



Host365 Authorised Reseller Application

Thank you for your interest in becoming a Host365 Authorised Reseller. Please complete the following application form.

This form is designed to give us a clear picture of your business and help us to forge a better relationship with you and our other partners. All information submitted will be treated in strictest confidence and in accordance with our Privacy Policy.

If you have any queries regarding the content of this application, please contact a member of the reseller team who will be happy to discuss them in detail.

Reseller Program Requirements:

Host365 are keen to work with partners who are enthusiastic about what they do and the technologies that the internet and Host365 can offer. We offer generous discounts to those partners who demonstrate commitment in the following areas:

- The primary focus of your company is providing business oriented computing and or internet solutions to end user customers.
- You provide first-level technical support for your customers.
- You purchase products and services directly through Host365.
- You commit to generating minimum revenues each year.

(If you do not meet the above requirements in full, you may wish to become a Host365 Referrer. Please see our website for more information on this).

In order to become a Host365 Authorised Reseller, please complete the following Reseller Application form and send the completed forms in confidence by fax:

FAX To:

0207 610 9922

We look forward to building a mutually beneficial working relationship.

Host365 Reseller Team



Host365 Authorised Reseller Application

Company Information:

Company Name: _____

Address 1: _____

Post Code: _____

Address 2: _____

Country: _____

City: _____

Telephone No: _____

County/State: _____

Fax No: _____

Business Type

- Company
 Partnership

- Subsidiary or Branch-office
 Sole Proprietorship

Year Established: _____

Web Site URL: _____

Shipping Address (if different):

Address 1: _____

County/State: _____

Address 2: _____

Post Code: _____

City: _____

Country: _____

Contact Information:

Primary Contact: _____

Technical: _____

Phone: _____

Phone: _____

E-mail
Address: _____

E-mail
Address: _____

Sales: _____

Accounts: _____

Phone: _____

Phone: _____

E-mail
Address: _____

E-mail
Address: _____



Business Profile

What is your approximate annual turnover?

- <£1M £1M - £5M £5M - £10M £10M - £20M >£20M

What percentage of total revenues is contributed by the following items?

Hardware sales:	_____%	Software Development:	_____%
Software sales:	_____%	Consulting:	_____%
Network installation/support:	_____%	Training:	_____%
Help desk/online support:	_____%	Service:	_____%

Which of the following best describes your primary business?

- | | |
|---|--|
| <input type="checkbox"/> Dealer/Storefront/Retail | <input type="checkbox"/> Software Integrator |
| <input type="checkbox"/> Reseller | <input type="checkbox"/> Software Developer |
| <input type="checkbox"/> VAR | <input type="checkbox"/> Consultant |
| <input type="checkbox"/> Network Integrator | <input type="checkbox"/> Systems Integrator |
| <input type="checkbox"/> On-line Reseller | <input type="checkbox"/> Distributor |

What is your primary target customer?

- Small Business (1-100 users) Medium Business (100-500 users) Enterprise Business (500 + users)

What vertical markets are your primary focus?

- | | |
|--|---|
| <input type="checkbox"/> Agriculture | <input type="checkbox"/> Engineering |
| <input type="checkbox"/> Communication | <input type="checkbox"/> Government |
| <input type="checkbox"/> Distribution | <input type="checkbox"/> Health/Medical |
| <input type="checkbox"/> Education | <input type="checkbox"/> Manufacturing |
| <input type="checkbox"/> Entertainment | <input type="checkbox"/> Transportation |

Other _____

What is your primary geographical coverage?

- Local Regional National International

How many sales representatives does your company have?

- 1 – 3 4 – 8 9 – 15 > 15

How many full time technical service representatives does your company have?

- 1 – 3 4 – 8 9 – 15 > 15

What vendor authorizations does your organization hold?

- | | |
|---------------------------------|------------------------------------|
| <input type="checkbox"/> 3Com | <input type="checkbox"/> HP |
| <input type="checkbox"/> Cisco | <input type="checkbox"/> Microsoft |
| <input type="checkbox"/> Compaq | <input type="checkbox"/> Novell |
| <input type="checkbox"/> IBM | <input type="checkbox"/> Red Hat |
| <input type="checkbox"/> Intel | <input type="checkbox"/> SUN |

Other _____

What value added services do you provide?

- | | |
|---|--|
| <input type="checkbox"/> 7x24x8 Support | <input type="checkbox"/> E-commerce |
| <input type="checkbox"/> Multimedia | <input type="checkbox"/> Network integration |
| <input type="checkbox"/> Network monitoring | <input type="checkbox"/> Security |
| <input type="checkbox"/> Training | <input type="checkbox"/> Web design |

Other _____



Business Description

Please briefly describe your business:

Misc information

Which magazines do you read to learn about new technology and industry news?

- Comms Business
- Computer Reseller News
- Computer Weekly
- Computing
- CTO
- Infoworld
- IT Week
- Microscope
- Network World
- PC Magazine
- PC Week
- Sm@rt Partner
- Systems Integrator Magazine
- VAR Business

Other _____

In order of frequency who are the top distributors that you purchase products from?

Authorised Signature

The applicant understands and agrees that this application to become a Host365 Authorised Reseller does not ensure that the Applicant will be chosen as an Authorised Reseller. The Applicant further agrees at all times to be bound by Host365's Terms and Conditions as published at www.host365.com.

By signing below, the applicant warrants that they have the authority to submit this information for the purpose of entering into an agreement and that the information provided in this application is accurate and true. If the information is determined to be inaccurate, the applicant acknowledges and agrees that Host365, at any time and at its sole discretion, may terminate the applicant as an Authorised Host365 Reseller. Furthermore the applicant agrees to keep their profile information updated if it changes or as requested from time to time by Host365.

Signature: _____

Title: _____

Name: _____

Date: _____