



UNITECH PARTNER APPLICATION

The Unitech Partner Network is designed to recognize those value-added resellers and system integrators, in the United States and Canada, that generate demand in the marketplace*.

Our focus is to protect and reward Unitech Partners, and deliver value to help your business grow.

Partner benefits include Product & Solution Support, Sales & Marketing Resources, Training & Events, and Financial Incentive Programs.

As a Unitech Partner, you receive our commitment to your success.

*The Unitech Partner Network is applicable for the US and Canada only. If you are outside these regions, please visit www.unitech-adc.com to learn more about the Unitech programs and benefits in your area.



1

General Information

Personal Information

First Name

Last Name

Title

Email Address

Phone Number

Ext.

Fax Number

Corporate Information

Company Name

DBA (Doing Business As - If Appropriate)

Address 1

Address 2

City

State / Province

Zip / Postal Code

Web Site

Date Established

Employee Information

Indicate the number of personnel supporting each of the following activities at your company:

Sales

Marketing

Tech Support

Prof Services

Software

Customer Svc

Other

Total Number of Employees



Please provide information for any additional corporate contacts that should receive updated information on the Unitech Partner Network and on Unitech products:

Corporate Contact 1

First Name

Last Name

Title

Email Address

Phone Number

Ext.

Fax Number

Corporate Contact 2

First Name

Last Name

Title

Email Address

Phone Number

Ext.

Fax Number

Corporate Contact 3

First Name

Last Name

Title

Email Address

Phone Number

Ext.

Fax Number



Revenue Information

Annual Company Revenue - Last Year

Percentage of revenue from
ADC/POS-related hardware sales

 %

Percentage of total invoices that
include hardware and software

 %

Of those sales what percentage
is attributed to Unitech hardware

 %

Percentage of total invoices that include
hardware and system integration

 %

Percentage of revenue from
ADC/POS-related software sales

 %

Percentage of revenue from
ADC/POS-related services

 %

Distribution Information

Identify your primary ADC / POS distributor

Company Name

Sales Representative

List secondary ADC/ POS distribution companies that you purchase from

Company Name

Sales Representative

Company Name

Sales Representative

Company Name

Sales Representative



Target Markets

Please indicate which of the following markets you sell in:

Manufacturing	Field Force	Healthcare	Distrib/Logistics	Retail	Government	Other
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

If other, please describe

Sales Methods

Please indicate the percentage of your sales achieved through the following methods:

Face-to-Face	Telesales	Online Store	Catalog / Mail Order	Other
<input type="text"/> %	<input type="text"/> %	<input type="text"/> %	<input type="text"/> %	<input type="text"/> %

If other, please describe



Service Offering

Please indicate which of the following services your company provides:

- | | |
|--|--|
| <input type="checkbox"/> Onsite Pre-Sales Consultation | <input type="checkbox"/> Application Development |
| <input type="checkbox"/> Software Integration | <input type="checkbox"/> Site Survey for Wireless Applications |
| <input type="checkbox"/> Onsite System Installations | <input type="checkbox"/> Onsite System Training |
| <input type="checkbox"/> Onsite Post-Sales Support | <input type="checkbox"/> Warrant Repair |

Please list any certifications that your company carries (ex: Cisco Certified)

Hardware Offering

Please check the appropriate box(es) for each hardware type listed below:

	Sell	Repair	Support
Barcode Scanners / Imagers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Portable Data Terminals	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
POS Products	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Fixed Mount Terminals	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Printers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

If other, please describe



Brand Offering

Please list all manufacturers that you currently sell or partner with:

Manufacturers	Purchase Through Distribution	Purchase Direct	Recommend Only
<input type="text"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="text"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="text"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="text"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="text"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="text"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Application Complete

Thank you for your interest in Unitech America, and for taking the time to fill out the partner application. Completed applications can be faxed to (714) 891-5050. After submitting your application, a Unitech Representative will contact you to review the information you provided, and to work with you in determining how the Unitech Partner Network can best serve your business. If you have any questions or comments, please contact us at (800) 861-8648. Thank you again for your time and consideration.