



- North : New Delhi Chandigarh Lucknow Jaipur Indore Bhopal
 East : Calcutta Bhubaneswar
 West : Mumbai Pune Ahmedabad Indore
 South : Chennai Coimbatore Madurai Kochi Trivandrum
 Bangalore Hyderabad Vizag Pondicherry

Business Partner Application: **SNAP** **PAL** **MARS**

Thank you for your inquiry and your interest in our products. If you are interested in becoming a **SNAP/PAL/MARS**, please complete this application. Upon approval we will send you our comprehensive pricelist(s). You must place your first Purchase Order to become our authorised business partner.

A. GENERAL INFORMATION

Company : _____
 Address : _____
 City : _____ State/ZIP : _____
 Phone : _____ Fax : _____
 e-mail : _____ Mobile/Pager : _____
 Web site : _____

B. CONTACT INFORMATION

Primary : _____ Designation: _____
 Secondary : _____ Designation: _____
 Person primarily responsible for handling sales referrals:
 Name : _____ Designation: _____
 Person primarily responsible for handling payments/finance:
 Name : _____ Designation: _____

C. BUSINESS DESCRIPTION

- Sole Proprietor Partnership Private Limited Company Public Limited Company Listed/Unlisted

D. BUSINESS TYPE

- Reseller/GID System Integrator-VAR/ISP Sales Offices : _____ Warehouses : _____
 Superstore OEMs Total Employees : _____ Administration : _____
 Retailer Internet Store Sales Support : _____ Technical Support : _____
 Corporate Reseller Corporate Reseller Field Sales : _____ Field Support : _____

What is your primary revenue source or product? _____
 What is your approximate gross annual sales?
 Less than Rs. 50 lacs Rs. 51 to 100 lacs Rs. 101 to 200 lacs Rs. 201 to 500 lacs Above Rs. 501 lacs
 Do you Own/Lease office? (SQFT) Office _____ Warehouse _____ Retail outlet _____ Service Center _____

E. PRODUCTS & SERVICES

Which platforms do you support? PCs Servers Windows/NT Novell-LAN Sun/Unix/Linux - Workstations

Please mark the products/services you currently purchase/avail of:

Components	Peripherals/Software	Computer Systems	Networking	Service
<input type="checkbox"/> Seagate	<input type="checkbox"/> Samsung	<input type="checkbox"/> Compaq	<input type="checkbox"/> Nortel	<input type="checkbox"/> SPARCS
<input type="checkbox"/> APC	<input type="checkbox"/> Hewlett Packard	<input type="checkbox"/> IBM	<input type="checkbox"/> 3 Com	<input type="checkbox"/> Warranty
<input type="checkbox"/> Intel	<input type="checkbox"/> Imation	<input type="checkbox"/> Dell	<input type="checkbox"/> Lucent	<input type="checkbox"/> Repair
<input type="checkbox"/> Quantum	<input type="checkbox"/> Iomega	<input type="checkbox"/> Hewlett Packard	<input type="checkbox"/> Cisco	<input type="checkbox"/> Reconfigure
<input type="checkbox"/> Dax	<input type="checkbox"/> Microsoft	<input type="checkbox"/> Acer	<input type="checkbox"/> Intel Networking	<input type="checkbox"/> AMC/ASP
<input type="checkbox"/> Mitsumi	<input type="checkbox"/> Novell	<input type="checkbox"/> Apple	<input type="checkbox"/> MRO Tek	<input type="checkbox"/>
<input type="checkbox"/> PC Partner	<input type="checkbox"/>	<input type="checkbox"/> Local Brand	<input type="checkbox"/> Tandberg Data	<input type="checkbox"/>

Standard terms and conditions of sales are applicable and available on request. P = Platinum R = Ruby O = Opal

Date Received: _____ **Date Processed:** _____ **Approved Category:** **P R O**

Ref: SNAP/74/98/DS