



All information will be held in strict confidence and is used solely for the purpose of evaluation.

Company Contact Information

Company Legal Name:		
DBA:	Application Contact:	
Office Mailing Address:		
City:	State:	Zip Code:
Phone Number:	Fax Number:	
E-Mail Address:	URL:	
Shipping Address (if different)		
City:	State:	Zip Code:
Accounting Contact:	Phone Number:	
Purchasing Contact:	Phone Number:	
Marketing Contact:	Phone Number:	

Years in Business \_\_\_\_\_ Type Corporation Partnership Sole Proprietorship

Which distributors do you purchase from:

Ingram Micro                  Synnex                                  NETXUSA

Jenne                                  TeleDynamics                                  United Stationers

Other \_\_\_\_\_

Who is your primary distributor? \_\_\_\_\_

What service providers do you work with?  
\_\_\_\_\_

How would you classify your company? (check all that apply)

Reseller                                  VAR                                  Systems Integrator                                  Consultant

Developer                                  Cloud service provider                                  IT Support                                  Other: \_\_\_\_\_



What products and services do you currently offer?

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List any vertical markets that you service:

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Prior year annual revenue \$ \_\_\_\_\_ Projected revenue for this year \$ \_\_\_\_\_

Percentage revenue percentage for \_\_\_\_\_ Business telephony

Number of locations? \_\_\_\_\_

What geographic area does your organization serve?

Local (50 mile radius)

National

Regional (300 mile radius/up to 5 states)

International

Total number of employees \_\_\_\_\_ Approximate number of employees that would sell and service:

\_\_\_\_\_ Full-time inside sales people      \_\_\_\_\_ Outside sales people

\_\_\_\_\_ Full-time pre-sales engineers      \_\_\_\_\_ Post-sales engineers

Average client size?

1-25 users

25-50 users

50-100

100+

Current client base?

0-50

0-100

100-500

500+

How do you currently provide sales and technical support to your clients?

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Indicate below what types of marketing activities your company engages in.

Seminars

Newsletters

Trade Shows

Direct Mail

Print advertising

Other \_\_\_\_\_



Please provide a description of value-added services that your company offers (e.g. reseller of software, network integration, custom development, training, installation):

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The statements provided in this application are accurate to the best of my knowledge. I understand and agree to the following:

Completion and return of this application does not constitute acceptance by VTech of the undersigned into the Business Phones Division Reseller Program. VTech reserves the right at its sole discretion to deny authorization for any reason. Failure to sign below will cause delay in application processing. VTech's approval shall only be indicated by its written notification to you of acceptance.

By (Signature):	Date:
Print Name:	Print Title:

\_\_\_\_\_  
ICAM Date

\_\_\_\_\_  
Chris McConville Date  
Inside Sales Manager

Email completed form to: [icams@vtechphones.com](mailto:icams@vtechphones.com)

Questions? Call 888-913-2007