



8e6 Channel Partner Questionnaire

First Name: _____

Last Name: _____

Company Name: _____

Title: _____

Address: _____

City /State: _____

Zip Code: _____

Phone: _____

Fax: _____

E-Mail: _____

Country: _____

1. Primary business focus (Please select all that apply):

VAR

Network VAR

Internet VAR

Computer Dealer

Software Dealer

Appliance Dealer

Integrator

System Integrator

Network Integrator

Internet Integrator

Consultant

System Consultant

Software Consultant

Internet Consultant

Communication Dealer

ISP

Web Hosting

Telephone carrier / IDC

Other

OEM

Mail Order House

Distributor

2. Vertical/target markets you serve:

Finance / Banking

Construction

Entertainment

Government

Computer / Software

Retail

Fortune 1000

Telecomm

Education

ISP

Insurance

Healthcare

Wholesale

Publishing / Advertising

3. Number of employees in your organization:

1 - 5

6 - 20

21 - 50

51 - 100

101 - 500

500+

8e6 Channel Partner Questionnaire

4. Operating Systems (Please select all that apply):

- | | |
|--|--------------------------------------|
| <input type="checkbox"/> Windows 95/98/NT/2000 | <input type="checkbox"/> Unix |
| <input type="checkbox"/> Solaris (Sun OS) | <input type="checkbox"/> Linux |
| <input type="checkbox"/> Mac OS | <input type="checkbox"/> Novell |
| <input type="checkbox"/> OS/2 | <input type="checkbox"/> other _____ |

5. Products you purchase or resell (Please select all that apply):

- | | |
|---|---|
| <input type="checkbox"/> Computer | <input type="checkbox"/> Networking Products |
| <input type="checkbox"/> Systems Communications | <input type="checkbox"/> Computer peripherals |
| <input type="checkbox"/> Storage Devices | <input type="checkbox"/> Internet products |
| <input type="checkbox"/> Enterprise Software | <input type="checkbox"/> Personal software |

6. Annual gross sales revenue (USD):

- | | |
|--|---|
| <input type="checkbox"/> under 1 million USD | <input type="checkbox"/> 11 - 25 million |
| <input type="checkbox"/> 1 - 5 million | <input type="checkbox"/> 26 - 100 million |
| <input type="checkbox"/> 6 - 10 million | <input type="checkbox"/> 100 million + |

7. Number of years in business: _____

8. Certifications obtained (Please select all that apply):

- | | |
|--|---------------------------------------|
| <input type="checkbox"/> Cisco | <input type="checkbox"/> HP |
| <input type="checkbox"/> Check Point/OPSEC | <input type="checkbox"/> Sun Micro |
| <input type="checkbox"/> Microsoft | <input type="checkbox"/> Lucent |
| <input type="checkbox"/> Computer Associates | <input type="checkbox"/> Other: _____ |

9. Other Internet solutions you sell (Please select all that apply):

- Firewalls
- Enterprise software
- Anti-virus
- Security software
- Routers / Switches
- Other: _____

10. Do you currently sell other filtering products?

- No Yes (please specify): _____



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11. What marketing methods do you use in promoting your product offering?

12. What are some of the product names you represent?

Sign

Date