



# Linktivity Partner Program Application

PROGRAM INTEREST:	<input type="checkbox"/> Certified Platinum Reseller	<input type="checkbox"/> Technology Partner	<input type="checkbox"/> OEM	<input type="checkbox"/> End User Referral
PRODUCT INTEREST:	<input type="checkbox"/> WebDemo	<input type="checkbox"/> WebInteractive		

## MAIN CONTACT INFORMATION

Company Name		dba (if applicable)		
Street Address				
City	State	Zip/Postal Code	Country	
Main Telephone Number		Main Fax Number		Main E-mail Address
<b>KEY CONTACTS</b>	<b>NAME</b>	<b>DIRECT PHONE</b>	<b>(EXT)</b>	<b>E-MAIL</b>
President:	_____	_____	_____	_____
Sales:	_____	_____	_____	_____
Marketing:	_____	_____	_____	_____
Technical:	_____	_____	_____	_____
Finance:	_____	_____	_____	_____

## BUSINESS INFORMATION

<b>BUSINESS TYPE</b>	<input type="checkbox"/> Corporation	<input type="checkbox"/> Limited Partnership	<input type="checkbox"/> Partnership	<input type="checkbox"/> Sole Proprietorship	<input type="checkbox"/> Subsidiary
	Date Established _____		Parent Company _____		
<b>BUSINESS SETTING</b>	<input type="checkbox"/> Store	<input type="checkbox"/> Business Office	<input type="checkbox"/> Other (explain) _____		
<b>OFFICE LOCATIONS</b>	<input type="checkbox"/> US	<input type="checkbox"/> Canada	<input type="checkbox"/> Latin America	<input type="checkbox"/> Europe	<input type="checkbox"/> Africa
	<input type="checkbox"/> Asia	<input type="checkbox"/> Pacific Rim			
<b>TOTAL EMPLOYEES</b>	<input type="checkbox"/> 1-5	<input type="checkbox"/> 6-10	<input type="checkbox"/> 11-24	<input type="checkbox"/> 25-49	<input type="checkbox"/> 50-99
	<input type="checkbox"/> 100+	<input type="checkbox"/> 250+	<input type="checkbox"/> 500+	<input type="checkbox"/> 1000+	
<b>SALES FORCE (%)</b>	<input type="checkbox"/> Direct Sales _____%		<input type="checkbox"/> Field Sales _____%		<input type="checkbox"/> Sales Engineers _____%
<b>TECHNICAL STAFF (%)</b>	<input type="checkbox"/> Support Technicians _____%		<input type="checkbox"/> Field Engineers _____%		<input type="checkbox"/> Developers _____%

## SALES AND MARKETING INFORMATION

<b>PRODUCT/SERVICE MIX</b>	Hardware _____%	Software _____%	Services _____%
<b>TOP PRODUCTS SOLD</b>	1. _____	2. _____	3. _____
<b>ANNUAL REVENUE</b>	<input type="checkbox"/> < \$100K	<input type="checkbox"/> \$100K - \$500K	<input type="checkbox"/> \$500K - \$1M
	<input type="checkbox"/> \$1M - \$5M	<input type="checkbox"/> \$5M - \$10M	<input type="checkbox"/> Over \$10M
<b>SERVICE OBJECTIVES</b>	<input type="checkbox"/> Customer Retention	<input type="checkbox"/> New Customer Acquisition	<input type="checkbox"/> Other _____
<b>SERVICE TERRITORY</b>	<input type="checkbox"/> Local	<input type="checkbox"/> Statewide	<input type="checkbox"/> Regional
	<input type="checkbox"/> National	<input type="checkbox"/> International	<input type="checkbox"/> Other _____
<b>CUSTOMER FOCUS:</b>	<input type="checkbox"/> SOHO (1-2)	<input type="checkbox"/> Small Business (3-99)	<input type="checkbox"/> Mid-Size (100-499)
	<input type="checkbox"/> Enterprise (500+)		
<b>TOTAL CUSTOMERS</b>	<input type="checkbox"/> 1-499	<input type="checkbox"/> 500-999	<input type="checkbox"/> 1,000-4,999
	<input type="checkbox"/> 5,000-10,000	<input type="checkbox"/> 10,000+	
<b>VERTICAL MARKETS</b>	<input type="checkbox"/> Healthcare	<input type="checkbox"/> Federal Government	<input type="checkbox"/> Legal Services
	<input type="checkbox"/> Education (K-12)	<input type="checkbox"/> State Government	<input type="checkbox"/> IT Industry
	<input type="checkbox"/> Education (13-18)	<input type="checkbox"/> Local Government	<input type="checkbox"/> Hospitality Services
	<input type="checkbox"/> Other _____	<input type="checkbox"/> Call Centers	<input type="checkbox"/> Manufacturing
		<input type="checkbox"/> Financial Services	<input type="checkbox"/> Retail/POS

