



INGRAM MICRO INC. LATIN AMERICA
RESELLER APPLICATION FORM



DOCUMENTS MUST BE FULLY COMPLETED BEFORE AN ACCOUNT CAN BE OPENED AND PRICING QUOTED.

- Checkboxes for document completion requirements: 'If you do not intend to resell...', 'Please insure that all documents are legible...', 'There is an account set up fee of \$50.00.', 'Accounts are reviewed after six months of opening.'

SECTION 1.A - COMPANY INFORMATION

- 1a. What is the full, registered name of your company?
1b. What is the trading name or "DBA/Doing Business As" name?
1c. Does this company already have an Ingram Micro Account?
1d. Is your company the parent or subsidiary of another company?
2a. What is the full registered address of your company?
2b. What is the trading or "Ship To" address of your company?
City, State or Province:
Zip/Postal Code:
Country:
Telephone:
Fax:
Internet Web Site Address:
Is your company BILL TO address and SHIP TO address the same?

SECTION 1.B - COMPANY STRUCTURE

- Corporation Partnership Sole Proprietorship

- State of Incorporation:
Corporate Tax ID Number:
Type of business:
Reseller Certificate Number:
Date business started:
Under present ownership since (date):
Property: Leased Owned

Customer agrees to notify Ingram Micro, in writing, of any changes of ownership of its business within ten (10) business days.

SECTION 1.C - OWNER/OFFICER INFORMATION (If more than 2, attach an additional sheet.)

- Name:
Percentage of ownership:
Social Security #:
Title:
Home Telephone:
Home Address:
e-mail address:
Date of Birth:
Driver's License:
State:
City, State or Province:
Passport No.:
Country:
Zip/Postal Code:
Country:
Have you ever filed for bankruptcy?
If yes, under what name
Year?
Name:
Percentage of ownership:
Social Security #:
Title:
Home Telephone:
Home Address:
e-mail address:
Date of Birth:
Driver's License:
State:
City, State or Province:
Passport No.:
Country:
Zip/Postal Code:
Country:
Have you ever filed for bankruptcy?
If yes, under what name
Year?

SECTION 1.D – NATURE OF YOUR BUSINESS

1. Is your company in the IT business? Yes No If no, what is your primary market? _____

Check all of the following categories that best describes your **Company**.

<input type="checkbox"/> Corporate Reseller	<input type="checkbox"/> Exporter	<input type="checkbox"/> Mass Merchant	<input type="checkbox"/> VAR / Systems Consultant	<input type="checkbox"/> Other: _____
<input type="checkbox"/> Dealer / Retailer	<input type="checkbox"/> Manufacturer	<input type="checkbox"/> OEM	<input type="checkbox"/> Wholesale Distributor	

2. Which category best describes your company's ownership affiliation:

- Affiliated with franchise group Member of Franchise Group Independent Reseller Owner-Operated Chain Location

3. Please list all IT Industry suppliers or manufacturers from which you purchase. Please note, some vendor programs require authorization numbers to resell product. Check all vendors that apply. Please list your vendor authorization numbers where applicable.

- 3COM # _____ IBM # _____ NORTEL # _____
 CISCO SYSTEMS # _____ MICROSOFT # _____ SYMANTEC # _____
 HEWLETT-PACKARD # _____ NOVELL # _____ OTHER # _____

4. On average, which of the following best describes your company's total monthly computer product **PURCHASES?** (Check one (1) answer only.)

- Under \$3,000 \$25,000 - \$50,000 \$150,000 - \$199,999 \$500,000 - \$749,999
 \$ 3,000 - \$9,999 \$50,000 - \$99,999 \$200,000 - \$249,999 \$750,000 - \$999,999
 \$10,000 - \$24,999 \$100,000 - \$149,999 \$250,000 - \$499,999 \$1,000,000 or more

5. Which operating systems do you primarily sell and support?. (Check **ALL** that apply.)

- MAC/OS DOS NETWARE OS/2 WINDOWS / WINDOWS NT UNIX LINUX OTHER

6. What are the main vertical markets. on which your company focuses , if any? (Check **ALL** that apply.)

- Accounting Data Warehousing Financial Services Internet Printing/Publishing Wholesale Distribution
 CAD/CAM Digital Video Government Legal Remote Access/Mobile Video Conferencing
 Computer Telephony Document Imaging Health Care Manufacturing Retail/P.O.S.
 Construction Education Insurance None Sales Automation

7. Business Segmentation: What percentage of your sales are to the following markets? (Total should equal 100%)

<input type="checkbox"/> Small / Medium Size Business _____ %	<input type="checkbox"/> Home Users _____ %	<input type="checkbox"/> Education _____ %
<input type="checkbox"/> Fortune 1000 _____ %	<input type="checkbox"/> Government _____ %	<input type="checkbox"/> Other _____ %

8. How many people does your company employ? 1-5 6-10 11-20 21-50 51-100 101+

9. What were your gross sales (USD) last year? \$ _____ Current Gross Sales Year-To-Date (USD): \$ _____

SECTION 2 – TERMS / TYPE OF ACCOUNT REQUESTED

Terms Requested: Prepaid/Wire Transfer Western Union – PAY BY PHONE Credit Card Western Union – QUICK PAY
 Company Check Net Terms - Amount of credit line requested: \$ _____

The Bank and Trade References Sections must be completed to be considered for Net Terms, pay by company check or Quick Pay by Phone.

SECTION 3.A – FINANCIAL DATA - BANK REFERENCES

Name: _____

Name: _____

Address: _____

Address: _____

City, Statej or Province: _____

City, State or Province: _____

Zip/Postal Code: _____ Country: _____

Zip/Postal Code: _____ Country: _____

Contact: _____

Contact: _____

Telephone: : _____ Fax:: _____

Telephone: _____ Fax: _____

Account #: _____

Account #: _____

Routing Code or ABA No.:

Routing Code ABA No.:

Financial statements for the preceding two (2) years are required for all credit applicants. Financial statements must include balance sheets and income statements. Unqualified financial statements must be certified by the Applicant's Owners/Officers as being true and complete, and prepared in accordance with generally accepted accounting principles. The statements' financial periods **must** be included.

The undersigned checking account holder, unconditionally, irrevocably and personally authorizes Ingram to collect any or all outstanding amounts due in connection with Applicant's credit account with Ingram by debiting such amounts from the below listed checking account. Ingram shall use this collection method in the event the amounts due are 20 days past due from their due date as set forth on a given invoice. Please attach voided bank check.

Account Holder's Name (Print): _____ Bank Name: _____
Address: _____ Address: _____
City, State or /Province: _____ City, State or Province: _____
Zip/Postal Code: _____ Country: _____ Zip/Postal Code: _____ Country: _____
Signature: _____ Telephone: _____
Title: _____ Date: _____

SECTION 4 – WWW.MI.INGRAMMICRO.COM WEB SITE – ACCESS ID AND PASSWORD ACTIVATION


Designate an e-Commerce User Administrator. Ingram Micro requires each reseller to appoint a user administrator who is responsible for maintaining your Company's e-Commerce user names and passwords. This includes requesting new User ID's for new users, maintaining all ID's and passwords for users in your Company, and appointing a back-up administrator if the primary administrator is unavailable. The user administrator is the only person authorized to contact Ingram Micro's e-Solutions (ECS) Customer Support with requests for user ID additions, deletions, or registration issues. Other associates are free to contact ECS analysts with support questions. To request user ID's and passwords for Ingram Micro e-Commerce tools, the user administrator should contact the e-Solutions Customer Support Dept. at (305) 921-6199, or toll free at (866) 603-6199, or by e-mail at la.CustomerService@ingrammicro.com. Contact ECS representatives between the hours of 8:00 a.m. and 6:00 p.m. EST.

CONTACTS: List employees authorized to have access to information from Ingram Micro, or have access to our web site to place orders. Attach a separate sheet if more than 2.

USER ADMINISTRATOR:
Accounts Payable Contact: _____ Phone No. _____ E-mail _____
Web Access (Check all that apply) View Only Access Purchasing Access Statements (A/P Information)

Owner Manager Purchaser Key Contact Other Phone: _____ Ext.: _____
Name: _____ E-Mail: _____
Web Access (Check all that apply) View Only Access Purchasing Access

SECTION 5 – EXPORT TRADE COMPLIANCE

	Answer the question below, complete the questionnaire (Section 5.A) and read Section 5.B. Do you intend to export products purchased from Ingram Micro outside of your home country? <input type="checkbox"/> Yes <input type="checkbox"/> No
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SECTION 5.A INT'L. TRADE COMPLIANCE QUESTIONNAIRE

As a reseller applicant that intends to import and/or export product purchased from Ingram Micro, we request that you provide the following, additional business information so that we can process your application in a thorough manner. Answer all questions. To avoid delays in processing your application, type or print all information legibly.

- List the specific name of the countries where you market and resell Ingram Micro product. Do not list only by region. For example, list Bahamas, not Caribbean, or Egypt, not Middle East.

- Provide a general list of the products you intend to purchase from Ingram Micro for resale to your customers:

- Do you have a full or partial ownership of any other, **additional** business? Yes No
If yes, list business name and countries where located (do not use abbreviations):

- Check all of the following items that best describes your customer base to whom you export.
 Corporate Reseller Dealer/Retailer Manufacturer OEM VAR / Consultant Wholesale Distributor Home-Users
- Do you intend to resell products purchased from Ingram Micro to government agencies? Yes No
Comments: _____

Please provide the name, phone number, fax number and e-mail address of the person who is most knowledgeable about international trade compliance in your company.

Contact Name: _____ Phone No.: _____ E-Mail: _____

SECTION 5.B TRADE COMPLIANCE INFORMATION

As an outreach to our customers who resell technology and computer products, this information is intended to make sure you are aware of important trade compliance regulations. The information provided below is primarily related to the U.S. Dept. of Commerce, Bureau of Industry & Security (BIS). To insure you understand the regulations of your specific country, please consult with the appropriate local trade compliance agency. It is the responsibility of the Reseller to ensure that its resale transactions do not violate the export control regulations enacted by U.S., or local government law.

Product Classification

The level of control applied to a transaction is determined by the government-designated classification of the product in combination with the country of destination. Based on the product classification, certain technology, computer and telecommunication products may require formal export license approval as defined within the scope of the applicable regulations. These products include but are not limited to computer products containing high levels of encryption functionality, certain network infrastructure products used in high volume telecommunications and information management, or products exported to foreign government end-users. You must understand the product classification to determine if there are any restrictions on the export or re-export.

Customer Base Compliance Screening – Know Your Customer

Products purchased from Ingram Micro must not be sold to any person, entity or business listed on any of the denial lists published by authorities governing the transaction, including the local government. It is illegal for a U.S. company or its foreign subsidiaries to conduct export business with a company or individual listed on the U.S. Government's Table of Denial Orders, Entity List, Specially Designated Nationals List or the Debarred List.

Destination Country Screening

You may not, without a license, export or re-export Ingram Micro products to embargoed destinations and terrorists supporting countries identified as Cuba, Iran, Iraq, North Korea, Libya, Sudan and Syria. For further information contact the nearest U.S. Embassy or Consulate.

Non-Proliferation of Weapons of Mass Destruction (WMD)

Non-Proliferation Screening is based on detailed regulations covering product end-use and end-user activities. Non-Proliferation Screening has been enacted to insure that resale transactions do not involve prohibited nuclear, missile, chemical or biological weapons end-uses and/or end-users without proper licensing authority issued by the U.S. Government, or local government. You may not, without a license, knowingly resell or make available any item to end-users involved in proliferation activities. Such non-licensed transactions are illegal.

High Risk for Diversion Screening Guidance

A firm may not export, re-export or transfer an item if they have knowledge that the customer will re-export or transfer that item without the proper licensing authority. It is illegal to knowingly make products available to persons or front companies who intend to divert products to unauthorized destinations, end-users or end-uses including nuclear, missile, chemical and biological weapons proliferation.

U.S. Government Country Group D List

The Country Group D list identifies countries where the U.S. has national security or proliferation concerns based on activities including but not limited to nuclear proliferation, missile technology development, and chemical and biological weapons development. Based on these concerns, the U.S. Government restricts exports or re-exports that would make a material contribution to any of these activities in Group D Countries. Depending on the Export Control Classification Number assigned to the product, certain technology, computer and telecommunication products may require a formal export license approval from the Bureau of Industry & Security. The Country Group D list is available in Supplement No. 1 to Part 740 of the Export Administration Regulations. For further information contact the nearest U.S. Embassy or Consulate.

SECTION 6 – ACCEPTANCE OF TERMS

ACKNOWLEDGEMENT

We acknowledge and confirm that:

1. We have answered the questions in this Reseller Application with the correct information. We have also read the pages 4 and 5 of this application and we agree with the text and acknowledge the restrictions made to resale of the products acquired by our company from Ingram Micro. In particular we commit ourselves not to sell products bought from Ingram Micro to countries, companies or for purposes in breach of any export control regulation enacted by the United States of America, or a Local Government Law.
2. We agree to notify Ingram Micro Inc. immediately and in writing if we intend to start export activities. if these activities are not part of our current business.
3. In any case, we agree to indemnify Ingram Micro and/or its affiliates and to hold them harmless in case of a claim against Ingram Micro or one of its affiliated companies because of a breach of any export control regulation enacted by the U.S., or local government to countries, companies or for purposes in breach of any export control regulation enacted by the United States of America, or a Local Government Law.
4. We agree to immediately notify Ingram Micro of any changes in ownership of our business or any other relevant change in the management/finance area of our business as set forth, herein by certified mail to Ingram Micro Latin America, 2100 NW 88th Court, Miami, Florida 33172, United States of America.
5. All sales of products and services by Ingram Micro Latin America to the applicant will be subject to Ingram Micro, Latin America's Standard Terms and Conditions, as may be amended from time to time without prior written notice at Ingram Micro's sole discretion, which are hereby incorporated by reference and are located on Ingram Micro's web site at <http://www.ingrammicro.com/visitor/potentialreseller/legalstc.pdf>
6. That the Company named above is a computer hardware/software reseller.
7. That we have read, understand and accept the Trade Compliance Information, which is hereby incorporated.
8. That we have read and understand the Latin America's Standard Terms and Conditions located on Ingram Micro's web site at <http://www.ingrammicro.com/visitor/potentialreseller/legalstc.pdf> and that by submitting an order we expressly declare our acceptance of the Standard Terms and Conditions currently in force at the time of the order.
9. That we agree upon the payment terms set forth by Ingram Micro - Latin American Division, as may be amended from time to time without prior written notice at Ingram Micro's sole discretion, which is hereby incorporated.
10. That I am an authorized representative for execution of this Agreement.

Company Name

Company Officer Signature

Print Company Officer Name

Company Officer Title

Date

Thank you for the interest you have shown in Ingram Micro, Latin America. We look forward to working with you.



Ingram Micro Inc., Latin America
ATTN: HEINER CHINCHILLA, NEW ACCOUNTS DEPT.
2100 NW 88th Court
Miami, FL 33172
Phone: 305-591-5349 / Fax: 305-994-7964
Right-Fax: 305-921-6029
<http://www.mi.ingrammicro.com>