



## NewTek Value Added Reseller (VAR) Company Profile NewTek Products/Business Plan Qualifier and Application

This application is designed to obtain information about your company pursuant to joining the NewTek VAR program as a preferred reseller of NewTek products. This information is strictly confidential, and will be used only in the alliance between NewTek and your company. As an attachment, please also submit a copy of your current financial on company letterhead, a copy of your certificate of incorporation and any other relevant documents you deem appropriate, along with a picture of your brick and mortar store front.

### I. General Information

#### Corporate

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Full Company Name

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Corporate Address

City

State

Zip Code

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Telephone

Fax

E-Mail

Web Address

Are you a Corporation, Partnership, etc? Yes  No

#### Company Principals

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Name

Title

---

Name

Title

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Name

Title

#### Primary Contacts

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Sales

Marketing

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Service

Accounting

#### Total number of people on your staff?

Sales

Technical

Administrative

#### Do you have a service department?

Yes

No

Total number of service people?

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If you answered "no", do you offer service through an independent contractor? If so, what is the name of the independent service contractor?

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## II. Business Information

What was your sales volume in 2006?

What was your top selling product in 2006?

Please describe your geographic territory.

Which of the following do you currently represent?

Adobe       Soft Image       Autodesk       Electric Image   
Strata       Maxon       Izware       E-Frontier   
Hash       Boris       Zax Works       Apple   
Other \_\_\_\_\_

Are you currently one of the following Authorized Resellers/Dealers:

Infocus       Sanyo       Apple       BOXX   
Compaq       Dell       IBM       Other \_\_\_\_\_

What markets comprise your selling profile, and what percentage (approx.) is each of your total sales:

VisualFX/Animation House \_\_\_\_\_      Game Development \_\_\_\_\_  
Broadcast Graphics \_\_\_\_\_      Print Graphics \_\_\_\_\_  
Independent Film \_\_\_\_\_      Architecture/Visualization \_\_\_\_\_  
Educational \_\_\_\_\_      Corporate \_\_\_\_\_  
Government \_\_\_\_\_      Public Access \_\_\_\_\_  
Churches \_\_\_\_\_      Events \_\_\_\_\_  
Other \_\_\_\_\_

How many 3D graphic/animation workstations did your company sell in 2006?

Less than 4       5- 12       13 +

Does your company have anyone capable of performing 3D modeling/animation?

Please specify name and qualifications \_\_\_\_\_

Does your company have contracts or contacts with free-lance contractors who can demonstrate 3D modeling/animation? Who are they and what level of experience do they have?

How often have you utilized free-lance or independent contract services? To what purpose (seminar, open house, sales close, consultation, etc.)?

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What types of support do you offer the customer?

On Site Technical       Newsletter       Technical Hotline       Seminars   
Product Training       Training       Consultation       Maintenance   
Customer Service       Other \_\_\_\_\_

### III. NewTek Business Plan

**What NewTek related marketing activities will/would you run in a year?**

Seminars                       Open House                       Direct Mail

Other (Please Explain) \_\_\_\_\_

**How will NewTek products be displayed and demonstrated? Please Explain.**

\_\_\_\_\_  
\_\_\_\_\_

**How will purchasers of NewTek products be oriented to the products/ applications/ solutions?**

Hands on Demo                       Product Tutorial                       Literature                       Consultation

Other (Please Explain) \_\_\_\_\_

**How will you train your staff to sell NewTek Products?**

In-House Training                       Product Tutorial                       NewTek Sponsored Training                       Contractor

Other (Please Explain) \_\_\_\_\_

**What platforms will you carry in your storefront?**

Macintosh                       Windows

**What NewTek products will you carry in your storefront?**

LightWave 3D                       3D Arsenal                       SpeedEDIT

**Do you currently stock product in your storefront?**

Yes                       No

**Personal**

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Name (print)

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Title

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Signature

Date

Submitting a NewTek VAR application does not guarantee approval. Thank you.

**Please return this application, a copy of your current financial on company letterhead, a copy of your certificate of incorporation and any other relevant documents you deem appropriate, along with a picture of your brick and mortar store front to:**

VAR Authorization Coordinator  
NewTek, LP  
5131 Beckwith Blvd.  
San Antonio, TX 78249  
210-370-8000 / 210-370-8002 fax