

SimpliStor

Reseller Program

Application – Americas



Business Proposition

SimplStor is partner focused and our partners are our life force. Our Partner Mission Statement is simple, just like our product: Maximize partner profitability through effective partnering strategies that fully utilize SimplStor's value proposition of essential archival storage for your customers. Completion of this application expedites acceptance into the program and allows us to better plan for our joint success.

Company Information

Legal Company Name _____

State of Incorporation _____

Address _____

City, State, Zip _____

Main Phone # _____

Main Fax # _____

Company URL _____

Dun & Bradstreet # _____

Key Contacts

President/Owner

Name _____

Title _____

Telephone _____

Email _____

Sales Contact

Name _____

Title _____

Telephone _____

Email _____

Technical Contact

Name _____
Title _____
Telephone _____
Email _____

Marketing Contact

Name _____
Title _____
Telephone _____
Email _____

Company Profile

What year was your company established?

Company Revenue:

	Previous Fiscal Year	Current Fiscal Year to Date
Total Revenue	_____	_____
Hardware Revenue	_____	_____
Software Revenue	_____	_____

How many people do you plan to certify on SimplStor?

Sales _____
Pre-Sales Engineers _____
Post-Sales Engineers _____

Do you have multiple office locations?

Yes No

What size customer do you target?

- SMB (small medium business) ((< 500 users)) SME (small medium enterprise) ((501 – 999 users)) Enterprise ((> 1,000 users))

Who are your hardware partners?

- Compellent Data Domain Dell
 EMC Fujitsu Hitachi
 HP IBM NetApp
 Spectra Logic Sun Other: _____

List other archival or backup solutions offered:

	Vendor	Product
1.	_____	_____
2.	_____	_____
3.	_____	_____

What solution practices do you focus on?

- Virtualization Disaster Recovery Storage
 Infrastructure Backup Archive & Compliance
 Data Integration Data Warehousing Business Intelligence
 Data Quality Services Other _____

How do you promote your solutions?

- Advertising Trade Shows Direct Mail
 Seminars Telemarketing Catalogs
 Other _____

Describe the areas of expertise your company currently has and what differentiates you from your competitors:

Bank and Trade References

This is a critical component of the application and needs to be completed in its entirety. Please be sure to provide Contact Information & Account Numbers.

**Bank and Financial Institution References:
(LIST DEPOSIT AND/OR LENDING ACCOUNT NUMBERS**

	Company	Contact/Telephone	Account Number
1.	_____	_____	_____
2.	_____	_____	_____
3.	_____	_____	_____

Trade or Other Credit References:

	Company	Contact/Telephone	Account Number
1.	_____	_____	_____
2.	_____	_____	_____
3.	_____	_____	_____

Thank you for completing the application for the SimplStor Reseller Program. In signing, you understand that this is an application and that your acceptance into the Program is subject to review by SimplStor. Once your application has been approved, you will receive a SimplStor Reseller Agreement. All information will be kept confidential.

Signed: _____ Date: _____

Printed Name: _____ Title: _____

SimplStor Approval:

Signed: _____ Date: _____

Printed Name: _____ Title: _____

Please send the completed application to:

By Mail: SimplStor
707 Kirkwood Highway
Wilmington, DE 19805

By Fax: 302-994-4302
Attn: SimplStor Sales

By Email: Sales@simplstor.com
Subject: SimplStor Reseller Program Application