



Tangent Reseller Center Application

Thank you for your interest in joining the Tangent Reseller Center.

As a leading provider of affordable technology solutions and services, Tangent is here to help you deliver powerful, cost-effective Spam and virus protection that meet a wide range of market needs. Please complete the following application form to become a Tangent Reseller. All information is strictly confidential.

Submission:

Please make sure the following have been included before sending your application:

- Completed Application (this document)
- Signed Reseller Agreement

Fax completed forms to: **650-342-9380, Attention: Jesus Grospe**
or mail to:

Tangent
191 Airport Blvd.
Burlingame, CA 94010
Attn: Jesus Grospe

Phone Number: 800-342-9388



Tangent Reseller Center Application

Company Information

Company Name _____

Address 1 _____

Address 2 _____

City _____ State _____ Zip _____ Country _____

Main Phone # _____ Fax # _____

Company Web Site URL _____

Contact Information

Main Contact _____ Title _____

E-mail Address _____ Phone # _____

Sales Contact _____ Title _____

E-mail Address _____ Phone # _____

Tech Contact _____ Title _____

E-mail Address _____ Phone # _____

Business Profile

Which of the following best describes your business?

Retail ___ Mail order ___ Online reseller ___ Reseller ___

VAR ___ System integrator ___ Consultant ___ ISP ___

Other ___ Describe Other _____

Please indicate the 3 methods by which you advertise your products?

Storefront ___ Seminars ___ Trade shows ___ Magazines ___

Direct mail ___ Referrals ___ Internet ___ Newspaper ___

Mail order ___ Fax ___ Catalog ___ E-mail ___



What is your approximate annual sales revenue?

Less than \$1M ___ \$1M-\$5M ___ \$5M-\$10M ___ Greater than \$10M ___

Which of the following best describes your major product focus?

Telephony ___ Networking ___ Service ___ Data communication ___

Other ___ Describe Other _____

Have you sold security products?

Yes ___ No ___

What type of customers do you primarily target?

Small business (1-100 users) _____

Medium business (100-500 users) _____

Enterprise business (500+ users) _____

On which vertical markets do you primarily focus?

Communication ___ Education ___ Engineering ___

Gov't (federal) ___ Gov't (local) ___ Entertainment ___

Health/Medical ___ Manufacturing ___ Other (describe) _____

Reseller Tax Exemption Verification

Tax ID # _____

Reseller ID # _____

Reseller Signature Agreement

A signature below warrants that the applicant is authorized to submit this information for the purpose of entering into an agreement with Tangent.

Name _____ Title _____

Referred by Tangent Sales Rep _____