add-on License Pak*	20025	090954

* 2-User Starter Kit is required for each Add-on License Pak. All packages include one CD-ROM, appropriate amount of licenses, and a starter user guide.

System Requirements:
• Windows 95®
• 486 processor or higher
• 16 MB RAM
• CD-ROM drive
• 50 MB hard disk space

m a n g o ™

EVERYBODY INTO THE POOL

Part# MY97-SS-TD

www.mango.com
1500 West Park Drive, Suite 190
Westborough, MA 01581
1-888-88mango
Fax: 508-871-7380

TechData