



http://www.gtcocalcomp.com
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International Prospective Reseller Questionnaire

Please consider my authorization for: [] Digitizers [] Scanners [] InterWrite™ Product Family

Contact Information

1. Company Name:
Address:
City: State: Postal Code
Telephone: Fax:
Company Web URL:

2. Company Contact
Position/Title
Email Address:

3. Other Locations (City/State/Country):

Business Information

4. Last Year's Total Revenue \$ Year Company Established:

5. Number of Employees:
Inside Sales
Outside Sales
Tech Support
Installation/Service
Management
Total:

6. Briefly describe your company's primary business focus:

7. What markets segments does your company service/support?

Education: [] Lower/Primary/Secondary Education [] Higher Education/Universities/Colleges
Government: [] Federal [] State [] Municipal/Local
Corporate: [] Small/Midsize Business [] Fortune 500/1000
Vertical Market Expertise (if any) (Manufacturing, Education, CAD, GIS, Textile, Construction, i.e.)

8. Does your company sell Hardware? _____ Software? _____

Please list your top 5 manufacturing partners for resale:

(1) _____ (2) _____ (3) _____ (4) _____ (5) _____

9. Please describe the value-added services your company provides

10. What percentage of business is sold via:

Telemarketing _____% Outside Sales _____% Walk in _____% Web _____%
Print Advertising _____% Other (Please identify) _____%

11. Does your company offer training on its products? _____

Does your company deliver/install its products at the customer location? _____

Does your company offer customer site demonstrations on its products? _____

12. Identify your company's geographic business coverage area (i.e. Where do you have offices or resources to provide local support in sales and service?):

13. What suppliers does your company carry that may compete with GTCO CalComp products?

14. Why should your company be considered for authorization to resell GTCO CalComp products? List the value provided and the resources that would be committed to ensure a successful relationship. Please provide a summary of your target market strategy, product focus and resource deployment. (Attach a separate sheet if necessary to provide a complete business plan).

15. List any other information that may be pertinent to helping us consider your application?
