

Dealer Application

Masstech Group



Steps in your application to joining the Masstech international dealer network

1. Receive a nomination by a Masstech Group internal champion (e.g., regional sales manager, channel manager, etc.) who will guide you through the application process.
2. Complete and return the VAR application package (contract, credit application, company profile, business plan) to your MASSTECH GROUP account manager.
3. Your application will be reviewed by Masstech Group finance and management. Approval for DEALER status will be granted on merits of application, business plan and credit status.

* Please note: Completion of this information does not automatically qualify you for program benefits.

Thank you for your interest in becoming a dealer for Masstech Group.

General Information

Today's Date: _____

Company Name: _____

(please note legal if different)

Street Address: _____

City: _____ State: _____ Zip: _____ Country: _____

Mailing Address (if different than street address): _____

City: _____ State: _____ Zip: _____ Country: _____

Telephone: _____ Fax: _____

Federal Tax ID#: _____

Why are you interested in selling MASSTECH GROUP Products?

Business Profile

1. Type of Organization

Corporation

If Corporation please indicate:

Public Private

Partnership

Sole Proprietor

Other

Year founded: _____

2. How many employees do you have?

Sales People: _____

Outside Sales People: _____

Inside Sales People: _____

Engineering/Service: _____

Account/Administration: _____

Other: _____

3. Annual Gross Revenue

- Less than \$1million
- \$1-5 million
- \$5-10 million
- \$10-20 million
- \$ 20-40 million
- \$ 40+ million

4. Please List other manufacturers you represent.

5. Do you represent any other manufacturers of media asset management, archival or data movement solutions? If yes, please indicate.

6. What was your revenue mix from the following product categories?

- _____ % Automation
- _____ % Camera
- _____ % Intercom Software
- _____ % Master Control System
- _____ % Networking (IT)
- _____ % NLE (non-linear editors)
- _____ % Video Server
- _____ % Storage
- _____ % Video Switcher
- _____ % Other: _____

7. Please list and briefly describe any major broadcast engineering projects completed in the last 3 years.

8. Please kindly define your client mix.

- _____ % Broadcast
- _____ % Cable
- _____ % Telecommunication
- _____ % Corporation
- _____ % Government
- _____ % Educational Other: _____

Business Profile

9. Please kindly list references from one client and one product manufacturer.

Client Name: _____

Contact: _____

Address: _____

Tel: _____ Fax: _____

Manufacturer Name: _____

Contact: _____

Address: _____

Tel: _____ Fax: _____

Email: _____

10. What marketing mix do you use to promote your company?

- _____ % Web
- _____ % Newspaper/Magazine
- _____ % Flyers
- _____ % Trade Show
- _____ % Other: _____

Please briefly describe:

11. What Software/Hardware Certifications are held by your team?

12. Office Locations

13. Primary Area of Coverage

14. Contacts

Main Contact Name: _____

Title: _____

Phone: _____

E-mail: _____

Marketing Contact Name: _____

Title: _____

E-mail: _____

Phone: _____

Engineering Contact Name: _____

Title: _____

Phone: _____

E-mail: _____

Finance/Acctg Contact Name: _____

Title: _____

Phone: _____

E-mail: _____

Please attach a sales contact list for MASSTECH GROUP to coordinate the sales engagement plan between companies at the beginning of the relationship.

Credit Application

Name/Address

Last:	Middle Initial:	First:	Title	
Name of Business:			Tax I.D. Number	
Address:				
City:	State:	ZIP:	Phone:	Fax:

Company Information

Type of Business:	In Business Since:			
Legal Form Under Which Business Operates:				
Corporation <input type="checkbox"/>	Partnership <input type="checkbox"/>	Proprietorship <input type="checkbox"/>		
If Division/Subsidiary, Name of Parent Company:			In Business Since:	
Address:				
City:	State:	ZIP:	Phone:	Fax:
Name of President:		Other Officer /position:		
Have any owners/ officers filed for Bankruptcy proceedings in the past 7 years?				
Credit line desired in USD:	Annual sales turnover in USD:	Number of Employees:		
GST number:	Prov/State tax number:			
	*Please supply Sales Tax Exemption Certificate if you are claiming exemption.			
Payables contact name:		Phone:	Fax:	

Trade References

Company Name:	Company Name:	Company Name:
Contact Name:	Contact Name:	Contact Name:
Address:	Address:	Address:
Phone:	Phone:	Phone:
Fax:	Fax:	Fax:

Bank Reference

Institution Name:		
Address		
Contact person:	Phone:	Fax:
Credit line authorized:	Utilized:	Years with bank:

I hereby certify that the information contained herein is complete and accurate. This information has been furnished with the understanding that it is to be used to determine the amount and conditions of the credit to be extended. Furthermore, I hereby authorize the trade references and financial institutions listed in this credit application to release the necessary information to Masstech Group for which credit is being applied for in order to verify the information contained herein.

Signature

Date

Print name in full:

Designation:

Company:

NOTE: We endeavor to establish credit limits within 5 business days subject to terms and conditions, provided certain requirements are met. Please fax your credit application to this number +1 905 886 2155