COMPAQ AUTHORIZED MULTI-PROCESSOR RESELLER
QUALIFICATION

Please print or type:

Basic Information

Dealer Name   Dealer ID Number

Business Address   Business Telephone

Experience - Use these questions as a guide in describing your experience and abilities regarding the Multi-Processor Systems

---

Please describe your Business experience with Multi-Processor Systems:

Which industry sectors would you target?

In what types of Major Accounts do you already participate?

What Network Operating Systems do you sell and support?

Do you currently sell and support advanced networking peripherals, such as bridges, routers, gateways, etc? What brands?

Do you currently have employees who have advanced networking certifications (ASE, CNE CBE, etc)?

Do you have experience with Sales and Support for Relational Client/Server Databases? Which vendors?

Does your business offer software development services? In which environments?

Business Plan

Please attach a business plan for the balance of 1993 and 1994, indicating sales targets for Multi-Processor Systems, by quarter:

Indicate the number of sales representatives and support personnel you would dedicate to Server/Networking environment: