

Backup Direct™ Partner Application

Please return this form, along with a signed mutual non-disclosure agreement (NDA).

General Company Information:

Company Name:

Street Address:

City:

County:

Postcode:

Phone:

Fax:

Web Site:

Year Company Founded: Company Registration N°:

Main Point of Contact:

Name:

Title:

Phone:

E-mail:

Main interest is:

- Affiliate Partner
- Reseller Partner
- OEM Partner

Principal company TYPE of business (please tick all that apply)

- | | |
|--|--|
| <input type="checkbox"/> ISP / ASP / Managed Services | <input type="checkbox"/> Developer (SW / HW) |
| <input type="checkbox"/> Value-Added Solution Provider | <input type="checkbox"/> Accountant |
| <input type="checkbox"/> Consultant | <input type="checkbox"/> Lawyer |
| <input type="checkbox"/> Volume Distribution | <input type="checkbox"/> Other_____ |
| <input type="checkbox"/> Training | |

Principal company LINE of business (please tick all that apply)

- | | |
|---|--|
| <input type="checkbox"/> Enterprise Networks | <input type="checkbox"/> Internet Web |
| <input type="checkbox"/> Small & Medium Business Networks | <input type="checkbox"/> Network Security |
| <input type="checkbox"/> Client/Server Applications | <input type="checkbox"/> Professional services |
| <input type="checkbox"/> E-Commerce | <input type="checkbox"/> Other _____ |

Principal Vertical Market reach: (please check all that apply)

- | | |
|---|--|
| <input type="checkbox"/> Financial / Insurance | <input type="checkbox"/> Pharmaceutical / Healthcare |
| <input type="checkbox"/> Governmental | <input type="checkbox"/> Public Sector / Utilities |
| <input type="checkbox"/> Retail | <input type="checkbox"/> Hi Tech |
| <input type="checkbox"/> Educational | <input type="checkbox"/> Other _____ |
| <input type="checkbox"/> Industrial / Manufacturing | |

Current number of employees:

- Less than 10
- 10 to 50 employees
- 51 to 100 employees
- 100 to 500 employees
- More than 500 employees

Market reach:

- Local
- Regional
- National
- Multi Country

Do you currently resell any ASP-type services/products (tick one)?

- Yes
- No

If Yes, Please indicate the products you currently resell:

If you currently provide any type of managed services for your customers, please describe below:

If you currently provide consulting services for your customers, please describe below:

Are you currently partnering or do you have business relationships with any organizations that provide Data Services?

- Yes
- No

If Yes, Please indicate the partners you currently work with:

Marketing Information:

May we reference the partnership with your company in marketing materials, such as the Backup Direct™ web site, marketing collateral and press releases?

- Yes
- No